

**STAR TREK**  
THE NEXT GENERATION

# *The Magnificent Ferengi*

A Sourcebook for the **ICON** RPG System



## **Credits:**

**A Divine Treasury of Ferengi Character Options** for CODA written by Steven A. Cook

**Career Paths - Ferengi** for ICON written by Dan Gurden with Stephen A Cook

Consolidated and Expanded by Owen E. Oulton

*>Welcome to our home. Please place your imprint on the legal waivers and deposit your admission fee in the box by the door. Remember, my house is my house [cringe].*

*As are its contents.*

Family Business, *Star Trek: Deep Space Nine*®.

The easily duped pirate, the swindling merchant, the power hungry DaiMon, the cowardly gunrunner – all are Ferengi stereotypes seen repeatedly on the various *Star Trek*® shows. They are useful to the Narrator as adversaries and enemies, but are they decent player character archetypes? Probably not. Not until *Star Trek: Deep Space Nine*® did we see well-developed characters on screen worthy of the moniker – Player Character.

This article expands the options available to players desiring to create Ferengi characters for the *Star Trek Roleplaying Game!*™. Included are expansions to the Ferengi species description covering eras, providing sample characters, and introducing a new species ability; new personal and professional development packages; a liquidator elite profession; new edges and flaws; and two pieces of Ferengi technology, the locator bomb and energy whip.

### **Profit, the Material Continuum, and the Afterlife**

Profit is at the core of Ferengi culture. Something isn't worth doing unless there is profit to be made. To the Ferengi mind, why would you give away something for free when you could charge a price for it, and therefore gain something you didn't have – a profit. For Ferengi, this is just the way life and the universe works. Greater profit equals greater life – and a greater afterlife.

### **The Great Material Continuum**

The Great Material Continuum governs all aspects of Ferengi life. This belief system posits that all societies exist in alternating states of having and wanting, and is metaphorically seen as a great flowing river comprised of material acquisitions. If wanting gains dominance over having – or vice versa – then the great river churns and overflows, becoming dangerously unstable. And as the river goes, so does society. Instability is not prosperous in the long term.

A Ferengi in financial trouble often finds himself tossed to the shores of the great river by a wave of inflation. Similarly, he might run aground on a shoal of hardship and have to swim to safety. Finding his way back onto the river requires a Ferengi to seek financial consolidation, a realigning of his investments, the selling of his property, or even a loan.

To stay afloat on the river, a Ferengi carefully navigates by balancing profit and loss, acquisition and liquidation, while also keeping an eye out for opportunities farther along the river's course. One who deftly navigates the great river can, in effect, steer the river's course toward opportunity. The skilled Ferengi – one with the lobes for bus-iness – earns great prosperity, and a second chance to pursue profit in the afterlife.

### **The Divine Treasury**

The Divine Treasury is the sacred palace of the Ferengi afterlife. The walls, furnishings and doors – and everything else – are

made of gold-pressed latinum. A sign above the entrance to the Divine Treasury reads, "Please have your profit-and-loss statement ready for inspection before entering the Divine Treasury."

When a Ferengi dies, his spirit goes before the Registrar of the Divine Treasury, who decides whether the Ferengi deserves to enter. This involves much cringing, bribery, and obsequious groveling. If the Registrar is impressed by the Ferengi's actions, he is allowed to enter the Divine Treasury.

Once inside, the Ferengi bids on a new life under the supervision of the Blessed Exchequer and Celestial Auctioneers. If the Ferengi has acquired enough profit in life, he pays for a new one and is reborn, earning the chance to gain yet more profit. If the Ferengi did not earn enough profit, his bid fails and his spirit is banished from the Divine Treasury and locked in the Vault of Eternal Destitution forever.

Thus, a Ferengi gets only once chance at a profitable afterlife. A prosperous Ferengi gains a second life, and if he earns enough profit again, a third, and even a fourth. Ferengi myth purports that the richest, most powerful Ferengi throughout history – the Grand Nagi – are sometimes actually reincarnations of Gint, the first Nagus and creator of the Rules of Acquisition.

### **Vault of Eternal Destitution**

An afterlife in the Vault of Eternal Destitution is the worst possible fate. Every Ferengi banished to the Vault becomes the property of a Vault Auditor. The Auditors form a council called the Regulation Committee, which is led by the Desecrated Auditor – the most powerful and influential Auditor. The Committee oversees every aspect of business and life in the Vault. These policies, known as the Laws of Destitution, are harsh.

The Auditors charge outrageous accommodation expenses, high income taxes, service charges, and strictly regulate transactions. Painstaking financial audits and fines await Ferengi who break the Laws.

Though it is possible, few Ferengi ever manage to bribe their Auditor to overlook transgressions. Fewer still gain enough wealth to buy the title of Auditor and get to own slaves themselves.

To scare their children into behaving, Ferengi mothers recite stories of the Demons of Despair. The demons are evil spirits from the Vault of Eternal Destitution – Ferengi who were generous and charitable, unconcerned with profit, or otherwise heretical. Legends say that the demons take shadowy forms and escape the Vault for a time, stealing latinum and other valuables from miscreant children.

### **Ferengi Profit Margin**

Profit is the driving force of Ferengi culture. All Ferengi seek it – whether it's latinum, property, jewelry, starships, or other material possessions. The more profit a Ferengi has, the greater he is respected – and envied – by his peers. Also greater is his chance of influencing fellow Ferengi.

Ferengi characters have a Profit Margin score (or simply Profit)

which gains them enhanced benefits and is based on Renown, replacing Courage as does Klingon Honour. When making Influence, Intimidate, Negotiate, and Persuade tests involving other Ferengi, a character automatically gains his full Renown modifier to the skill test. No recognition test is required.

