

AOE TALKS BY AOE (REGD.) ON 19th November 2022

- **Chaired by:** Chairman **Baljit Singh Bedi**
- **Guest Speaker:** **Amber Rana**
- **Internal Speaker :** **Abhijit Roy**

Member Attendees:

1. **Baljit Singh Bedi (Chairman)**
2. **Naresh Vij (Vice Chairman)**
3. **Vikas Rajput (General Secretary)**
4. **Abhineet Seth (Treasurer)**
5. **Neeraj Bhargava (Secretary)**
6. **Veer Sagar (Past Chairman)**
7. **Abhijit Roy**
8. **Varun Madhok**
9. **Abhishek Jain**
10. **Atul Saxena**
11. **Ajay Amar**
12. **Raaj Muttreja**

Guest

1. **Vikas Bahri (Abhijit Roy)**
2. **Gaurav Pandey (Baljit Singh Bedi)**
3. **Avtar Singh (Baljit Singh Bedi)**
4. **Dhruv Gupta (Baljit Singh Bedi)**
5. **Shubham Kumar (Baljit Singh Bedi)**
6. **Vaibhav Jain (Abhishek Jain)**

Minutes of Meeting

1. The 122nd AoE talk of the 19th November 22 was chaired by Chairman Baljit Singh Bedi. A wonderful session of excellent learning & sharing. He welcomed guest speaker for his presentation. He welcomed the members and guests. Team will be having multipronged strategy with priority to achieve aims and objectives and to increase membership. Rosters are in process for 1-2-1 where will finalize 1-2-1 meetings till March'23 and having various meeting for this and hope to show some tangible results soon. Planning to expand to Dehradun, Udaipur etc.

He welcomed the fabulous guest speaker Advocate Amber Rana an expert in North American Business Consultancy and immigration for Australia and Canada. His legal podcast have more than 1 Lakh followers.

Welcomed the Internal speaker AoEan Abhijit Roy who needs no introduction, whose IT commandos are experts showing exemplary results. We are so much grateful to him for his contribution for up gradation of website and constant help.

Thanked Past Chairman's and Managing Committee. Chairman introduced the New Team : Chairman Baljit Singh Bedi , Vice Chairman Naresh Vij , General Secretary Vikas Rajput , Treasurer Abhineet Seth and Secretary Neeraj Bhargava.

2. He read out the Aims and Objectives of AoE and elaborated on them.
 - To have an association of likeminded entrepreneurs, corporates, firms and individuals with common aim of development of their personal knowledge and of their business through pooling of resources available with each of them.
 - Enlarge fellow member base to be able to have a large resource pool.
 - Create sufficient opportunities to interact with fellow members in order to develop trust and relationship.
 - Help fellow members through sharing of knowledge and experience in order to help them expand their horizons.
 - To aid, establish, or collaborate with any institution or school or association, for physical, mental, spiritual, educational development, uplift of intelligence or its development.
 - To create the sense of Nationalism, brotherhood, mutual co-operation, communal harmony, National unity and integrity.
 - To organize seminars/symposia/conferences/lectures /workshops / exhibitions on contemporary local, regional and National issues for the benefit of the business and industry.
 - To publish, books, illustrations, booklets, periodicals, papers, magazines and literatures related to the aims and objects of the center, and for the benefits of public in General as well as for the benefits of above noted peoples.
 - To promote ecological balance, pollution-free-environment and plantation etc.
 - To give the information of Government rules, policies, notifications for business advancement. And promote the cause of National and international integration and unity of India and to provide the knowledge and advancement of Act, culture and education.
 - And generally to do all such other acts, deeds and things for the promotion, protection, advancement, betterment of its aims and objectives and for the completion of its aims and objectives without any discrimination of caste, sex, creed or religion in the interest of member and public at large with common benefits and common interest.
3. Starting with introduction, each member introduced themselves.
4. AoEans Birthdays - Wishing AoEan Shishir Chaturvedi , Neeraj Bhargava, Dixit Gandhi , Navin Sardana a very happy Birthday. An eggless cake was sent from AoE.
5. 1-2-1 Interaction: It is emphasized focus on 1-2-1 interaction to build trust and **nurture relationships and business will automatically follow**. Every member present committed two 1-2-1s.
 1. Baljit Singh Bedi – Veer Sagar, Atul Saxena
 2. Naresh Vij – Abhineet Seth, Abhishek Jain
 3. Vikas Rajput – Dhruv Gupta, Abhineet Seth, Ajay Amar
 4. Abhineet Seth - Abhishek Jain , Vikas Rajput , Naresh Vij
 5. Neeraj Bhargava – Veer Sagar , Varun Madhok
 6. Veer Sagar-B.S.Bedi,N. Bharagava,Atul Saxena,Abhijit Roy,Dhruv Gupta,Vikas Bahri
 7. Abhijit Roy - Veer Sagar , Vikas Bahri
 8. Varun Madhok – Atul Saxena, Neeraj Bhargava
 9. Abhishek Jain – Abhineet Seth , Ajay Amar, Naresh Vij

10. Atul Saxena - Baljit Singh Bedi , Veer Sagar , Varun Madhok
11. Ajay Amar - Abhishek Jain , Vikas Rajput
12. Dhruv Gupta - Veer Sagar , Vikas Rajput
13. Vikas Bahri – Veer Sagar , Abhijit Roy

6. Guest Speaker:

Varun Madhok introduced guest speaker Amber Rana having vast entrepreneurial experience. Partner Amrana Ventures.

