

What today's leaders say about this book

The book is compact, colorful and has a user friendly format. The use of humorous illustrations further adds life and optimism, making it a pleasant read. I would say it is a compilation of powerful and timeless thoughts, essential for all of us for all times. These quotes would certainly be very handy for students, professionals and speakers

—Deepak S Parekh, Chairman, HDFC

It is a great collection of quotes and many persons like me will find it very useful. I will keep it in my bedroom so that I can refer it from time to time.

—Rahul Bajaj, Chairman, Bajaj Auto

Rich in inspirational and pertinent truths and philosophies about everyday work and different aspects of life.

—R. S. Sharma, Chairman and Managing Director, ONGC

I will treasure this book in my collector's shelf and will refer to it frequently. These sort of great quotes provoke us to reflect on life and guide us to live better with purpose.

—G M Rao, Chairman, GMR Group

All the efforts you have put in to handpick these beautiful pearls of wisdom will go a long way in teaching, guiding and inspiring so many young minds!

—Vivek Oberoi, Actor



This handy book contains inspiring quotations on life by great thinkers and leaders such as Ralph Waldo Emerson, Swami Vivekananda, Helen Keller, Confucius, Mahatma Gandhi, Peter Drucker, Albert Einstein and Martin Luther King Jr., and many others. Each quotation has a deep meaning and is both inspiring and thought provoking.

This simple yet profound collection will provide you with wisdom on how to lead a richer life through its different chapters

Humorous caricatures have been included to make the thoughts accessible and entertaining.

Royalty earned from the sale of this book will be donated to the Motilal Oswal Foundation that contributes to various charitable activities.

