

AOE TALKS BY AOE (REGD.) ON 16th October 2021

- **Chaired by:** Vice Chairman Naresh Vij
- **Guest Speaker:** Dr. Rakesh Suri
- **Internal Speaker:** AoEan Atul Kumar Saxena

Member Attendees:

1. Naresh Vij (Vice Chairman)
2. Baljit Singh Bedi (General Secretary)
3. Vikas Rajput (Treasurer)
4. Abhineet Seth (Secretary)
5. Navin Sardana (Past Chairman)
6. Veer Sagar (Past Chairman)
7. Sanjoy Sahgal
8. Rajeev Kohli
9. Atul Kumar Saxena
10. Abhijit Roy
11. Sanjiv Narayan

Minutes of Meeting

1. The 109th AoE talk of the 16th October 21 was chaired by Vice Chairman Naresh Vij. A wonderful session of excellent learning & sharing. He welcomed guest speaker and dynamic Internal Speaker who he said is ambassador of AoE also, although he hobnobs with the ambassadors of various countries.
2. Starting with introduction, each member introduced themselves.
3. AoEans Birthdays October 2021 - Wished AoEan's Sanjoy Sahgal and Varun Madhok a very happy Birthday. An eggless cake was sent 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.
 - AoEan Vikas Raput had superb 1-2-1 interaction with AoEan Naresh Trikha resulting in a project in Gorakhpur and will have more tie ups in future.
 - AoEan Vikas Raput had small 1-2-1 interaction with AoEan Atul Saxena and will have detailed one in future.
5. **Guest Speaker:**

AoEan Veer Sagar introduced guest speaker Dr. Rakesh Suri having vast Global IT and entrepreneurship experience. He is a fantastic human being, team player, innovator, handling vast logistics superbly. Founder & President, Computer Shiksha

Dr. Rakesh Suri presented a wonderful session on "**Computer Shiksha : History of CS, Challenges & Solutions in Building Scalability in an NGO**".

The key learning's were:

- One should give back to society
- Respects Entrepreneur because they undergo whatever good or bad there is in this world.
- Initially started NGO with own money when demand increase started seeking donation, as if Universe is guiding them they received donations. Researched on Demand / Supply / Bottlenecks. Demand was 290M out of 334M children so needed 1.14 M teachers and huge equipment also. To overcome bottleneck used Innovation, made a video to replace human being and got software made to make this. POLARIS helped in their endeavor by giving 1.3 Crores in 2 years.
- Training to right people resulted in huge achievement to handle videos and achieved teaching with zero complaints

AoEan Sanjoy Sahgal offered help to NGO by providing equipment

Acting Chairman Naresh Vij appealed to AoEans to provide help and contact Dr. Rakesh Suri at rakesh.suri@computershiksha.org .

General Secretary Baljit Singh Bedi thanked guest speaker with his impressive work on his Socio-Innovation, training and overcoming bottlenecks thru right policy decisions. Complimented him, for his enthusiasm and his work being most impressive.

Wisdom Session : Founder Chairman Veer Sagar :

- Most important for success is building a team of empowered members who are smarter than you and having right attitude of willing to learn.
- Don't tell what to do to empowered members.
- Create an environment for encouraging alternative routes, promote disagreement.
- Have an ability to listen to alternative routes.
- Take away the fear of failure; let them take risk and support in case of failure. Let them have the credit in case of success.
- Advise for avoiding repeating of mistakes.

AoE Mentoring

Mentoring Group interactions to restart. Had previously fruitful meetings with Mentee Vikas Rajput. Work is in progress with Mentee Sanjoy Sahgal. Another Mentee AoEan Ajay Amar was added up in August for resolution of his issues.

Internal Speaker

Treasurer Vikas Rajput introduced the internal speaker as a globetrotting entrepreneur. Chairman of AUM group of Industries and President of Indian Importers Chambers of Commerce & Industry

He shared huge learning's from his journey, sharing here are some of the major ones:

- In Government boss is always right, you also learn discipline and time management.
- In Birla's learnt the importance of trustworthy wide area networking, being low profile, hire mainly on recommendations, employee friendly, working for creation of employment not for profit and highly disciplined.

- In Thakral's working with Japanese learnt Kaizen that is change in wisdom. One minute wisdom, to achieve takes a stand or step to reach your destination. They are dedicated and loyal to their company and treat it as their parents taking care of them by providing food and discipline.
- In IICCI learning and networking are most important. Citing example of benefit of networking, how he gave business to fellow AoEan after learning his expertise thru internal presentation given by him. It helped him as well to save time to search for an expert.
- Emphasizing Network quoted that "Network should work". How spider also creates a web and gets results.
- When a member joins IICCI, his business is understood very carefully and that business is considered to be as a part of chamber. Then it looks for opportunity for the member. Works on principle of C2C that is connect to contract. Connect must lead to a contract. Search from their network that will be useful for the member. Then conduct session having Knowledge session, Interaction session and embassy session providing opportunity for 45 minutes and 1.15 minutes is kept for networking once a month. Member profile is sent to huge email databank and WhatsApp groups. Member meets members from global chambers also on one Saturday evening. It ensures that member's product reaches to the last mile globally.

General Secretary Baljit Singh Bedi complimented AoEan Atul Saxena on distinguishing himself in so many areas in Government, Industry, Entrepreneurship and in Chamber. His presentation was quite impressive on networking and requested him for more inputs in future as well.

In Opportunities and Asks , Vice Chairman Naresh Vij heartily thanked AoEan Sanjoy Sahgal on providing connect for continuity of his production unit as he wants to quit and concentrate on tennis and teaching in one years' time, safeguarding all employee for their employment. Sanjoy Sahgal attributed it to a Win Win situation.

AoEan Sanjoy Sahgal also invited AoEan Veer Sagar for connects in Netherlands on his Asks of Distributors/Franchisee for Criconet.

General Secretary AoEan Baljit Singh Bedi in his report thanked members, internal speaker and guest speaker for great knowledge sharing. Offered to help anyone, if they have opportunities in London where he will be there till November end. Requested members to join meetings as they really are missing gems of learning.

Treasurer AoEan Vikas Rajput apprised members of financial status. He thanked AoEans Dixit Gandhi and Naresh Trikha and others who paid for the Subscription. Renewal Subscription Invoices were sent where due. Requesting to all those AoEans who have received information on their dues to please clear them at the earliest. Payment gateway is already introduced, that can accept payment thru direct, Credit cards and Wallet's also. Online payment Link has already been shared with the members.

Acting Chairman Naresh Vij thanked AoEan Atul Saxena for great presentation and Guest speaker Rakesh Suri for his inputs, appreciating his vast knowledge, innovations, social work and technical expertise. Even paying thousands of Rupees it is not possible to get the wisdom which we got today and requested members to join in more numbers.

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

Tejindar Singh Bedi
Executive Administration