

AOE TALKS BY AOE (REGD.) ON 19th DECEMBER 2020 ON WEBEX.

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Guest Speaker:** **Amit Prakash**
- **Internal Speaker:** **AoEan Sanjoy Sahgal**

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. **Neeraj Chauhan**
11. **Ajay Kumar Amar**
12. **Pradeep Anand**
13. **Sanjoy Sahgal**
14. **Veerendra Malik**
15. **Neeraj Bhargava**
16. **Atul Kumar Saxena**
17. **Sanjiv Narayan**
18. **Naresh Trikha**
19. **Rajiv Mathur**
20. **Tejindar Singh Bedi (Executive Administration)**

Minutes of Meeting

1. The AoE talk of the 19th December 20 was chaired by Chairman, Shishir Chaturvedi. Starting with introduction, wherein each member and guest introducing themselves. It was a wonderful 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 Ajay Amar:

Ajay Amar is a CA and ICWA, having global and varied experience at ITC, as Director Finance in Thailand, also Senior Investment Analyst. Currently he is Director INTERCONNECT2000. Represents a number of International companies from USA, Korea, China etc. in India for a range of electrical and electronic components which he market on an OEM basis to a number of companies spread over the electrical, electronics, medical devices, instrumentation and metering industries. His wife Shuchi Amar is a professional Emotional Counselor, volunteer at SANJIVNI and also offers individual counseling. Ajay's daughter Aparajita Amar is founder of SHLC (Sexual Harassment Law Compliance) – a posh compliance advisory and his younger daughter Anushka is all set to become a lawyer next year.

Past Chairman Veer Sagar announced that AoEan Sanjiv Narayan has been awarded "Electronics Man of The Year". Heartiest congratulations and proud feeling from the AoE team.

Treasurer Vikas Rajput had 1-2-1 interaction with Internal Speaker AoEans Pradeep Anand and introduced him as Founder, CEO and Managing Director of a unique business MeraGana.com a subscription based device agnostic delivery platform of online and offline Karaoke on MeraGana.com that provides unlimited largest library of Indian Karaoke in the world and is passionately followed by customers across the globe. Pradeep has had hands on experience at various positions in manufacturing in joint venture companies which were family owned and which produced electric lamps, batteries, water meters and galvanizing and conversion of steel wire. He is married and has two daughters.

3. Internal Speaker: AoEan Pradeep Anand initially trained in Japan at a very young age, took thru his journey of life and also shared Key Learnings :
- In life and technology, there is always a first time for everything. It may be difficult, but one should not hesitate in taking this first. He took the challenge and changed the whole factory and foreign technology, become aatm-nirbhar.
 - Know-how is not as important as the Know-why.
 - In life you get what you negotiate, not what you deserve Never fear in making an offer, however ridiculous it may appear to be. You never know, it could be accepted.
 - You may be smaller than your opponent, but if you are convinced you have done no wrong and are speaking the truth – be strong be loud.
 - Large company does not mean high in virtues; similarly high post executive does not mean he will be having high moral values, dignity and fairness.

Vice Chairman Naresh Vij saluted AoEan Pradeep Anand for his wonderful presentation and thanked him for sharing such huge learning's and insights.

4. AoE Mentoring – A group has been created to add value to AoE, under the chairmanship of AoEan Veer Sagar having members AoEans Sanjiv Narayan, Rajiv Shanker Mathur. Chairman, Vice Chairman, General Secretary & Executive Administration of AoE will be the other members of AoE Mentoring group. Purpose is to share the treasure of Knowledge and experience already available to support & hand hold the members, who want to avail this group's services to re-act, re-set, re-think, re-create, re-size or re-position their organization under the pandemic situation or otherwise. Process will be made using a formulized method to create an environment, wherein the member himself will come out with the solution.

Its First meeting was held on 3rd December and few rounds of discussion took place afterwards. Mr. Rajiv Mathur shared the concept and process:

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

Assignment: Specific, Problem based. E.g. Regulations of European markets / Scaling up / Attrition / Post Covid or any other specific challenges being faced by AoEan.

Process: 3 Stages – Preliminary, Intermediate, Advanced.

Mentee requests EC -> Vetting by EC team -> Mentoring Team Reviews -> Acceptance -> Preliminary Stage(Max 6 Weeks) -> Outcome Evaluation -> Intermediate Stage (Max 6 weeks) -> Outcome Evaluation -> Advanced Stage (Max 6 weeks) .

Process Note is being finalized after getting all the inputs.

Mentoring Team: Core + Expertise Draw from the larger AoE community

Fee: Rs. 5000/- Project Initiation Fee as a Token.

Volunteers, concept feedback, suggestions and expectations are solicited from the members.

Mr. Veer Sagar insisted on following basis for success of mentoring and said it is not pure consulting, but implementing.

- Overall firm Commitment.
- Priority should be given.
- Operating issue should not override developmental issue.
- Appreciation of valuable time given of very senior people of mentoring group.
- Fix Time commitment.
- EC to finalize who will be Mentee.

5. Guest Speaker: Amit Prakash, Founder Motivus Consulting, Singapore was introduced by Vice Chairman Naresh Vij, as an international business trainer, speaker and consultant with 16+ years of action packed and quality experience. He has worked with globally renowned brands. Key learning's are :

- Where you were born and brought up should not stop you from rising and shining.
- You don't know what you can achieve, unless you challenge yourself and go for it.
- There is no substitute to hard work at all.
- Make peace and friendship with challenges because it will never leave you.
- Keep moving like a river and you will find your way, just don't stop.

If you are born poor it is not your mistake but if you die poor it is your mistake – Bill gates quote was his beacon light.

Mr. Naresh Vij, Vice Chairman thanked Amit Prakash, Founder, Motivus Consulting from Singapore for sharing wonderful learnings from his journey.

6. Treasurer Vikas Rajput apprised members of financial status. Thanking AoEans Arjun Pandey, Veerendra Malik, Neeraj Chauhan, Rajiv Mathur and Atul Kumar Saxena for paying 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.
7. Chairman Shishir Chaturvedi thanked guest speaker for sharing his inspiring journey. Great learning from Internal speaker Pradeep Anand, truly feel proud to have him in AoE, chairman remarked. In Management Committee report, grateful that there were lots of fruitful interactions between the members. He thanked members for their contribution to Wisdom group and Vice chairman Naresh Vij for coordinating and collating the snippets of wisdom. He emphasized that 121 interactions are important and would like to see more AoEans sharing about fellow members in the 1-2-1 slot in AoE meets. He expressed gratitude for stupendous effort to Veer Sagar, Rajiv Mathur, Sanjiv Narayan in the Mentoring group. The next AoE meet of Saturday 16th Januay 2021 is AoE's 100th meet in the current format and there will be change in Agenda - Internal Presenter will be AoEan Veerendra Malik, Guest Speaker Slot will be shared by both Past Chairmen's for sharing their thoughts about AoE's journey during their tenure as well as their thoughts on way forward for AoE. Chairman wished everybody present, all AoEans & families a very happy and prosperous New Year 2021.

8. 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