Guest Speaker presented a wonderful session on **“My Entrepreneurial journey and opportunities for Entrepreneurs in Canada”**.

The key learning's were:

- Motivation, Vision and people you carry along are the top aspects of entrepreneurship.
- If your Vision is clear then you will find lots of opportunities around you.
- Art of articulation, saying that what I am offering you is the best in market.
- During bad times, stay there, wait for paradigm to shift and bounce back.

Opportunities in Canada are in IT , Energy , Tech , Green Energy, Real Estate, Studio Production houses, Acquisition of Sick Business, Manufacturing- Chips, bolts n nuts, Retail , Nursing – Care givers , F & B ,Traffic Management, Data Analytics,(it is Gold mine), Startups , Cement etc.. Each province gives different rebates.

Opportunities in Australia are in Dairy, Tech , Supply Chain Management, Manufacturing – Chips, Fiber Optics, Sports / Fitness – supplements, equipment's, they give incentives for IT and Accounting.

Treasurer Abhineet Seth thanked the guest speaker for pro-active session, appreciating his wisdom provided, which is right on target for a successful entrepreneurship. Vision and Time is cyclic, switching with phases are most important aspects for Entrepreneurs. Thanked him also for most detailed inputs for investing in Canada and Australia.

Chairman Baljit Singh Bedi presented the guest speaker a small plant on behalf of AoE.

AoE Mentoring

Chairman Mentoring committee Veer Sagar appraised the status. Bhrigav Jain was given mentoring and are waiting for input on financials. Mentoring team knowledge expert member Vice Chairman Naresh Vij held meeting with all the staff members of Mentee Abhishek Jain and gave training and action plan as per mentoring schedule was implemented. Mentoring Chairman Veer Sagar sought views of Mentee Abhishek Jain, who said he is greatly benefitted. Mentor Naresh Vij informed that mentee has lot of work to do and is working on it.

Internal Speaker

Secretary Neeraj Bhargava introduced the internal speaker AoEan Abhijit Roy as an expert entrepreneur and pioneer of IT Industry. Founder – AAPNA Infotech Private Limited.

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

- ZOHO, InfoEdge and Zeroda are mainly 3 companies which are profitable out of 107 Unicorns.
- Growth is no longer determined by profits or losses, but how much money a start-up can raise from its investors.

- Karm kiye ja phal ki icha mat rakh ae insaan. Work hard but not necessarily to get to a goal.
- Inculcate a habit of constant growth, and get better than your previous self – no need to be the best.
- Hard work and constant growth of every individual will automatically result in growth of the organization.
- Everyone has value – we just need to help them bring it out.
- Focus on providing value – to your team, customers, partners – and profits will automatically come.
- In Organisation: Create Value NOT Profits. Cult Like Culture. Experiment a Lot - keep discovering. Home Grown Management. Never "Good Enough" – keep working hard to get better.
- The Infinite game as advised by Simon Senek - No Competition, There are no Winners, to become Great NOT Best.
- Simple Management principles - Be yourself - No pretenses, Brutally honest - nothing to hide, Humility - accept your mistakes, Always learning – a never ending journey, It's all about others - Givers Gain concept, Being Great Is a Matter of Conscious Choice and Discipline : Jim Collins .

Founder Chairman Veer Sagar thanked and specially complimented Internal Speaker on his presentation for providing knowledge which was unique. Learning was more than what we got in last many years.

Gives And Asks: - Founder Chairman is looking for distributor / Franchise for Criconet, also Corporate Lawyer / Factory Manager for Solar Batteries Company. General Secretary asked if anybody has connect with Governor of UP.

Treasurer AoEan Abhineet Seth apprised members of financial status. Contribution is Rs.14000/- per Annum. 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 Baljit Singh Bedi thanked Guest Speaker Amber Rana for excellent presentation. Thanked Varun Madhok for bringing him on.

Chairman thanked Internal speaker Abhijit Roy for brilliant presentation of his wonderful journey and for sharing the Learning's.

Chairman requested AoEans 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. Thanked Neeraj Bhargava for excellent Venue.

Chairman Baljit Singh Bedi requested each member to be present on 123rd AoE meet scheduled on 17th December and for the Social.

Tejindar Singh Bedi
Executive Administration