

An Example to Us All

by Hanafi Fraval from notes taken in discussions with Andres

Andres Paglayan is an IT guy. His wife is a landscape architect. Together they designed this incredible space that includes his office, two AirBnB apartments, and a coffee shop/restaurant. What's more, he became a licensed contractor, which he did by studying the thick stack of the building codes and other materials on how to build a building, and went out and got a contractors license! Armed with this, he built this wonderful place. I was totally blown away. Imagine if we had 100 members like him!



Andres emigrated to the USA from Argentina. He has a tough philosophy for the way he does business. We could all learn from him. Asked for help to finance another member's business, he hammers on the bitter side, driven by his personal experience that has proven to yield fruit. What follows below illustrates this attitude.

When he moved to the US to start his software company, he had two babies in diapers. For his first idea, others quoted between \$30k and \$50k for what he needed to develop the idea. He didn't have much to invest. So he bought a couple of books and spent every minute reading and developing code to get the

idea off ground. He somehow found a client, and went on from there until he had built a successful little business.



Andres maintains that of knowledge, willpower, or money, you need to have at least two. He also says he is very tired of hearing "when I am successful I will give back to Subud". He feels strongly that such a statement means that you didn't yet understand that you are already a Subud enterprise, the work you do as an employee for somebody else, the time you care for your family at home, the diapers you change, all that is your current Subud enterprise. If you don't feel that your current enterprise is successful already to give back, then don't fool yourself, your next one won't be either.

He believes that his "luck" started to change when he started praying, fasting and donating to Subud before any success.

People started offering money for his projects before he could ask for it.

If you are not making anything, he says, donate some time, if you are making \$1,000 a month, give at least \$20 or \$30, when you start making more, donate more.

In the project that they developed in the two apartments that are solidly let. Located in the Santa Fe area of New Mexico, it is a popular tourist spot so the café is also very popular. And of course he built himself the offices that he needed for his software business. The talents of his wife show through in the attractive building you see in these pictures.

