

## **AOE TALKS BY AOE (REGD.) ON 20<sup>th</sup> March 2021 ON WEBEX.**

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Guest Speaker:** **Rakesh Kohli**
- **Internal Speaker:** **AoEan Abhijit Roy**

### **Member Attendees:**

1. **Shishir Chaturvedi ( Chairman )**
2. **Naresh Vij ( Vice Chairman )**
3. **Baljit Singh Bedi ( General Secretary )**
4. **Vikas Rajput ( Treasurer )**
5. **Abhineet Seth ( Secretary )**
6. **Navin Sardana ( Past Chairman )**
7. **Veer Sagar ( Founder Chairman )**
8. **Raaj Muttreja**
9. **Neeraj Chauhan**
10. **Atul Kumar Saxena**
11. **Abhijit Roy**
12. **Sanjiv Narayan**
13. **Rajiv Mathur**

- **Guest Attendees:**

1. **Mandeep Wasu (Vikas Rajput)**

### **Minutes of Meeting**

1. The AoE talk of the 20th March 21 was chaired by Chairman Shishir Chaturvedi. A wonderful session of excellent learning & sharing.
2. Starting with introduction, each member and guest introduced themselves.
3. AoEans Birthdays March 2021 - Wished AoEan Vikas Rajput a very happy Birthday. An eggless cake was sent to him from AoE.
4. 1-2-1 Interaction: Treasurer Vikas Rajput emphasized focus on 1-2-1 interaction to build trust and nurture relationships and business will automatically follow. Previous month he had very energetic and fruitful 1-2-1 interaction with AoEan Baljit Singh Bedi and AoEan Arjun Pandey. Requested other AoEans to fix in April seeing the AoEan Calendar. AoEan Neeraj Chauhan had an awesome 1-2-1 with AoEan Vikas Rajput after a very long time and apprised about his business progress. AoEan Rajiv Mathur had 1-2-1 earlier with AoEan Arjun Pandey and planning to have much more in April.

### **Internal Speaker**

Treasurer Vikas Rajput introduced internal speaker AoEan Abhijit Roy, a software professional, Founder of AAPNA Infotech, a company engaged in IT projects in India and US. His wife Sanghamitra shares important workload along with him.

AoEan Abhijit Roy appreciated Managing Committee for new initiative and fresh air of energy, he joined AoE for vast knowledge base and to seek advice, loves socials. B Tech in Computer Science having over 30 Years of International experience. Five years in USA also with Bank of America. Did three stints of entrepreneurship. Currently managing AAPNA with more than 150 Techies. His company is about relationship, technology and quality. They architect, build and maintain robust enterprise applications using modern technologies and tools, while maintaining strict coding, QA and documentation standards.

AoEan Abhijit Roy, shared learning's from his journey:

- He took two months' vacation, which resulted in realization that he will never retire, because true happiness comes with a sense of achievement which you get only when you do some work.
- He is inspired by books "Built to last" and "Good to great" and keeps reading it randomly and reading couple of paragraphs gives him lesson for the week.
- He feels perseverance is the secret of his success. By not giving up, you can be ahead of others. Thanking AoEan Naresh Vij for guiding him, that after 5 years most of the companies shut and after 10 years, if you have perseverance then you can get amazing results which actually happened with him.
- Thanking AoEan Atul Saxena for introducing an NGO, it took him to go deep for CSR activities.
- FundooFriday is his startup journey for Gaming Application, fellow AoEans will be requested in near future for trials.
- Would love to help fellow AoEan about developing International business as sounding board and giving ideas.
- Also can help on technology or web related support to fellow AoEan.

He shared fabulous pictures of fun, awards, picnic, Annual etc. at AAPNA.

AoEan Veer thanked AoEan Abhijit Roy for his wonderful presentation, sharing such huge learning's and insights.

Redone Website aoeindia.in was demonstrated by AoEan Abhijit Roy whose team has done a really amazing job. Requested all members should go to site regularly. Minutes / Gallery / Videos /Member Profiles are regularly updated. He requested each member to update/ check their profiles. Links on Knowledge Sharing like AoEans Veer Sagar's Management talks which adds huge value to AoE, AoE meeting videos edited by AoEan Arjun Pandey, Mentoring Page etc. is being envisaged.

