

## **AOE TALKS BY AOE (REGD.) ON 23rd April 2022**

- **Chaired by:** **AoEan Shishir Chaturvedi**
- **Guest Speaker:** **Mr. Vikas Jain & Mr. Sumit Handa**
- **Internal Speaker:** **AoEan Navin Sardana**

### **Member Attendees:**

- 1. Shishir Chaturvedi ( Chairman )**
- 2. Baljit Singh Bedi ( General Secretary )**
- 3. Abhineet Seth ( Secretary )**
- 4. Vikas Rajput ( Treasurer )**
- 5. Navin Sardana ( Past Chairman )**
- 6. Rajeshwar Sastry**
- 7. Raaj Muttreja**
- 8. Neeraj Bhargava**
- 9. Abhishek Jain**
- 10. Sanjiv Narayan**

### **Guests:**

- 1. Ajit Bhambra (Baljit Singh Bedi )**

## **Minutes of Meeting**

1. The 115<sup>th</sup> AoE talk of the 23<sup>rd</sup> April 22 was chaired by Chairman Shishir Chaturvedi. A wonderful session of excellent learning & sharing. He welcomed guest speakers for their presentations. Special Mention was that of Happiness with which Annual Social was thoroughly enjoyed in March 22.
2. Starting with introduction, each member introduced themselves.
3. AoEans Birthdays - Wishing AoEan Veer Sagar, Sanjiv Narayan and Arjun Pandey 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 Founding Chairman Veer Sagar, had an inspiring discussion with him.

AoEan Vikas Rajput had 1-2-1 with AoEan Naresh Trikha and planned in detail business ventures and including more associates. AoEan Vikas Rajput had 1-2-1 with AoEan Abhijit Roy in foraying into new ventures.

### **5. Guest Speakers:**

Chairman Shishir Chaturvedi introduced guest speaker Mr. Sumit Handa having vast Banking experience. Regional Head-Sales, Payment Solutions Group at ICICI Bank Ltd.

**Guest Speaker presented a wonderful session on "Pay Direct Cards".**

The key learning's were:

- Pay Direct Card is a chip based reloadable card that allows cardholder to spend up to the amount pre-deposited into the card. Cash withdrawal facility, Wider Acceptance, Card Loading, Safe and Secure. Blocking and unblocking facility only in India.
- KYC Complaint, Card Loading, Auto Upload, Cash@POS, Corporate and Self-care Portal available.
- Purpose – Salary/Vendor Payment, Incentives/Rewards to Employees, Loan Disbursement, Reimbursement of allowances to Employees, Providing Scholarship etc.
- Benefits to Corporate – Instant Payment, Streamline Administration, Reduce Expenses, Auto Uploads, Cash Withdrawals etc.
- Benefit to Cardholder – Easy Access, Tracking of Transactions, Safe and Secure etc.

Chairman Shishir Chaturvedi introduced the Second guest speaker Mr. Vikas Jain having vast Banking experience. Regional Head-NRI & Forex at ICICI Bank Ltd.

**Guest Speaker** presented a wonderful session on **"Foreign Exchange Remittance abroad"**.

The key learning's were:

- US Dollar 2.5 lacs can be sent or spend under LRS with purpose of Travel, Medical, Studies, Emigration etc. for resident Indians.
- The remitted amount can also be invested in shares, debt instruments, and be used to buy immovable properties in overseas market.
- When a person resident in India leaves India for a country (other than Nepal or Bhutan) for taking up employment or for carrying on business or vocation outside India or for any other purpose indicating his intention to stay outside India for an uncertain period, his existing account should be designated as a non- resident (ordinary) account.
- ICICI offers unique facility to applicants moving to UK and Canada having full-fledged branch there and offer full banking solution before they travel. Offer NRE and NRO accounts while they are in India. This helps in Credit worthiness. Also card, Cheque book, funding etc. can be done while they are in India.

General Secretary Baljit Singh Bedi thanked the guest speaker Sumit Handa for explaining with great clarity how Pay Direct Cards can help maintaining accounts easily and records can be kept. It is of very good use for Salesman who travels frequently.

General Secretary Baljit Singh Bedi thanked the Second guest speaker Vikas Jain for explaining LRS and how NRO accounts can help in investment abroad and NRE accounts can help to earn interest.

## **AoE Mentoring**

Mentor Sanjiv Narayan appraised the status. Deep dive meeting scheduled with Mentee Bhrigav Jain in second week of May and another meeting with mentee Abhishek Jain on 28<sup>th</sup> April. Also fairly active May is scheduled with both Mentee's Abhishek and Bhrigav Jain.

## **Wisdom Session: AoEan Sanjiv Narayan:**

### **I Remain Focused:**

AoEan Sanjiv Narayan narrated the Warren Buffett and Mike Flint story whereas Mike was told to list 25 career goals, then to review and encircle top 5. On being asked about remaining 20 list, Flint said he will work intermittently on it. Warren told him "Everything

you didn't circle just became your Avoid-At-All-Cost list. No matter what, these things get no attention from you until you've succeeded with your top 5".

Learning was - Force yourself to focus. You can't give any mind space, physical time or diversion. In spite of diversions, opportunities his organization concentrated only on focused verticals in Electronic Manufacturing Services and thus succeeded.

### **II Distinguish your offering:**

Innovation, Trust, Consistency, Commitment or Quality (and not price) - create sustainable differentiators.

### **III Keep Challenging yourself:**

Avoid slumber due to success, his organization took the toughest market and the toughest customer that is Germany and it took them time and effort to achieve the challenge.

## **Internal Speaker**

AoEan Shishir Chaturvedi introduced the internal speaker Past Chairman Navin Sardana as an expert on living Luxuries and Starch business. Partner LIVING LUXURIES.

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

- FOCUS- Focused on Sukhjit Starch Company and reaped huge benefit.
- Entrepreneurship led to take on many businesses and learnt from mistakes and used that learning's in new business ideas. Took on Birla Yamaha dealership which they gave after seeing results. Partnership with AoEan Baljit Singh Bedi for two decades resulted due to having CONFIDENCE in each other. It is still being given as an example that partnerships can work.
- Told his son to Focus on priority area of creating own brand resulted in successful venture of Living Luxuries.
- Be your own Master – Distributorship means being slave to other company as they cut you to size by reducing your discount, territory etc.

General Secretary Baljit Singh Bedi thanked Internal speaker for brilliant presentation (also complimented by Chairman) of his long but fun filled journey and for sharing the Learning's.

General Secretary wanted to know that we should continue to have new products demonstration as done today. Chairman approved and found it beneficial. AoEan Neeraj Bhargava also appreciated that it was of a great help.

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.

Chairman thanked Guest Speaker's and Internal speaker Past Chairman Navin Sardana for their excellent presentations. Chairman thanked AoEan Sanjiv Narayan for his wisdom session and to implement his learning's.

Chairman requested to do 1-2-1 before our next meet and scheduled his meeting with AoEan Sanjiv Narayan and Treasurer Vikas Rajput will have with AoEan Neeraj Bhargava.

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 116<sup>th</sup> AoE meet next month on 21<sup>st</sup> May 2022.

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