For instance, Nilva, the chairman of Slug-o-Cola, probably has a high Profit Margin marking him with high favor and influence. Conversely, Blog, a Ferengi who publishes Pakled love poetry, probably has a Profit of 0 a lobe-challenged fool of uninspiring potential and influence (with horrible taste in literature).

### Encounters

The Ferengi are one of the most well traveled species in the galaxy. Ferenginar, the Ferengi homeworld, is located in the Bajor sector, and Ferengi are often encountered in this region of space. Ferengi also travel throughout the Alpha and Beta quadrants, especially along the valuable trade routes near Cardassian and Federation space. They commonly ply their wares in the Gamma Quadrant too, although traders have focused on systems near the Idran end of the Bajoran wormhole. Reports indicate that entrepreneurs have even found their way to the Delta Quadrant, likely via unstable wormholes or other similar phenomena.

### Ferengi Accountant/Bureaucrat

The Ferengi accountant is designed to fill one of the most important gaps in Ferengi society, a profession of prestige and trust. It is only the most skilled and most efficient accountant that manages to proceed up through the ranks to that of 'Liquidator', a rare honour indeed, but usually one that is deserved after many years of hostile negotiations and other less scrupulous 'hands-on' methods of job promotion...

*Administration (Accounting) 2 (3)*  
*Bargain (Choose Specialisation) 2 (3)*  
*Culture (Ferengi Rules of Acquisition) 1 (2)*  
*Fast Talk 1*  
*Law (Ferengi Commercial By-Laws) 1 (2)*  
 Computer (Research) 1 (2)  
 History (Ferengi) 1 (2)  
 Intimidation (Bluster or Interrogation) 1 (2)  
 Languages; Ferengi 1  
 Persuasion (Negotiation) 1 (2)  
 Wealth +1, Contact +1, Rival -2

### Ferengi FCA Auditor/Liquidator



One of the most fearsome and powerful people in Ferengi culture, the spectre of a visit by FCA Auditors strikes terror in the hearts of all good businesses and horror stories are told to little children of their ruthless punishments on the poor

businessman. These individuals serve as the policing agency within Ferengi territory ruthlessly scrutinising business transactions and taking their cut.

*Administration (Audit) 2 (3)*  
*Intimidation (Bluster or Interrogation) 2 (3)*  
*Culture (Ferengi Rules of Acquisition) 1 (2)*  
*Law (Ferengi Commercial By-Laws) 1 (2)*  
 Computer (Choose Specialisation) 1 (2)  
 History (Ferengi) 1 (2)  
 Languages; Ferengi 1  
 Security (Choose Specialisation) 1 (2)  
 Bargain (Bribery) 1 (2)  
 Streetwise (Choose Specialisation) 1 (2)  
 Contact +1, Shrewd +1, Wealth +2  
 Arrogant -1, Greedy -1, Rival -2

### Bar Owner/Host



Tending bar is a career of some esteem among the Ferengi, and often a living example of the 7th rule of acquisition - *Keep your ears open*. Bartenders across the universe are renowned for being a friendly person to talk to, but few pay as close attention as a Ferengi barkeep. Many dream of retiring to the life of a barkeep, but amongst the Ferengi the barkeep is seen as a path to a Latinum filled retirement. He is as skilled at mixing complicated cocktails of flavour, from a *Finagle's Folly* or a *Risan Sunrise* to *Romulan Ale* or *Klingon Warnog*, or even something as simple as *Slug-o-Cola* or Terran *Root Beer*, as he is at managing those people around them. A good suit is also part of the uniform, but be careful to remember the 47th rule though - *Never trust a man wearing a better suit than you own*.

*Charm (Choose Specialisation) 2 (3)*  
*Fast Talk 2*  
*Merchant (Bar) 2 (3)*  
*Culture (Ferengi Rules of Acquisition) 0 (1)*  
 Artistic Expression (Choose Specialisation) 1 (2)  
 Gaming (Choose Specialisation) 1 (2)  
 Languages (Choose) 1  
 Persuasion (Choose Specialisation) 1 (2)  
 Sciences, Physical (Chemistry) 1 (2)  
 Streetwise (Choose Specialisation) 1 (2)  
 Wealth +1,  
 Code of Honour (Bar Tenders Code) -2, Rival -1,  
 Empathy Edge +1

### Code of Honour (Bar Tenders Code) -2

"Look After your customers; they are your biggest asset.  
"Don t get involved in trouble, stay neutral in any disagreement, and try not to hold an opinion so strong that you disagree with your customers, even when they are clearly wrong.  
"Any trouble -Make sure it goes outside the bar.

### Dabo Girls



*Ah, Dabo, the game of kings. What s that? You don t know how to play? Well, allow me to introduce you to my assistant Alicia here. First spin is free &*

Many Ferengi entrepreneurs go into the hosting trade. It is often said that while there are many different words for rain in the Ferengi Language, there are also no streets without a bar on Ferenginar. One of the key secrets to the hosting trade is to keep the customer occupied and interested while you ply them with Synthohol. A key part of that are the bar games, offering opportunity to keep the customers mind of the bar prices, give them an occasional chance at winning (afirm favourite to encourage repeat custom, just remember the odds MUST remain stacking in the house s favour), and something to look at the Dabo Girls.

Its important to remember that the term Dabo Girl does not imply a particular game, they could be playing Dabo, they could be playing tongo or poker, who cares? That s not what the customer should be looking at. The key to a good Dabo Girl is to follow the key employee guidelines. These differ between various establishments according to the hosts tastes, but all Ferengi hosts seem to know them intuitively. Broadly they are;

- 1 She has to be a female &
- 2 ..a sexy female.
- 3 No Ferengi females, Dabo girls have specific costumes, and Ferengi females must be unclothed.
- 4 Assets. She s got to have them, if you re distracted by them at interview, she s hired.
- 5 The costume. Scanty enough to be revealing, yet ensuring that nothing is seen. - clothed females are quite alluring &

Once all these aspects are covered, your players could be playing chess and nobody would notice.