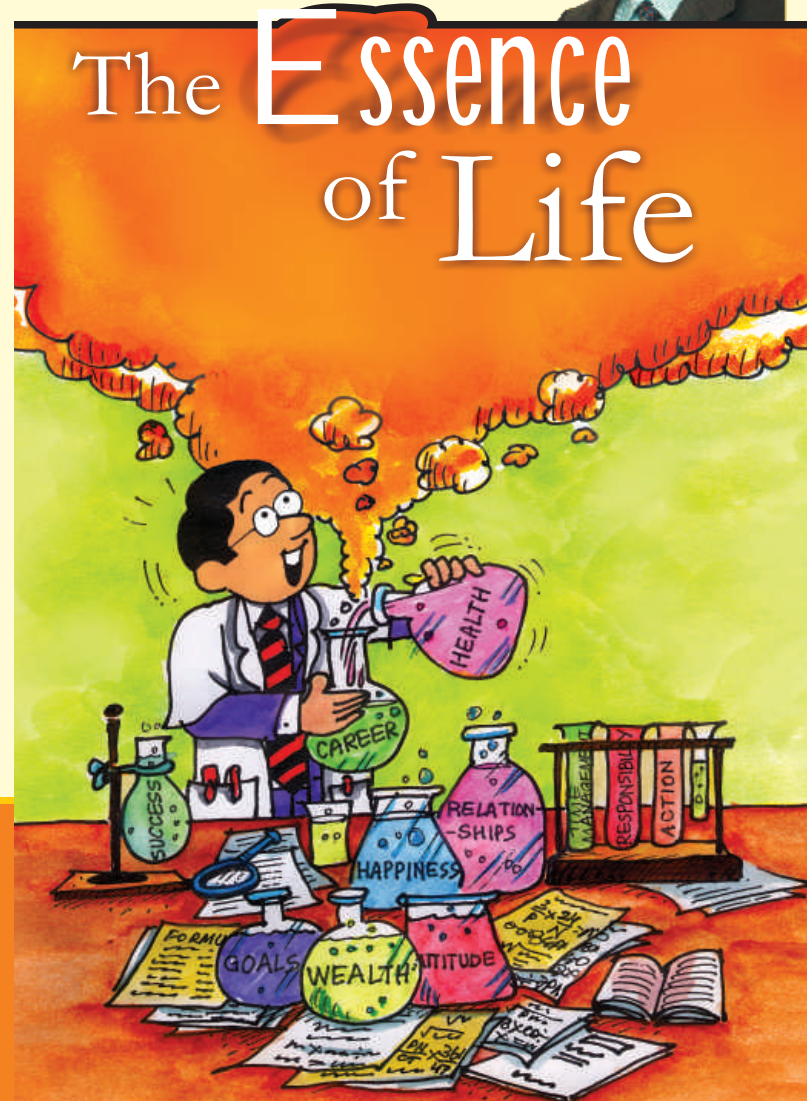
Illustrations by Mr. Homi Bamboat

Motilal Oswal

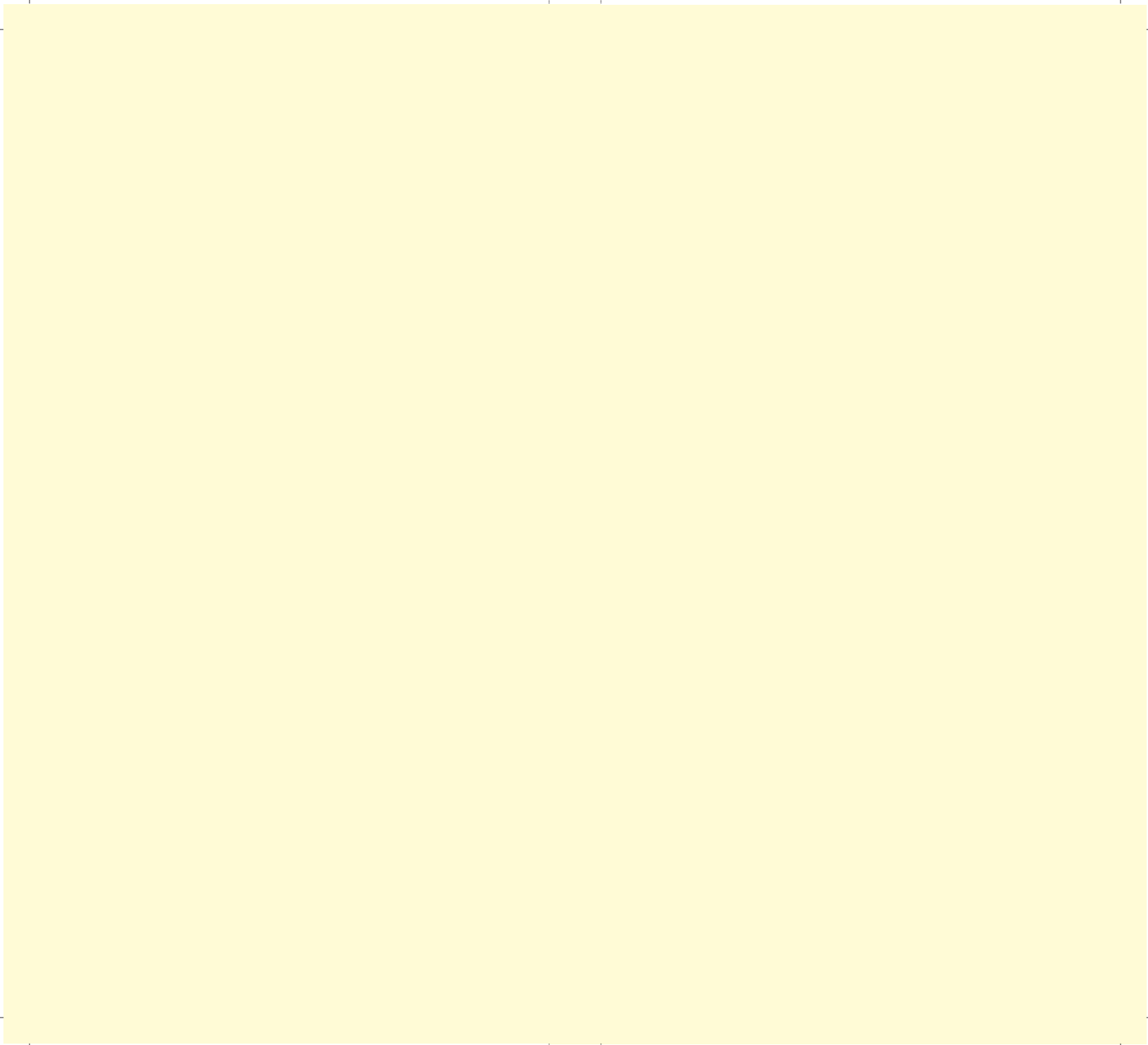


The Essence of Life

The Essence of Life



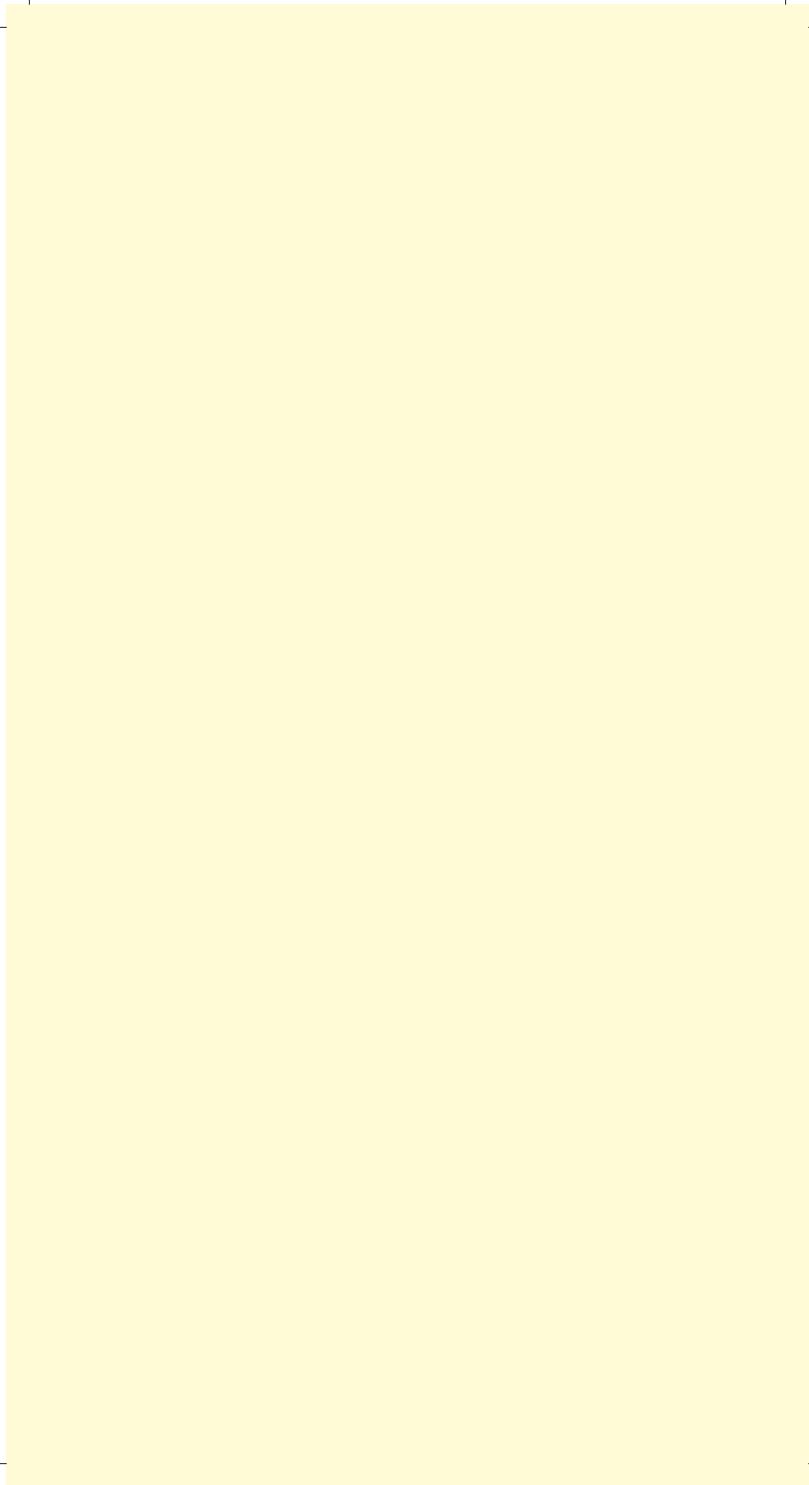
Motilal Oswal





*This book is especially for my lovely
children; Pratiksba and Pratik.
They are life's best gift to me. I would like
to share with them the goodies of life.
I am sure they would be enriched by this
treasure trove of quotes!*





Preface



In the recent past, I published a book of quotes - 'The Essence of Business & Management'. This book included a few of my own thoughts and other quotes – all acquired by reading and day-to-day practical experience.

