

AOE TALKS BY AOE (REGD.) ON 20th November 2021

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Guest Speaker:** **Mr. Lalit Mohan Mathur**
- **Internal Speaker:** **AoEan Bhrigav Jain**

Member Attendees:

1. **Shishir Chaturvedi (Chairman)**
2. **Naresh Vij (Vice Chairman)**
3. **Veer Sagar (Past Chairman)**
4. **Bhrigav Jain**
5. **Rajiv Mathur**
6. **Abhishek Jain**
7. **Ajay Amar**
8. **Varun Madhok**
9. **Neeraj Chauhan**
10. **Rajeev Kohli**
11. **Sanjiv Narayan**

Minutes of Meeting

1. The 110th AoE talk of the 20th November 21 was chaired by Chairman Shishir Chaturvedi. A wonderful session of excellent learning & sharing. He welcomed guest speaker and dynamic and dashing Internal Speaker Bhrigav Jain.
2. Starting with introduction, each member introduced themselves.
3. AoEans Birthdays November 2021 - Wished AoEan's Shishir Chaturvedi, Neeraj Bhargava, Dixit Gandhi and Navin Sardana a very happy Birthday. An eggless cake was sent from AoE.
4. 1-2-1 Interaction: Chairman emphasized focus on 1-2-1 interaction to build trust and nurture relationships and business will automatically follow.
5. **Guest Speaker:**

AoEan Rajiv Mathur introduced guest speaker Lalit Mohan Mathur having vast Global Technical and entrepreneurship experience. He is a fantastic human being, team player, innovator, handling vast international experience. CMD, The Wipe Hotwire India Thermal Equipment Pvt. Ltd.

Guest Speaker presented a wonderful session on **"Retirement is not end of the Journey"**.

The key learning's were:

- There's no age too late to start. Having started his venture after retirement from Tatas, Mr. Mathur and now 15 years later when his venture is hugely successful, Mr. Mathur feels age is just a number.

- MSME support system in the country was not of help to him and he had to arrange finance from his contacts.
- Working with Ratan Tata learnt saying No to Corruption, Working Integrity and Values. Retaining Tata culture of no corruption, he would go to the TOP man whenever he faced any hurdle and things got resolved.
- Organisation Structure, TEAM WORK with right professionals on board is critical and important, also useful in case of exit of the owner. Inducted VP Marketing, GM Operation and CEO resulting in huge growth.
- Team work, Skill Development will retain employment and attract new employment.
- One should return his dues to society - so started an enterprise after retirement with the purpose of providing employment. Did CSR activities- adopting school for girls, preserving environment, water conservation and cataract operations etc.

Vice Chairman Naresh Vij 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. Age is a number, now Mr. Lalit is also an inspiration for his age. Thanked him for noble thought of providing employment thru business.

Wisdom Session : AoEan Rajeev Kohli:

- In Army, Leadership and Pride are of utmost importance. For leader and pride, the followers can lay their life, commenting on Galwan incident regarding their senior.
- Bonding process starts during the drill when you coordinate with your fellowmen.
- In team effort, responsibility is collective and you bond as a cohesive unit.
- Officers lead by examples.
- Senior has to take the flak and protect his juniors.

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. Proper Structured feedback will be taken from Mentee Vikas Rajput will make it for more value .For this and way forward mentoring meeting was held on 19th Nov 21.

Internal Speaker

Vice Chairman Naresh Vij introduced the internal speaker as a person who places ethics and goodwill as top priority. Aably working as Techno-Commercial Director of Monarch Graphics.

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

- Having myopic view of business leads to degrowth so avoid that, also have courage to sustain pressures.
- Technology, Capital also needs organizational culture, management vision and commitment, ethics and values are a must to survive the turmoil.
- There is difference between Finance and Accounts. Accounting data need to be analysed and used for growth and strategy. One should take help of a good Financial Planner.
- Ensure personal finance should be very stable so that one can concentrate on business financials entirely.
- Business travels are very important and enables up gradation, best practices, improves personality, new ways of doing business and one knows upcoming trends.
- New Product development should be done as much as possible, giving value addition. Diversification and being ahead of competitors.

Chairman thanked internal speaker for his excellent presentation. It was quite impressive on new products, innovations. He congratulated him for clearer Vision. Wished him well for the future.

Chairman apprised members of financial status. He thanked 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.

Chairman thanked AoEan Bhrigav Jain for great presentation and Guest speaker for being an inspiration to start venture at this age and for his inputs, appreciating his vast knowledge, innovations, social work and technical expertise.

Chairman thanked AoEan Rajeev Kohli for his wisdom session

Chairman requested to watch YouTube version surely, especially those who missed, also to do 1-2-1 before our next meet on 18th December'21.

Thanked Managing Committee and Mentoring team for their help and involvement. He requested that each AoEan members should bring in at least one worthy guest who may like to join AoE and to make it an example of this meeting.

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