*"Place your bets and take a spin! DABO!"*

*Charm (Seduction and Oo-Mox) 2 (3) (3)  
Gaming (Dabo and Choos Specialisation) 2*

*(3) and (3) `*

*Sleight of Hand (Gaming Cheats) 1 (2)*

Artistic Expression (Choose Specialisation) 1 (2)

Fast Talk 1

Languages (Choose) 1

Merchant (Bar) 1 (2)

Persuasion (Choose Specialisation) 1 (2)

Streetwise (Choose Specialisation) 1 (2)

Sexy +2

Obligation (Employer) 1

### Ferengi Merchant Priest

Ferengi business models are so closely attuned with their mysticism that it should come as little surprise that on Ferenginar there exist mortal guardians of the divine treasury. Adepts of the Divine Treasury and guides upon the banks of the path of the Great Material Continuum, for a suitable fee they will teach and advise Responsible for the teaching of the most sacred text; the rules of acquisition. And available for hire to bless business transactions, and to arrange marriage contracts. Ferengi have also taken to making pilgrimages to Earth's Wall Street, which they view as a holy site of commerce and business, and then speculate on where Earth got it all wrong since then &

*Culture (Ferengi Rules of Acquisition) 2 (3)*

*Merchant (Choose Specialisation) 1 (2)*

*Persuasion (Oratory) 2 (3)*

*Theology (Choose Specialisation) 2 (3)*

Bargain (Choose Specialisation) 1 (2)

Computer (Choose Specialisation) 1 (2)

Fast Talk 1

History (Choose Specialisation) 1 (2)

Language; Ferengi 1

Social Sciences (Choose Specialisation) 1 (2)

Shrewd +1, Wealth +2, Rival -2, Pacifist -1, Fanatic -3

### Lawyer

Lawyers abound within Ferengi Alliance territory, but they may be encountered just about anywhere in explored space where legal disputes exist as Ferengi lawyers work insidiously to find even the tiniest legal loophole and exploit it for their own - or their clients - nefarious purposes, and they are renowned for their successful case load.

*Intimidation (Cross-Examination) 2 (3)*

*Law (Choose Specialization) 2 (3)*

*Persuasion (Debate) 2 (3)*

*Culture (Ferengi Rules of Acquisition) 0 (1)*

Administration (Choose Specialization) 1 (2)

Computer (Research) 1 (2)

Fast-Talk 1

Language: Federation Standard 1

Mediation (Choose Specialization) 1 (2)

Personal Equipment (Choose Specialization) 1

(2)

Wealth +1, Rival -2



### Ferengi Privateer

The Ferengi Alliance does not maintain a regular space navy *per se*. What is known of the Ferengi Defensive forces seems to have developed from the cultures love and pursuit of gain and wealth. A Ferengi will self finance to purchase a vessel, hire a crew and ply the spacelanes for profit.

It is known that several 'influential' individuals hold the contracts for patrolling and defending Alliance territory. These contracts from the Government can be very lucrative and allow these 'Admirals' to purchase new and better ships, and hire the best personnel, although many frontier contracts are correspondingly poorly defended due to the smaller retainer fees compensating those regional patrols. The personnel on these ships are very similar to privateers upon ancient Earth's oceans, who worked for their governments in wartime, making their operations legitimate (at least in the eyes of their government). And as such they were called privateers, a title that many of these personnel enjoy for its ancient and romantic connotations (and so much more appealing than pirate)...

Many of the Admirals/Owners hire personnel that fall within their budget, and it is not unusual to find members of many different species serving on these vessels, each earning their pay, plus a negotiated percentage of any booty. This complex method of defence does mean that each 'sector' of the Alliance can have vastly differing operational techniques, and even strengths of fleet, making illegal activities rife within Ferengi space. At least they would be illegal if the Alliance authorities felt that such activities constituted a crime.

**Bargain (Choose Specialisation) 1 (2)**  
**Energy Weapon (Choose Specialisation) 1 (2)**  
**Security (Choose Specialisation) 1 (2)**  
**Ships Systems (Choose 2 Specialisation) 2 (3), (3)**  
**Fast Talk 1 or Dodge 1**  
 Athletics (Choose Specialisation) 1 (2)  
 Culture (Ferengi) 0 (1)  
 Language; Ferengi 1  
 Personal Equipment (Choose Specialisation) 1 (2)  
 Planetside Survival (Choose Specialisation) 1 (2)  
 Streetwise (Choose Specialisation) 1 (2)  
 Bold +1, Wealth +1, Rival 1

### Ferengi your Overlay &

What if you want to play a Ferengi from another career discipline? Just add the following skill, Advantage and disadvantage to the standard Overlay package to add a touch of Ferengi business to the standard template.

*Culture (Ferengi Rules of Acquisition) 0 (1)*  
*Wealth +1, Rival -2*

## Character Creation Packages

### Early Life (5DP)

#### Bankrupt Family

The character's family went bankrupt when he was a child. He suffered great humiliation and was forced to fend for himself as an adolescent. He earned nary a strip of latinum from his Attainment Ceremony.

*Fast Talk 1, Streetwise (Choose Specialization) 1 (2), Diminished Social Status -1*

#### Lobes for Business

The character developed the "lobes" for business at an astonishingly young age and earned great respect from his elders. Not surprisingly, many of his peers were extremely jealous.

