

AOE TALKS BY AOE (REGD.) ON 15th January 2022

- **Chaired by:** **AoEan Naresh Vij**
- **Guest Speaker:** **Ms. Rakhee Sharma**
- **Internal Speaker:** **AoEan Vikas Rajput**

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 (Founder Chairman)**
- 7. Neeraj Bhargava**
- 8. Abhishek Jain**
- 9. Atul Kumar Saxena**
- 10. Varun Madhok**
- 11. Abhijit Roy**
- 12. Arjun Pandey**
- 13. Sanjoy Sahgal**
- 14. Rajiv Mathur**

Guests:

Minutes of Meeting

1. The 112th AoE talk of the 15th January 22 was chaired by Acting Chairman Naresh Vij. A wonderful session of excellent learning & sharing. He welcomed guest speaker on her presentation where very interesting things to be known on prosocial culture.
2. Starting with introduction, each member introduced themselves.
3. AoEans Birthdays - Wishing AoEan's Pradeep Anand and Naresh Vij a very happy Birthday. An eggless cake was sent from AoE.
4. 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. AoEan Neeraj Bhargava had opportunity to have 1-2-1 Interaction with AoEan Rajiv Shanker Mathur knowing about his houses in London and Delhi, business, family and other interests.
5. **Guest Speaker:**

Acting Chairman introduced guest speaker Ms. Rakhee Sharma having vast coaching experience. Founder, Showers of Compassion, Mindful Leadership Coach & Facilitator.

Guest Speaker presented a wonderful session on **"Building Prosocial culture for thriving organisations"**.

The key learning's were:

- Prosocial is about living life more fully, focused on doing what really matters not just for ourselves but for those we know and love and the (natural) world that sustain us.
- Prosocial is about finding ways to balance and integrate interests (needs, values, hopes and dreams) at multiple levels so that we can create trust and collaboration at scale.
- Don't wait for changes to happen, first Change ourselves and then you can see and do changes around the world.
- To consciously evolve a world that works for all.
- Psychological flexibility - Be open, be present and Do what matters. Having the capacity to move in the direction where it matters the most.

Speaker is a Coach providing leadership training, collaboration, team building etc. Using prosocial processes, facilitates conversations, resolves barriers for achieving goals.

General Secretary Baljit Singh Bedi thanked the guest speaker, who he said is a multidimensional, multitalented coach teaching about prosocial world. Appreciating and thanking her for very well explaining the new concept.

AoE Mentoring

AoEan Rajiv Mathur had interaction with Mentee Sanjoy Sahgal and shared the good news that his business has multiplied many folds. It was brilliant to hear the progress and success he is achieving for only part mentoring he went thru, hoping lot of things being configuring with that. Exploration meeting was done with Mentee Bhrigav Jain and meeting with another mentee is scheduled in a fortnight.

Wisdom Session : AoEan Sanjoy Sahgal:

- One has to put himself out there and involve with people. If you don't involve with people then you are out to lose many things. Regular Interaction is a must and also it has to be done more actively.

Internal Speaker

Secretary Abhineet Seth introduced the internal speaker as an expert Healthcare software specialist. Aably working as Director, E-Tech Services Private Limited.

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

- One Learns from making mistakes and setbacks, not by eating almonds alone.
- 19 times more money is spent on Marketing than on Research and Development in Pharma.
- Large companies have a very long cycle of buying.
- Anything that can help in influencing Doctors will sell fast.
- Thousands of small mushroom companies start and close business every year. Their only focus is to get business by doing CRM.
- Purchasing behavior is influenced by brand names and PR.
- Government Organisations asks for - 1) Source of Funds 2) How we can select you.

GIVES : Having connects, in case any AoEan needs help with

- Health Dept., Govt. of Himachal Pradesh.
- Small Medium Pharma Organisations.
- International NGO's – WHO / Clinton Foundation / Evidence Action / Abt Associates / Jagran Pehal (Dainik Jagran Group).

ASKS : needs Connect if anyone has in

- Open Source Software Development Outsourcing to US.
- National / State University.
- Uttar Pradesh / Uttarakhand Health Department.
- UNICEF / UNDP.
- Pharma Organisations : Cadila, Macleods, Blue Cross Labs, Serum Institute of India , INTAS Pharma etc.

He thanked all AoEans / Abhijit Roy / Naresh Trikha / Mentoring team who were always great guide and support. Planning to take many actions as directed by Mentoring team such as making fully automated packages in next few months.

Chairman thanked internal speaker for his excellent presentation. It was quite impressive on new products, innovations and diversification into education area. He congratulated him for welcome change made since his last presentation. Wished him well for the future.

Opportunities and Asks

- AoEan Veer Sagar : Looking for Distributors for Criconet – who can get academies on line and help in Live Transmission of cricket matches.

General Secretary Baljit Singh Bedi congratulated on 100th Meeting, no mean achievement. Also he congratulated Founder Chairman Veer Sagar for getting 1 Lakh Visitors on his channel. Thanking for good attendance, said that this will motivate managing committee for much better speakers in future.

Treasurer AoEan Vikas Rajput apprised members of financial status. He thanked AoEans 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 wished everyone a very Happy New Year. He thanked Guest Speaker and Internal speaker for their excellent presentations. There are benefits amongst the AoEans because of AoE Association, giving example of AoEan Naresh Trikha's helping in business as apprised by Internal Speaker. Chairman thanked AoEan Sanjoy Sahgal for his wisdom session and to implement his learnings, one good way is to have more 1-2-1 sessions and increased attendance in AoE meets.

Chairman requested to watch YouTube version surely, especially those who missed, also to do 1-2-1 before our next meet. Thanked Managing Committee and Mentoring team for their help and involvement.

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

Chairman requested each member to be present on 113th AoE meet next month on 19th February 2022.

Tejindar Singh Bedi
Executive Administration