Chairman Shishir Chaturvedi thanked and appreciated his amazing efforts on website, sharing his journey, his time management, focus and commitment.

## **AoE Mentoring**

Mentoring Group Chairman AoEan Veer Sagar apprised about sessions with AoEan Vikas Rajput and AoEan Sanjoy Sahgal. AoEan Rajiv Mathur presented status. In Discovery meeting, data was shared by AoEan Sanjoy Sahgal on 26<sup>th</sup> February 2021, where his business is going, what direction it is in now, challenges and what course correction is required. In three meetings with AoEan Vikas Rajput the team deep dived into data and detailed analysis was done; he thanked Mentoring Chairman Veer Sagar, AoEan Sanjiv Narayan and inductee AoEan Baljit Singh Bedi (Finance) for excellent inputs and Mentee AoEan Vikas Rajput for his enthusiasm,

eagerness, open mindedness and putting data together. Way forward, definitive meetings are due in April.

Chairman AoEan Shishir Chaturvedi, Introduced Guest Speaker Rakesh Kohli as Chief Executive Officer, Stag International. A keen national and international award winning sportsman, knowing in and out of sports and sports products. Held key positions in various Management Associations.

**Guest Speaker :** Had a wonderful session on "*Entrepreneurial Success Through Sports*".

The key learning's were:

- Learnt early in life, the importance of sports on Success. After failing in 9<sup>th</sup> class, when he started playing table tennis, a change came to him. Learning from sports, he became disciplined, started studying and playing well. This changed his entire life.
- There is no substitute for hard work as he learnt from his grandfather.
- When he went to retailers, he found that he has to sell the product on their terms and conditions, He went to federations and made their brand popular and on top. Now retailers work on his organisation's terms and condition. From buyers' market he changed to seller market.
- He lost and lost games until he had no fear of losing. His perseverance took from losses to being top player in the country. Also won various international matches.
- Gave innovation top priority resulted in many firsts in their name in India and abroad, thus becoming front runner in sporting goods in country.
- In International market their main product was not being sold in trade fairs because competitors were cheaper. Then he reduced the price less than competitors, but with the commitment from them to buy accessories as well. The overall profit was high and was able to sell his main product.
- Had a fall at tennis court, but with sheer will power and hard work recovered back learning that the body has got unlimited possibilities.
- Jump on opportunity, keep trying and keep working hard.
- Sports tell you that you can have injuries, similarly business can have losses. SWOT analysis, competition, planning, ethics, strategy, team work both are in sports and business. With fighting spirit you can win even a losing game, similarly will to succeed is important in business also. Most important is to accept your losses but work hard to save the situation.
- Customer is next to your god and every person you deal is kind of a customer, so he is next to your god.
- No question asked replacement generated goodwill and they got huge business due to this policy.

General Secretary AoEan Baljit Singh Bedi thanked guest speaker. It was a pleasure hearing and learning from such a distinguished person in sports, modeling, an entrepreneur doing the country proud.

General Secretary AoEan Baljit Singh Bedi in his report thanked members, guest, internal speaker and guest speaker for great knowledge sharing. Thanking AoEan Abhijit Roy for his complements to Managing committee, this will push them to work harder to do even better.

Treasurer AoEan Vikas Rajput apprised members of financial status. He thanked Mandeep Wasu for his reconnecting after long time. He thanked AoEan Abhijit Roy and AoEan Sanjoy Sahgal for timely payments. Requesting to all those AoEans who have received information on their dues to please clear them at the earliest. Payment gateway is now introduced, that can accept payment thru direct, Credit cards and Wallet's also. Online payment Link has already been shared with the members.

Chairman Shishir Chaturvedi thanked AoEan Abhijit Roy for sharing his inspiring journey and Guest speaker Rakesh Kohli for Entrepreneurial success through sports. He emphasized for having even virtual 1-2-1 interactions with popular AoEan Veer Sagar and other AoEans having birthdays each month. He

expressed gratitude for stupendous effort to AoEans Veer Sagar, Rajiv Mathur, Sanjiv Narayan in the Mentoring group.

Chairman invited Mandeep Wasu to become member, which was accepted.

Chairman thanked the attending AoEans for making their contribution in the success of this meet by being present on Webex.

**Tejindar Singh Bedi**  
**Executive Administration**