*Bargain (Choose Specialization) 1 (2), +1 Perception, Patron +2, Wealth +1, Rival -2*

### Advanced Training Packages (9DP)

#### Core/Frontier World Trade Mission

The character served in an administrative position or as a mediator on an extended Ferengi trade mission in either frontier or core world territory.

*Administration OR Mediation (Choose Specialization) 1 (2), Merchant (Choose Specialization) 1 (2), World Knowledge (Choose World) 1 (2)*

#### Ferengi Trade Vessel Spacehand

The character served aboard a Ferengi trade vessel as an all-around mechanic, engineer and maintenance crewman.

*Any Engineering (Choose Specialization) 1 (2), Personal Equipment (Choose Specialization) 1 (2), Shipboard Systems (Choose Specialization) 1 (2)*

#### First Contact Specialist Training

The character has training as a first contact specialist, with focuses in analyzing potential markets, investment opportunities and exploitable resources.

*Diplomacy (Negotiation) 1 (2), Social Sciences (Economics) (Sociology) 1 (2)(2), Contact +1, Cultural Flexibility +1*

#### Interstellar Economic Analyst

The character has studied interstellar corporations, and has experience in the financial investment, brokerage and banking fields.

*Administration (Bureaucratic Manipulation) 1 (2), Knowledge: Interstellar Corporations 1, Social Science (Economics) 1 (2)*

#### Marketing and Sales Training

The character has worked for a large corporation or small



family-run business and possesses training in the marketing and sales of a variety of products and/or services.

*Charm (Influence) 1 (2), Knowledge: Marketing Strategies 1, +1 Perception, Innovative +1, Shrewd +1*

### **Professional Packages 10DP**

#### **Corporate Espionage Agent**

The character works for a single (or various) corporations investigating and sabotaging rival corporations' manufacturing facilities, trade secrets, research and development projects, and other similar activities.

*Computer (Choose Specialization) 1 (2), Energy Weapon (Choose Specialization) OR Personal Equipment (Choose Intrusion Device) 1 (2), Espionage (Choose Specialization) 1(2), Security (Choose Specialization) 1 (2), Marked Man 2*

#### **Entertainment Manager/Agent**

The character works in the entertainment industry as a manager, agent or talent scout. He's always searching for the next "big star" who'll rock the entertainment 'biz.

*Charm (Choose Specialization) 1 (2), Fast Talk 1, Knowledge: Entertainment Industry 1, Contact +1, Favor Owed +1, Rival -1*

#### **Freelance Medical Practitioner**

The character is a qualified doctor and performs private medical services to those willing to pay his fees.

*Life Science (Choose Specialization) 1 (2), Medical Science (Choose specialization) 2 (3), Personal Equipment (Medical Tricorder or similar device) 1 (2), Code of Honor (Hippocratic Oath or similar oath) OR Dark Secret (Malpractice Suit) -2*

#### **Frontier Scout**

The character works in frontier territories as a scout, determining the potential of newly discovered worlds for colonization or industrial development.

*Planetary Sciences (Choose Specialization) 1 (2), Planetside Survival (Choose Specialization) 1 (2), Energy Weapon OR Shipboard Systems (Choose Specialization) 1(2), Curious OR Sense of Direction +1*

#### **Futures Exchange/Stock Market Speculator**

The character has earned a living speculating on the Ferengi Futures Exchange or numerous worlds' stock market or trade exchange networks. He may have worked for a financial firm or as an independent speculator.

*Bargain (Marketplace Hagglng) 1 (2), Knowledge: Stock Markets/Futures Exchange Etiquette & Lingo 1, Social Science (Economics) 1 (2), Wealth +1*

#### **Private Sector Scientist**

The character is dedicated to a particular scientific field. He is most likely motivated by profit, but also possesses a genuine interest in scientific discovery.

*Any Science (Choose two Specializations) 2 (3)(3), Personal Equipment (appropriate device) 1 (2), Curious +1, Argumentative 1*

### **Additional Ferengi Character Types**

#### **Diplomat**

The diplomat believes the Ferengi can bring civilized ideals to the galaxy. Mercantilism, not war, is the Ferengi way, and many others will benefit from this philosophy. Perhaps he serves on a Gamma Quadrant mission to establish relations with new cultures, or he works to expand relations with the Federation or other Alpha-Beta Quadrant powers.

#### **Scientist**

The scientist is brilliant but misunderstood. He's an expert in her field out to prove his talents and gain the respect of prominent scientists in the galaxy. However, his lust for profit tarnishes his reputation and involves her with unsavory scoundrels. A criminal background haunts him.

#### **Merchant**

He's an economic thrill-seeker who isn't obsessed with profit—he's already wealthy—but rather driven by the risks and rewards of the financial game. He'll lose a deal without gripe so long as the negotiations and adventure surrounding it excite him. He's a big spender, hard drinker, and fast lover. He knows someone in every port of call.

#### **Rogue**

Mercantile affairs are beyond his ken—he'd barely know a merger from a take-over from a bankruptcy. However, he knows people, their desires and their secret vices, so he's a master manipulator. Perhaps he's a spy in training for a secret organization like the Orion Syndicate or maybe he's a Starfleet Intelligence informant?

#### **Starship Officer**

The starship officer sees a nobler role for Ferengi at large than profiteering. He also wants to show his Starfleet superiors that he's a team player and a leader. Other Ferengi see his lack of latinum lust as weakness, an example of the poison other cultures, particularly the Federation, feed to Ferengi to control them. But he's proud of his goals.

#### **Soldier**

For years, his unusual burliness and propensity for violence landed him jobs aboard pirate vessels. The kind of jobs most sane Ferengi won't touch since they involve high personal risk and little profit return. But he was good at it, tough, even businesslike. Unfortunately, his temperament and unabashed lust for one boss's mistress proved his undoing. Now, he's a homeless mercenary, having worked for the Romulans, Cardassians, and other shadowy types. But he desires more than latinum and violence—he needs a cause. Perhaps to redeem his vagabond past?

