

## **AOE TALKS BY AOE (REGD.) ON 19<sup>th</sup> February 2022**

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Guest Speaker:** **Mr. Rohit Bhayana**
- **Internal Speaker:** **AoEan Baljit Singh Bedi**  
**AoEan Neeraj Chauhan**

### **Member Attendees:**

- 1. Shishir Chaturvedi ( Chairman )**
- 2. Baljit Singh Bedi ( General Secretary )**
- 3. Vikas Rajput ( Treasurer )**
- 4. Navin Sardana ( Past Chairman )**
- 5. Veer Sagar ( Founder Chairman )**
- 6. Neeraj Chauhan**
- 7. Neeraj Bhargava**
- 8. Abhishek Jain**
- 9. Atul Kumar Saxena**
- 10. Sanjiv Narayan**
- 11. Abhijit Roy**
- 12. Rajiv Mathur**

### **Guests:**

### **Minutes of Meeting**

1. The 113<sup>th</sup> AoE talk of the 19th February 22 was chaired by Chairman Shishir Chaturvedi. A wonderful session of excellent learning & sharing. He welcomed guest speaker for his presentation.
2. Starting with introduction, each member introduced themselves.
3. AoEans Birthdays - Wishing AoEan Kshitij Bansal a very happy Birthday. An eggless cake was sent from AoE.
4. 1-2-1 Interaction: It is emphasized focus on 1-2-1 interaction to build trust and nurture relationships and business will automatically follow. AoEan Shishir had opportunity to have 1-2-1 Interaction with AoEan Abhishek Jain who had passion of Software Development inspite of Engineering background. His apps are on Shopify, Amazon US etc. Having no choice but to fight Challenges is good strategy applied by him. AoEan Abhishek learnt a lot from AoEan Shishir of his collaborative nature and experience.

AoEan Veer Sagar had 1-2-1 with AoEan Varun Madhok and is impressed by his new forte, immigration to Canada, providing cheapest consultancy and also partnering with major Lawyers in Canada.

## 5. Guest Speaker:

General Secretary Baljit Singh Bedi introduced guest speaker Mr. Rohit Bhayana having vast Startup's related experience. Managing Partner and Co-founder, Lumis Partners.

**Guest Speaker** presented a wonderful session on **"Do's and Don'ts for Startups and points to keep in mind for investing in Startup's"**.

The key learning's were:

- Lot of work is getting automated and new Models will come and change the whole scenario in near future.
- New models, innovations can be developed and tested here. India with huge population has its own benefits and after successfully launching here, these models can be implemented globally correlating with strata.
- Startups are by nature capital guzzlers and of a very high risk. Very few see life after 3 or 4 Years.
- Investment should be done in which are best of the best as very few survives and their valuation dips very fast.
- Moving money out of India is challenging and getting capital investment from outside India is easier.
- To invest in Startups, come in late, when results are demonstrable, even there is a little upside left, because even that little upside will be a lot.
- Don't go in for bravado or using your own intellectual caliber, unless you know the founders well, only then invest. AoEans can pool their fund and can negotiate with networks like IAN, Keiretsu Forum etc. and he can help in this.

General Secretary Baljit Singh Bedi thanked the guest speaker for explaining with great clarity. Advising us that it is very risky to invest in startups and it should be only a small figure of your investing amount.

## AoE Mentoring

AoEan Rajiv Mathur appraised the status that two are completed, one on hold as mentee is busy, exploration meeting was done with Mentee Bhrigav Jain and meeting with another mentee is scheduled in middle of March. Next Meeting with Mentee Bhrigav Jain is scheduled on 8<sup>th</sup> March.

## Wisdom Session : AoEan Atul Kumar Saxena:

AoEan Atul Saxena explained the meaning of DRIVE and other values which he learnt in Birla Group where he had worked previously:

- D : Duty , Dedication and Delegation.  
R : Responsibility.  
I : Initiative.  
V : Vision.  
E : Enthusiasm.  
Based on above the talent is enhanced.

- Employ three people, pay salary for two, for the work of one person.

This means more people, low salary, less work and is security for both employer and employee in the organization.

- Keep a donkey, let him work like a horse and you convert him into a mule.

## **Internal Speaker**

AoEan Abhijit Roy introduced the internal speaker AoEan Baljit Singh Bedi as an expert Finance specialist. Managing Partner in Baljit Singh Bedi & Co., Chartered Accountants.

He shared about Budget highlights, sharing here are some of the major ones:

- No change to Corporate or personal Income tax rates.
- Tax Holiday extended for Startups up to 31<sup>st</sup> March 2023 to encourage them.
- Government wants to know each transaction of crypto currency so they have put in 1 percent TDS on it.
- Tax income from digital asset transfers at 30%.
- Gift of crypto currencies to be taxed at receivers end.
- Income Tax has launched the Annual Information statement - AIS. It shows the information of the individual which Income Tax Department has.
- A new provision to allow taxpayers to file an updated return within 2 years from the end of the relevant assessment year. The idea behind AIS is that you revise your return otherwise notice will be sent to you.

AoEan Navin Sardana introduced the internal speaker AoEan Neeraj Chauhan as an expert Financial Planner. Founder and Director, The Financial Mall.

He shared about Budget, sharing here are some of the major ones:

- Economy is in good phase. We will be in long bull cycle, keeping aside short term flips.
- Government will ensure bottlenecks to be cleared for entrepreneurs.
- Money is being put in for structural reforms for ease of doing business.
- India's growth is highest among all major economies.
- As of now it is not clear whether Government will give crypto currency legitimate status or not.
- Huge investment will be done in Infrastructure.
- Thrust for Housing Sector. Good area if you are looking for investments.
- Digital Rupee to be rolled out by 2023.

Chairman thanked Guest Speaker and Internal speakers for their excellent presentations. There are benefits amongst the AoEans because of AoE Association. Chairman thanked AoEan Atul Saxena for his wisdom session.

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 114<sup>th</sup> AoE meet next month on 12<sup>th</sup> March 2022(now 26<sup>th</sup> March) and Annual Social meet on 20<sup>th</sup> March 2022.

**Tejindar Singh Bedi**  
**Executive Administration**