

AOE TALKS BY AOE (REGD.) ON 16th JANUARY 2021 ON WEBEX.

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Speaker:** **AoEan Veer Sagar (Founder Chairman)**
- **Speaker:** **AoEan Navin Sardana (Past Chairman)**
- **Internal Speaker:** **AoEan Veerendra Malik**

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. **Rajeev Kohli**
9. **Raaj Muttreja**
10. **Ajay Kumar Amar**
11. **Pradeep Anand**
12. **Sanjoy Sahgal**
13. **Veerendra Malik**
14. **Arjun Pandey**
15. **Neeraj Bhargava**
16. **Abhijit Roy**
17. **Sanjiv Narayan**
18. **Rajiv Mathur**

- **Guest Attendees:**

1. **Charlie Kolady (Shishir Chaturvedi)**
2. **Anil Thakur (Shishir Chaturvedi)**

Minutes of Meeting

1. The AoE talk of the 16th January 21 was chaired by Chairman Shishir Chaturvedi. Congratulating on Historic 100th Meet and a Happy New Year. He appreciated the unique AoE Calendar provided to all members and thanked Vice Chairman Naresh Vij and Managing Team for the wonderful initiative.
Another initiative by Management Committee is sending Cake to AoEan members on their Birthdays, starting this year.
Starting with introduction, wherein each member and guest introducing themselves. It was a wonderful quite emotional evening of sharing and learning with some excellent presentations.
2. 1-2-1 Interaction: Secretary Abhineet Seth emphasized focus on 1-2-1 interaction to build trust and nurture relationships and business will automatically follow.

- He shared from the 1-2-1 that he did with fellow AoEans Vikas Rajput. AoEan Vikas Rajput is an IT Entrepreneur having 2 decades of rich experience, currently Director of ETECH Services Pvt. Ltd. awarded best pharmaceutical software company since 2016, a healthcare software specialist company. His e-health card application is a path breaking innovation. In family, his wife Mamta is a homemaker and he is a proud father of daughter Kritika and son Kartik.

Treasurer Vikas Rajput few days back had 1-2-1 interaction with Internal Speaker AoEan Veerendra Malik. In year 2000, AoEan Veerendra Malik was President of All India Printers Association. His wife is a homemaker, son heads Technicolor Company which manages digital content for Hollywood and daughter heads Photo Monkey which specializes in personalized products.

- Internal Speaker: AoEan Veerendra Malik initially started to look at family business at a very young age, took thru his journey of life. His story started from when his organization was doing key printing jobs in 50s & 60s for important Government Sectors & Army. Key points and learning's from his presentation are :
 - In life, one should go on with the practical situation that is on ground.....in Rome do what Romans do.
 - In 1971 war, he implemented confidential Government orders working hard taking all the challenges it curtailed , till midnight and often continuously for days.
 - Another very important two incidents, he printed brochure overnight or changed contents as required by Government, took the challenges and got the results however impromptu it was.
 - In spite of not knowing Russian language, when the opportunity came, he printed the magazine in Russian language by resolving the problem in an innovative way by memorizing shape of characters and using it. The big learning is that you can do any type of job, if you have a will. They could have easily refused the job, not only they did the job well but also got huge orders later on when India-Russia trade & cooperation soared.
 - In England, he saw their printing chronicles and dreamt to do it in India. Initial venture failed, but tried again with learning new technology and now he prints magazines Digital Printing, Printers Yearbook, Print Traveller, Delhi Printer etc.
 - Diversified into Brand "Photo Monkey" promoting personalized products. They do personalized Glassware, Brand Labels and Gifting etc. They also make unique & custom designed Photo Books.
 - Don't give up what you aspire to do, try again and again.

Vice Chairman Naresh Vij thanked AoEan Veerendra Malik for his wonderful presentation, sharing such huge learning's and insights especially about Governmental working.

- **AoE Mentoring Launch** – Mentoring Group Chairman AoEan Veer Sagar dedicated the launch to the 100th Meeting today. AoEan Rajiv Mathur presented the objective which is an extension only of the current AoE objective and explained the process flow.

Objective: To Help AoE members by unlocking the wealth of knowledge and experience within the AoE member community.

Entrepreneur needs to define, Specific Challenge that the business is facing, which will result in a structured plan for its resolution and the mentoring team addresses the problems and mentee reaps the definitive benefit to the business.