#### **Mystic**

Her ethereal wisdom may have come by spiritual epiphany, years of study and contemplation, or simply an alien entity that put the zap on her head. Regardless, she has donned clothing, rid herself of needless material possessions, and abandoned the traditional selfish Ferengi ways. Her enlightened sensibilities lead her on a pilgrimage to share her wisdom with others.

## The Rules of Acquisition

A living and breathing document that forms the core of Ferengi culture, treated with significant reverence by all Ferengi. This is one of the documents that all Ferengi children are expected to learn and understand by rote above all else. It is a collection of rules guiding all aspects of Ferengi commerce and many a businessman will try to lay out their guidance in parable format in the hope that one day they may find their simple lesson added to the Law of Acquisition. Or better yet find new insight from the existing laws As a game mechanism the Laws of Acquisition and knowledge of the laws is not going to be a Law skill speciality, Instead it is simply a check against Culture (Ferengi) skill. For this reason all Ferengi templates should include this culture skill as a core discipline. Of course players (characters) with a knowledge of the Laws of Acquisition can simply pick a quote and hope it applies without a skill check. There is nothing wrong with this scattergun approach to the Laws of Acquisition in fact many Ferengi often seem to use them this way, too.



### *The Complete Ferengi Rules Of Acquisition*

1. Once you have their money, never give it back
2. You can't cheat an honest customer, but it never hurts to try
3. Never spend more for an acquisition than you have to
4. Sex and profit are the two things that never last long enough
5. If you can't break a contract, bend it
6. Never let family stand in the way of opportunity
7. Always keep your ears open
8. Keep count of your change
9. Instinct plus opportunity equals profit
10. A dead customer can't buy as much as a live one
11. Latinum isn't the only thing that shines
12. Anything worth selling is worth selling twice
13. Anything worth doing is worth doing for money
14. Anything stolen is pure profit
15. Acting stupid is often smart
16. A deal is a deal ... until a better one comes along
17. A bargain usually isn't
18. A Ferengi without profit is no Ferengi at all
19. Don't lie too soon after a promotion
20. When the customer is sweating, turn up the heat
21. Never place friendship before profit
22. Wise men can hear profit in the wind
23. Never take the last coin, but be sure to get the rest
24. Never ask when you can take
25. Fear makes a good business partner
26. The vast majority of the rich in this galaxy did not inherit their wealth; they stole it
27. The most beautiful thing about a tree is what you do with it after you cut it down
28. Morality is always defined by those in power
29. When someone says "It's not the money," they're lying
30. Talk is cheap; synthecol costs money
31. Never make fun of a Ferengi's mother
32. Be careful what you sell. It may do exactly what the customer expects
33. It never hurts to suck up to the boss
34. War is good for business
35. Peace is good for business
36. Too many Ferengi can't laugh at themselves anymore
37. You can always buy back a lost reputation
38. Free advertising is cheap
39. Praise is cheap. Heap it generously on all customers
40. If you see profit on a journey, take it
41. Money talks, but having a lot of it gets more attention
42. Only negotiate when you are certain to profit
43. Caressing an ear is often more forceful than pointing a weapon
44. Never argue with a loaded phaser
45. Profit has limits. Loss has none
46. Labor camps are full of people who trusted the wrong person
47. Never trust a man wearing a better suit than you own
48. The bigger the smile, the sharper the knife
49. Old age and greed will always overcome youth and talent
50. Never bluff a Klingon
51. Never admit a mistake if there's someone else to blame
52. Only Buggy could have built Las Vegas
53. Sell first; ask questions later
54. Never buy anything you can't sell
55. Always sell at the highest possible profit
56. Pursue profit; women come later
57. Good customers are almost as rare as Latinum - treasure them
58. Friendship is seldom cheap
59. Free advice is never cheap
60. Never use Latinum where your words will do
61. Never buy what can be stolen
62. The riskier the road, the greater the profit
63. Power without profit is like a ship without an engine
64. Don't talk shop; talk shopping
65. Don't talk ship; talk shipping
66. Anyone serving in a fleet who is crazy can be relieved, if they ask for it
67. Enough is never enough

