

ORIENTED GROWTH

THE SEXTANT PACT

An Inheritance Beyond Numbers



ANTONINO FISCHETTI

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First edition: September 2026

ISBN: *[to be assigned]*

Illustrations created with the support of artificial intelligence tools and laid out for this edition.

Graphic design and layout: Genspark

Printed on demand.

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Illustrated edition

ENERGY CIRCLE PUBLISHING ORIENTED GROWTH STORIES • STRATEGIES • TRANSFORMATIONS

*“The Sextant is not for looking at where you are,
but for understanding where to go by looking at the stars.”*

— Alberto



Paris smelled of old paper and imminent rain. Sia and Francesca, back from their universities in Harvard and Oxford, were walking through the Jardin des Tuileries. In Francesca's hands was an old green Walkman: a relic of the past that their father, Alberto, had given them. "Listen", he had said. But Sia sought the precision of numbers, while Francesca sought the heartbeat among the hiss of the tape. That analog hum was their first bond with an inheritance they did not yet know they possessed.



In an office overlooking Place Vendôme, Alberto showed them two identical folders. “Our family does not only manage funds, it manages balances”, he explained. He introduced the concept of the “Two Bodies”: PINE, the government that decides, and KINTEL, the measure that observes. Sia looked at KINTEL’s charts with admiration; for her, the truth resided in satellite telemetry. Alberto smiled, but in his eyes there was a warning: measurement is perfect only if the one who uses it knows when to stop measuring.



That evening they met Mapi, the keeper of the family's pragmatism. While Paris lit up with geometric lights, Mapi handed Francesca an old Moka. "Transformation is not instantaneous", said Mapi. "It is like coffee: it needs pressure, heat and time. If you force the process, the flavour is lost." Francesca held the cold metal of the coffee pot, sensing that her education at Oxford had prepared her to read texts, but not yet to handle that invisible pressure.



The journey continued towards Brussels, the heart of treaties and rules. Here the atmosphere was grey and solemn. Sia and Francesca watched officials discussing the “Rules of Push”. Sia felt at home among the corridors of power, understanding the need for rigorous standards. But during a break, Francesca noticed a small flaw in a calculation that ignored the wellbeing of the dock workers. The tension between the two sisters began to grow: precision against empathy.



Ariane Vencourt, head of fund diplomacy, invited Sia to a calibration session. “You see, Sia”, said Ariane, showing a digital map of Europe, “the secret is measured push. If we accelerate too much, the structure gives way.” Sia nodded, understanding that her father’s governance was a dance of weights and counterweights. She began to see the Holding not as a bank, but as an invisible web that held territories together.



At last they arrived in Tirana. The warmth of the Mediterranean welcomed them like a forgotten embrace. Alberto took them to a square where time seemed to flow differently. “This is where the Sextant Pact comes to life”, he said. Tirana was not made of glass façades, but of people and stories. Francesca felt that her inclination for listening, cultivated with the Walkman, was finally finding its place among her sister’s perfect calculations.



That night Alberto revealed the supreme instrument: the family Sextant. “The Sextant is not for looking at where you are, but for understanding where to go by looking at the stars”, he explained to his daughters. Sia and Francesca touched it together: the brass was worn by generations of Ferris. It was the symbol of strategic orientation. “Promise me”, asked Alberto, “that you will never use measurement to crush humanity. This is the true Pact.”



The test came at the port of Durrës. A sudden storm had blocked the convoys. KINTEL's algorithms were clear: "Immediate departure to meet the efficiency statistics and the European bonuses." Luan, the site foreman, looked at his tired men and at the truck drivers stuck in the mud. "If we leave now, we risk the drivers' lives", he told Francesca. The port was a chaos of flashing lights and whipping rain.



Sia checked the tablet: “Fra, if we don’t give the green light, we will lose millions and our credibility in Brussels!” But Francesca remembered the Moka, the pressure that must be handled with patience. She looked at the drivers, men with families, not mere numbers on a spreadsheet. “No”, said Francesca in a firm voice. “Stop everything. People’s safety comes before telemetry.” For the first time, measurement had surrendered to humanity.



Five years later, the Corridors worked better than ever. Not because they were the fastest, but because they were the fairest. Sia and Francesca, now leading the Holding together, sat in their house in Tirana. The Walkman, the Moka and the Sextant were displayed as the true pillars of their success. They had learned that measurement is only a means, but listening and human orientation are the true goal. The Pact was fulfilled.

NOTE ON THIS EDITION

The Sextant Pact — An Inheritance Beyond Numbers is an illustrated tale in ten plates, conceived for teenage readers. This edition is printed on demand.

The illustrations accompanying the text were created with the support of artificial intelligence tools and were adapted to the layout of this edition.

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ISBN: *[to be assigned]*

Graphic design and layout: Genspark

Publisher: Energy Circle Publishing

Series: Oriented Growth

Typefaces: EB Garamond and Cinzel.

THE AUTHOR



*Measurement is perfect only if the one who uses it
knows when to stop measuring.*

Antonino Fischetti lives between Tirana and Brussels. For fifteen years he has sat at the tables of European family businesses at the most fragile moment of their history: the moment when the founder makes way for those who come next.

The Sextant Pact grew out of his Opera Omnia: nine business novels collected in three trilogies, and *Growing for Generations*, the handbook in which the Walkman, the Moka and the Sextant find their applied form for European family businesses.

Two sisters, a family inheritance, and a measure that can save or crush.

Sia believes in numbers. Francesca listens to the heartbeat of people. When their father Alberto hands them a Walkman, a Moka and a sextant — three apparently useless objects — the two sisters discover that leading a holding does not mean governing funds, but managing balances.

From Paris to Brussels, from Tirana to the port of Durrës, *The Sextant Pact* tells the choice that every organisation must face sooner or later: measure to control, or measure to understand.

