

AOE TALKS BY AOE (REGD.) ON 26th March 2022

- **Chaired by:** AoEan Baljit Singh Bedi
- **Guest Speaker:** Mr. Ratish Pandey
- **Internal Speaker:** AoEan Abhineet Seth

Member Attendees:

1. Shishir Chaturvedi (Chairman)
2. Naresh Vij (Vice Chairman)
3. Baljit Singh Bedi (General Secretary)
4. Abhineet Seth (Secretary)
5. Veer Sagar (Founder Chairman)
6. Raaj Muttreja
7. Veerendra Malik
8. Neeraj Chauhan
9. Neeraj Bhargava
10. Abhishek Jain
11. Atul Kumar Saxena
12. Sanjiv Narayan
13. Rajiv Mathur

Guests:

1. Seema Khatwani (Neeraj Chauhan)
2. Madhav Chauhan (Neeraj Chauhan)

Minutes of Meeting

1. The 114th AoE talk of the 26th March 22 was chaired by Acting Chairman Baljit Singh Bedi. 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 Vikas Rajput a very happy Birthday. An eggless cake was sent from AoE.
4. **Guest Speaker:**

AoEan Shishir Chaturvedi introduced guest speaker Mr. Ratish Pandey having vast Business Coaching experience. Executive and Business Coach, Ethique Advisory.

Guest Speaker presented a wonderful session on **"Mastering the Science of Sales"**.

The key learning's were:

- Ensure your employees and self to have mindset as to how to provide solutions by Ownership, Accountability and Responsibility and not to give reasons thru Blame, Excuses and Denials.
- For life Success, To HAVE (Results, Outcomes, Wins, KPIs) one need to DO (Actions, Behaviours) also BE (using right Mindset, Thoughts, Knowledge, Beliefs, Values, Identity).
- Instead of concentrating on Customers, Sales, Profit, concentrate on 5 Levers of Sales & Profit i.e. Margin%, Conversion%, Average Ticket Rate, No. of Transactions and Leads (in that Focusing order).
- Enclosed Please find “Your 5 Ways EQUATION” Word file, which will help you to understand the impact and also to finalize on your focus.
- Using this url <https://forms.gle/V3WtMzSW4E9j5rwT9> and filling the form will help in determining your business score card.
- Never Wish your life were easier ..., Wish that YOU were better.

General Secretary Baljit Singh Bedi thanked the guest speaker for explaining with great clarity. Advising us that where to focus and use the knowledge obtained to increase our business.

AoE Mentoring

Founder Chairman Veer Sagar and AoEan Rajiv Mathur appraised the status. That two are completed and doing quite well, one on hold as mentee is busy, exploration meeting was done with Mentee Bhrigav Jain and also another meeting with another mentee Abhishek Jain on 17th March. Meeting done with Mentee Bhrigav Jain was on 8th March and fairly active April is scheduled.

Annual Social 2022

Chairman Shishir Chaturvedi thanked all the members who made this social memorable on 20th March. Thanked AoEan Sanjiv Narayan and Social’s committee of AoEan Vikas Rajput and Abhineet Seth for wonderfully organizing the same. Four new awards were started from this year:

- 1. Spirit of Discipline Award (Attendance award):** Current winner: **AoEan Neeraj Bhargava.**
- 2. Spirit of Bonding Award (1-2-1 award):** Current winner: **AoEan Raaj Muttreja.**
- 3. Spirit beyond Entrepreneurship Award:** Current Winner: **AoEan Arjun Pandey** (for his services on distributing food during Covid times).
- 4. Spirit of Founder’s Award :** Current Winner : **Founder Chairman Veer Sagar** (for his 11 years of exemplary work for AoE).

Best of luck for next year.

Wisdom Session: AoEan Rajiv Mathur:

AoEan Rajiv Mathur witnessed a life changing incident at Agra on one fine summer of 70’s sitting near sugarcane Juice shop. He saw a Japanese boy taking strands of sugarcane waste, making and colouring a typical and unique Japanese Fan out of it. Which he sold for a very reasonable price. Also received picture of the fan from Japan as address was given to them by him. Learning was

Spirit of

- Innovation.
- Entrepreneurship.
- Pride – as Japan was coming out of War.

Spirit of doing innovation with what we have and what we can make out of it, with pride and make it valuable. We should have pride whatever cause we are running or we are doing, whatever value we are adding to it.

Internal Speaker

AoEan Baljit Singh Bedi introduced the internal speaker AoEan Abhineet Seth as an expert on Construction and Interiors. Founder and Chief, AbodeKraftz.

He shared about his Learning's, sharing here are some of the major ones:

- Never repeated any Design.
- Design n Execute, Location to End-to-End package, 5 day Guarantee Kitchen Remodeling, Unique Themes, 100% timely execution and clients being brand Ambassadors are the USP's.
- Controlled overheads, Horizontal Expansion, Consistent High Quality at optimum prices, 100% reference business, Under Commit and Over Deliver, Trust are the qualities which helped to sail through.
- Quality is long remembered after the price is forgotten.
- Learnt from each and every AoEan and it helped the business to grow.

AoEan Shishir Chaturvedi thanked Internal speaker for brilliant presentation (also complimented by Founder Chairman Veer Sagar). AoEan Abhineet Seth is huge support for AoE. Supports the theory of getting business from existing clients than working on leads.

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.
- AoEan Rajiv Mathur: Business Development Managers/ Trusted Advisors- Solution providers, good Counselors, Conceptually Strong, Complex situation resolvers pan India.

Acting Chairman Baljit Singh Bedi thanked Guest Speaker and Internal speaker for their excellent presentations. There are benefits amongst the AoEans because of AoE Association. Chairman thanked AoEan Rajiv Mathur for his wisdom session.

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

Acting Chairman requested each member to be present on 115th AoE meet next month.

Tejindar Singh Bedi Executive Administration