68. Compassion is no substitute for a profit
69. You could afford your ship without your government - if it weren't for your government
70. Get the money first, then let the buyers worry about collecting the merchandise
71. Gamble and trade have two things in common: risk and Latinum
72. Never let the competition know, what you're thinking
73. Never trust advice from a dying Ferengi; listen but don't trust
74. A Ferengi without profit is no Ferengi at all
75. Home is where the heart is, but the stars are made of Latinum
76. Every once in a while, declare peace. It confuses the hell out of your enemies
77. Go where no Ferengi has gone before; where there is no reputation there is profit
78. Don't discriminate. The most unlikely species can create the best customers
79. Benefit from the Vulcan greed for knowledge
80. If it works, sell it. If it works well, sell it for more. If it doesn't work, quadruple the price and sell it as an antique
81. There's nothing more dangerous than an honest businessman
82. A smart customer is not a good customer
83. Revenge is profitless
84. She can touch your ears but never your Latinum
85. Death takes no bribes
86. A wife is a luxury, a smart accountant a necessity
87. Trust is the biggest liability of all
88. When the boss comes to dinner, it never hurts to have the wife wear something
89. Latinum lasts longer than lust
90. Mine is better than ours
91. He who drinks fast pays slow
92. Never confuse wisdom with luck
93. He's a fool who makes his doctor his heir
94. Beware of small expenses: a small leak will kill a ship
95. Important, more impotent, Latinum
96. Faith moves mountains - of inventory
97. If you would keep a secret from an enemy, don't tell it to a friend
98. Profit is the better part of valor
99. Never trust a wise man
100. Everything that has no owner, needs one
101. Never do something you can make someone do for you
102. Nature decays, but Latinum lasts forever
103. Sleep can interfere with opportunity
104. Money is never made. It is merely won or lost
105. Wise men don't lie, they just bend the truth
106. There is no honor in poverty
107. Win or lose, there's always Huyperian Beetle Snuff
108. A woman wearing clothes is like a man without profit
109. Dignity and an empty sack is worth the sack
110. Only a fool passes up a business opportunity
111. Treat people in your debt like family ... exploit them
112. Never sleep with the boss's wife unless you pay him first
113. Never sleep with the boss's sister
114. Small print lead to large risk
115. Greed is eternal
116. There's always a way out
117. If the profit seems too good to be true, it usually is
118. Never cheat a honest man offering a decent price
119. Buy, sell, or get out of the way
120. Even a blind man can recognize the glow of Latinum
121. Everything is for sale, even friendship
122. As the customers go, so goes the wise profiteer
123. A friend is only a friend until you sell him something. Then he is a customer
124. Friendship is temporary, profit is forever
125. A lie isn't a lie until someone else knows the truth
126. A lie isn't a lie, it's just the truth seen from a different point of view
127. Gratitude can bring on generosity
128. Ferengi are not responsible for the stupidity of other races
129. Never trust your customers
130. Never trust a beneficiary
131. If it gets you profit, sell your own mother
132. The flimsier the produce, the higher the price
133. Never judge a customer by the size of his wallet ... sometimes good things come in small packages
134. There's always a catch
135. The only value of a collectible is what you can get somebody else to pay for it
136. The sharp knife cuts quickly. Act without delay!
137. Necessity is the mother of invention. Profit is the father
138. Law makes everyone equal, but justice goes to the highest bidder
139. Wives serve; brothers inherit
140. The answer to quick and easy profit is: buy for less, sell for more
141. Competition and fair play are mutually exclusive. Fair play and financial loss go hand-in-hand
142. A Ferengi waits to bid until his opponents have exhausted themselves
143. The family of Fools is ancient
144. There's nothing wrong with charity ... as long as it winds up in your pocket
145. Always ask for the costs first
146. If possible sell neither the sizzle nor the steak, but the Elphasian wheat germ
147. New customers are like razor toothed gree worms. They can be succulent, but sometimes they bite back
148. Opportunity waits for no one
149. Females and finances don't mix
150. Make your shop easy to find
151. Sometimes, what you get free costs entirely too much
152. Ask not what your profits can do for you; ask what you can do for your profits
153. You can't free a fish from water
154. The difference between manure and Latinum is commerece
155. What's mine is mine, and what's yours is mine too
156. Even in the worst of times someone turns a profit
157. You are surrounded by opportunities; you just have to know where to look
158. Don't pay until you have the goods
159. The customer is always right ... until you have their cash
160. Respect is good, Latinum is better
161. Never kill a customer, unless you make more profit out

- of his death than out of his life
162. His money is only your's when he can't get it back
  163. A thirsty customer is good for profit, a drunk one isn't
  164. Never spend your own money when you can spend someone else's
  165. Never allow one's culture's law to get in the way of a universal goal: profit
  166. Never give away for free what can be sold
  167. If a deal is fairly and lawfully made, then seeking revenge especially unprofitable revenge, is illegal
  168. Beware of relatives bearing gifts
  169. If you're going to have to endure, make yourself comfortable
  170. Never gamble with an empath
  171. Time is Latinum. The early Ferengi get the Latinum
  172. If you can sell it, don't hesitate to steal it
  173. A piece of Latinum in the hand is worth two in a customer's pocket
  174. Share and perish
  175. When everything fails - run
  176. Ferengi's don't give promotional gifts!
  177. Know your enemies ... but do business with them always
  178. The world is a stage - don't forget to demand admission
  179. Whenever you think that things can't get worse, the FCA will be knocking on your door
  180. Never offer a confession when a bribe will do
  181. Even dishonesty can't tarnish the glow of Latinum
  182. Whenever you're being asked if you are god, the right answer is YES
  183. Genius without opportunity is like Latinum in the mine
  184. There are three things you must not talk to aliens: sex, religion and taxes
  185. If you want to ruin yourself there are three known ways: Gambling is the fastest, women are the sweetest, and banks are the most reliable way
  186. There are two things that will catch up with you for sure: death and taxes
  187. If your dancing partner wants to lead at all costs, let her have her own way and ask another one to dance
  188. Never bet on a race you haven't fixed
  189. Borrow on a handshake; lend in writing
  190. Drive your business or it will drive you
  191. Let others keep their reputation. You keep their money
  192. If the flushing isn't strong enough, use your brain and try the brush
  193. Klingon women don't dance the tango
  194. It's always good business to know about new customers before they walk in your door
  195. Wounds heal, but debt is forever
  196. Only give money to people you know you can steal from
  197. Never trust your customers, especially if they are your relatives
  198. Employees are the rungs on your ladder to success - don't hesitate to step on them
  199. The secret of one person is another person's opportunity
  200. A madman with Latinum means profit without return
  201. The justification for profit is profit
  202. a) A friend in need is a customer in the making  
b) A friend in need means three times the profit
  203. A Ferengi in need, will never do anything for free
  204. When the Grand Nagus arrives to offer you a business opportunity, it's time to leave town until he's gone
  205. When the customer dies, the money stops a-comin'
  206. Fighting with Klingons is like gambling with Cardassians - it's good to have a friend around when you lose
  207. Never trust a hardworking employee
  208. Give someone a fish, you feed him for one day. Teach him how to fish, and you lose a steady customer
  209. Tell them what they want to hear
  210. A wife, who is able to clean, saves the cleaning lady
  211. In business deals, a disruptor can be almost as important as a calculator
  212. If they accept your first offer, you either asked too little or offered too much
  213. Stay neutral in conflicts so that you can sell supplies to both sides
  214. Never begin a business transaction on an empty stomach
  215. Instinct without opportunity is useless
  216. Never take hospitality from someone worse off than yourself
  217. Only pay for it if you are confronted with loaded phaser
  218. Always know what you're buying
  219. A friend is not a friend if he asks for a discount
  220. Profit is like a bed of roses - a few thorns are inevitable
  221. Beware of any man who thinks with his lobes
  222. Knowledge is Latinum
  223. Rich men don't come to buy; they come to take
  224. Never throw anything away: It may be worth a lot of Latinum some Stardate
  225. Pride comes before a loss
  226. Don't take your family for granted, only their Latinum
  227. Loyalty can be bought ... and sold
  228. All things come to those who wait, even Latinum
  229. Beware the man who doesn't make time for oo-mox
  230. Manipulation may be a Ferengi's greatest tool, and liability
  231. If you steal it, make sure it has a warranty
  232. Life's no fair (How else would you turn a profit?)
  233. Every dark cloud has a Latinum lining
  234. Never deal with beggars; it's bad for profits
  235. Don't trust anyone who trusts you
  236. You can't buy fate
  237. There's a sucker born every minute. Be sure you're the first to find each one
  238. The truth will cost
  239. Ambition knows no family
  240. The higher you bid, the more customers you drive away
  241. Never underestimate the importance of the first impression
  242. More is good, all is better
  243. If you got something nice to say, then SHOUT
  244. If you can't sell it, sit on it, but never give it away
  245. A warranty is valid only if they can find you
  246. He that speaks ill of the wares will buy them
  247. Never question luck
  248. Celebrate when you are paid, not, when you are promised
  249. Respect other culture's beliefs; they'll be more likely to give you money
  250. A dead vendor doesn't demand money