Process : Mentee requests Executive Committee on a Specific Problem-> Evaluation by EC team(checking appropriate resources available)-> Mentoring Team Reviews -> Acceptance -> Preliminary Stage (discovery , 6 Weeks) -> Outcome Evaluation -> Intermediate Stage (Detailed,6 weeks) -> Outcome Evaluation -> Advanced Stage (Options,6 weeks) -> Publishing Success story on website.

Chairman Shishir Chaturvedi pressed the Launch button and rolled it up with all round applause. He invited applications from members which EC will forward to Mentoring committee.

Executive Administration will coordinate inputs/suggestions or assist as per requirement.

- Founder Chairman Veer Sagar dwelled on history of AoE, AoEan Veer Sagar stated that it was not made on one fine morning but an offshoot of networking forum. Not happy with the rigidity of that networking forum, friends who felt happy with each other's company met occasionally at causal meetings in 2011. In 2012, a meeting was organized by AoEans Rajiv Kohli, Naresh Vij, Navin Sardana & others on 12th May 2012 at Vasant Vihar Club to make deliberations on the format & structure of AoE. First formal meeting of AoE in its current format was conducted at India International Centre in August 2012. AoE moved to DMA at India Habitat Centre in October 2012 and continued meeting there month after month till Corona arrived. He appreciated efforts made by AoEan Naresh Vij & AoEan Baljit Singh Bedi for formally registering Association of Entrepreneurs.

As Chairman, Veer took the responsibility of bringing Guest Speakers to the forum for almost 6 years. He appreciated the diligent follow up on matters by the then General Secretary AoEan Shishir Chaturvedi. He also remembered the first Annual day celebrated with families on 21st October, being the AoE day. AoE started with about 12 members and in time reached a number of 48. Founder Chairman reiterated that AoE attendance should be a priority for AoEans, and allocating two hours each month by each AoEan is not a difficult job.

Veer believes mentoring, the new initiative at AoE will give value to AoE.

Veer Sagar fondly remembered each of founder members AoEans Vikas Goel, Abhinav Sood, Sammy, Neeraj Chauhan, Raaj Muttreja, Rajeshwar Sastry, Uday Marwah, Bhrigav Jain, Naresh Vij, Shishir Chaturvedi, Rajeev Kohli, Varun Madhok, Navin Sardana and Baljit Singh Bedi.

- Past Chairman Speech: AoEan Navin Sardana thanked Veer Sagar's immense contributions. He suggested very important actions for way forward:
 - He clarified that designations are only for responsibility and smooth transition. You are Leader amongst Equals.
 - We have to reposition ourselves and add value to increase members.
 - He hinted at the possibility of AoE joining hands organizations like PHD Chamber of Commerce and Industry & DMA & IICI to increase networking
 - Outside resource for increase of membership should be looked into.
- General Secretary AoEan Baljit Singh Bedi presented his report with the attendance data of after March online presentations started. He congratulated that attendance is above 20 per meeting which is well above the norm, but requested members to attend regularly. He thanked Charlie Kolady and Anil Thakur for their kind presence. He thanked AoEan Rajiv Mathur for presenting Mentoring Group Report and also for helping at the time of dire need to AoEans. Thanked with emotions to AoEan Veer Sagar and AoEan Navin Sardana for making us wiser and sharing their experiences.

- Treasurer AoEan Vikas Rajput apprised members of financial status. Thanking AoEans Dixit Gandhi for renewing membership subscription and 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 Veerendra Malik for sharing his inspiring journey and Founder Chairman AoEan Veer Sagar and Past Chairman AoEan Navin Sardana for their words of wisdom. He expressed gratitude to Managing Team for actively participating and their efforts for the cause of AoE.
- He emphasized that 121 interactions with AoEan Ashok Singh and AoEan Neeraj Chauhan and shared their commitment towards more active participation in AoE Meets. Chairman requested AoEan Ajay Amar to present about his 1-2-1 meeting with AoEan Raaj Muttreja in next AoE meet. He expressed gratitude for stupendous effort to AoEans Veer Sagar, Rajiv Mathur, Sanjiv Narayan in the Mentoring group.
- Internal Presenter in the next AoE meet of Saturday 20th February 2021 will be AoEan Sanjiv Narayan.
- AoEan Arjun Pandey offered members that they can speak on his channel "India Ahead" on key issues on their industry, video ad around 30 seconds can be played for free.
- AoEan Rajeev Kohli thanked AoEan Rajiv Mathur for his help. Most fruitful Gives & Asks was conducted.
- 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