251. Satisfaction is not guaranteed
252. Let the buyer beware
253. A contract without fine print is a fool's document
254. Anyone who can't tell a fake doesn't deserve the real thing
255. A warranty without loop-holes is a liability
256. Synthehol is the lubricant of choice for a customer's stuck purse
257. Only fools negotiate with their own money
258. A Ferengi is only as important as the amount of Latinum he carries in his pockets
259. A lie is a way to tell the truth to someone who doesn't know
260. Gambling is like the way to power: The only way to win is to cheat, but don't get caught in the process
261. A wealthy man can afford everything except a conscience
262. No lobes, no profit
263. Never let a female in clothes cloud your sense of profit
264. It's not the size of your planet, but it's income, that matters
265. The fear of loss may be your greatest enemy or your best friend - choose wisely
266. A pair of good ears will ring dry a hundred tongues
267. Wish not so much to live Long, as to live well
268.
  - a) When in doubt, lie
  - b) When in doubt, buy
  - c) When in doubt, demand more money
  - d) When in doubt, shoot them, take their money, run and blame someone else
269. Never purchase anything that has been promised to be valuable or go up in value
270. It's better to have gambled and lost than to never have gambled at all
271. There's many witty men whose brains can't line their pockets
272. The way to a Ferengi's heart is through his wallet
273. Always count their Latinum before selling anything
274. There is no profit in love; however, a strong heart is worth a few bars of Latinum on the open market. Keep it on ice
275. Latinum can't buy happiness, but you can sure have a blast renting it
276. If at first you don't succeed, try to acquire again
277. Diamonds may be girl's best friend, but you can only buy the girl with Latinum
278. It's better to swallow your pride than to lose your profit
279. Never close a deal too soon after a female strokes your lobes
280. An empty bag can not stand upright
281. Blood is thicker than water, but harder to sell
282. Business is like war; it's important to recognize the winner
283. Rules are always subject to change
284. Rules are always subject to interpretation
285. No good deed ever goes unpunished

## Eras

### Enterprise

Ferengi are rarely encountered and virtually nothing is known of their culture or technology. Ferengi encountered outside their own territory in this era are likely merchants seeking untapped

markets or raiders with stolen warp-capable ships. Starfleet Captain Jonathan Archer and his crew successfully repel a group of Ferengi privateers from taking over the starship *Enterprise* although, at the time, the crew has no idea the raiders are Ferengi.

### TOS

The Ferengi remain an enigmatic species. Those encountered are merchants, free traders, rogues, prospectors and pirates. The state of Ferengi-developed technology remains unknown, but myriad alien technologies are available to rich Ferengi entrepreneurs. Those who can't afford to pay for technology steal it. Small and organized pirate fleets form under powerful crime bosses, first staking Ferengi influence within wide-ranging interstellar black markets and laying the groundwork for what becomes the Ferengi Alliance fleet. The Ferengi reputation for treachery becomes widely known among species ensnared by their business acumen.

### TNG

The Ferengi Alliance utilizes its burgeoning military fleet and expands its sphere of economic control to many star systems in the Alpha and Beta Quadrants. Official First Contact with the Federation is made in 2364. In the late 2360s, the Federation's Starfleet has several hostile encounters with the Ferengi, further spreading the species' reputation for roguery and deceit. However, mistrust breeds resentment among Ferengi, especially those few not solely motivated by profit. The scientist Doctor Reyga, for example, seeks the respect of his peers for his development of metaphasic shielding. Unfortunately, aboard the *Enterprise-D* a Federation vessel no less he is murdered by a rival scientist before reaping the professional benefits of his genius. Ferengi say this kind of hate and violence is all too common among people who claim to be civilized. Ferengi encountered in this era are not just rogues, pirates and other nefarious types, but also military officers, scientists, traders and merchants.

### DS9

The Dominion War does little to change the course of Ferengi society. During the conflict, many Ferengi turn to (or continue) smuggling and blockade running. Others, such as Quark (Proprietor of Quark's Bar, Grill, Gaming House, and Holo-suite Emporium Arcade, a wholly owned subsidiary of Quark Enterprises, Inc.), run mostly legitimate businesses while hoarding illegal profit on the side through black market auctions, double-dealing, and other shady activity.

However, change does come to Ferengi society from within by Grand Nagi Zek and Rom. Both introduce reforms to Ferengi law that permit women rights of equality and profit earning, resulting in a more open, if still greed-focused, culture. Furthermore, Rom's son, Nog, becomes the first Ferengi admitted to Starfleet Academy. Although Nog's acclimation is troublesome, he ultimately proves a capable and respected officer during the Dominion War.

Ferengi encountered in this era are increasingly from legitimate, respected professions—diplomats, scientists and starship officers. Most Ferengi still work as merchants, traders or entrepreneurs. Of course, befitting Ferengi temperament, there are always those pirates and scoundrels who prefer theft to

business.

### VGR

Ferengi encountered in the Delta Quadrant have likely arrived through a wormhole or some other unstable stellar anomaly. For instance, Captain Janeway and the crew of the *U.S.S. Voyager* discover two Ferengi masquerading as gods to the Takarians. The hucksters' scheme is thwarted, but they escape and are pulled into a wormhole. Other similar encounters might occur—the distances and dangers Ferengi overcome in pursuit of profit often know no bounds. Ferengi who manage to reach the Delta Quadrant must be either keenly adept or fabulously lucky (or unlucky). These might be maverick scientists, daring prospectors, hopelessly lost traders, or outlaws on the run.

## Technology

### Locator Bomb

Specifications: 15-20 cm diameter, 1-2 kg

Description: The locator bomb is a short-range attack device and a popular, if excessively violent, tool employed by Ferengi assassins (eliminators). The locator bomb can be remotely controlled or programmed to track and attack a target. To identify its quarry, the device utilizes sophisticated pheromonic sensors. The locator bomb's antigravity propulsion unit enables it to fly at a rate of 20 meters per round. The most common explosive used in locator bombs is a mixture of sorium and argine. The bomb can only operate for three hours before its power cell needs to be replaced or recharged. Locator bombs are illegal devices, banned on most civilized worlds.

A locator bomb can be employed two ways—by programming or remote control. Programming a locator bomb to attack a specific individual requires a Difficulty **10** Computer (Programming) or Demolitions (Locator Bomb) skill test. In order to attack a target, the operator must first acquire a pheromonic scan to program into the bomb. The remote control transmitter device can be used to scan any individual's pheromonic signature if the user is within 2 meters (no test required). Remotely operating a locator bomb requires a Shipboard Systems (Sensors) or Demolitions (Locator Bomb) skill test, with the difficulty modified by the range to the target and any other appropriate modifiers. When operated remotely, the controller manipulates the bomb's flight and attack capabilities with a hand-held transmitter. Maintaining line of sight to the target grants a +2 bonus.

The bomb's sorium and argine residue is detectable with a tricorder scan (and an appropriate Demolitions, Investigate or Science skill test as determined by the Narrator, typically at least Difficulty **7** or **10**) after the bomb explodes.

Range: 5/10/20/30+20 m, Blast Radius: 4 m, Damage: 5d6+10, Drop Off: -10/m Duration/Energy: 3 hours (replaceable power cell)

### Ferengi Energy Whip

Specifications: 1.5 m length, 1 kg.

Description: The energy whip is a ranged energy weapon primarily used by Ferengi military personnel. When the whip is cracked—it releases a high-energy plasma discharge that streaks toward a target in an undulating blue wave. Those struck by the wave are stunned for 15 minutes. Attacking multiple targets with an energy whip increases the TN by +3 per target. All targets

must be within 5 meters of each other. This attack requires only one combat action, but uses up two charges per target.

Damage: 3-8, Power: 150 charges, Range: 5 metres



### Mind Control Spheres

Specifications: Controlling Sphere: 1.2 m diameter, 70 kg;

Amplifying Sphere: 50 cm diameter, 15kg

Description: This system consists of two spheres, a master controller and a brain-wave amplifier. The system allows the person operating the controlling sphere to manipulate the thoughts of the victim. The sphere can create a controlled hallucination and use it to mislead the victim into all manner of actions. The system has a very long range and is relatively simple to use. These spheres can only be set to operate on one humanoid being at a time. Destruction of either sphere ends control. The device works better if it references a strong memory of the victim. The Controlling Sphere must be within 100,000km of the Amplifying Sphere, which in turn must be within 1000 metres of the target being. The Ferengi consider the use of such devices illegal and do not tolerate their use at all. The Ferengi Alliance has outlawed the use of the Mind Control Sphere. These systems may be purchased on the black market, but the price is staggering.

Once the controller has activated the sphere, it takes 1D6 days for the process to begin to work on the victim. After the time lag, the Narrator must make a secret saving roll against the intended victim's PER+WIL score each day. If the controller is making use of a specific memory on the part of the victim, subtract 1 die from the die roll. If the target fails his saving roll two days in a row, mind control is established. Once the link is established, the person needs another 1D6 days operating the controlling sphere to alter the mental state of the victim. Thereafter, the controller can make the victim relive a memory, make the victim relive an altered memory, or make him experience an altered perception of reality. The control can be broken by destroying either sphere or by making a successful Saving Roll against the characters PER+WIL score two days in a row. The person operating the controlling sphere would then have to begin the process anew to re-establish the link.