The 'Essence of Business and Management' and a book on 'Wealth Creation Thoughts' by my co-promoter, Raamdeo Agrawal, cover two aspects- business and capital markets.

A book of quotes on the very topic of LIFE will make this a complete collection. Hence, this book!

I have had my share of good and tough experiences in the last 48 years, and learned some precious lessons in the process. I have traveled, met and interacted with many people. I have been continuously reading and reflecting on life and business. All of this has shaped me and the contents of this book.

I share not only the quotes but a few thoughts on all the themes or quote-categories in this book. This will enable the readers to not just read, but feel the quotes in the way they have touched my life.

Quotes are powerful. Just a few words capture so much truth and wisdom. They are highly impactful. They have the power to motivate and spur us on. They impose laser-like focus on our thinking and guide us. Over the years, I have had the pleasure of sharing such quotes with many people; and they have made a lasting impact all round. To this day, I continue this daily ritual of lighting up minds with quotes.

Why daily? This again can be answered by a quote. As Zig Ziglar said "People often say that motivation doesn't last. Well, neither does bathing - that's why we recommend it daily." Well said!

I would like to appreciate the efforts put in by Ramnik Chhabra, Hari Krishnan, Jigisha Dwivedi, Rahul Vitekar and Kejal Tolia of our team.

I trust this book will add value to your life. I look forward to your feedback as well.

Thank you,
Motilal Oswal





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Happiness

*I*n today's 'fast forward' life, when we hear the words 'Happy Birthday' and 'Happy New Year', we realize that they are just pleasant verbal exchanges. True depth of meaning and feeling is missing. Isn't it?

Life is stressful and complicated and makes us miserable. Or is there something within us that makes things miserable? Are we making life difficult and complicated for ourselves?

All of us wish for happiness and peace. But what will get us there? Many think it is material possessions. Many are caught in the 'if-then' mode ("If only I had so-and-so, then I would be happy"). And so, they postpone happiness in the rush for new wants and wishes.

People often put the cart before the horse. We can equate the horse to 'being happy' and the cart is 'things we want'. We think that once we get things we want we'll be happy. But Happiness comes first. It empowers us to acquire the rest.

Good health, good relationships and positive thoughts are the only prerequisites for happiness.

Sometimes we do get it right, and are happy. But the happiness is short-lived. We chase it away and rejoin the rat-race.

My daughter became a doctor after five years of focus and hard work. When the results came in, we were overjoyed! But in a few days, we let go of the immediate joy and went into planning mode to better her career.

We also let small irritants cast a shadow over the big moments. Jealousy, comparisons and unreal expectations cause a lot of harm. Don't sweat the small stuff! Treasure good things, good memories and let go of the rest. True Happiness comes from within, and does not lie outside of us. We can create a mind-set full of positive thoughts. Count our blessings and enjoy the simple joy of being alive!

We are responsible for our own happiness.

Happiness



The key to happiness is not that you never get angry, upset, frustrated, irritated or depressed; it's how fast you get out of all this nonsense

We tend to forget that happiness doesn't come
as a result of getting something we don't have,
but it rather comes by recognizing and
appreciating all that we have
~ **Frederick Keonig** ~



Happiness is a perfume which
you cannot pour on someone without getting
some on yourself
~ **Ralph Waldo Emerson** ~



Happiness is the result of a healthy body, positive
thoughts and balanced emotions



The best and most beautiful things in the world
cannot be seen or even touched,
they must be felt with the heart
~ **Helen Keller** ~



The purpose of life is not to be happy. It is to be useful,
to be honorable, to be compassionate, to have it make
some difference that you have lived and lived well
~ **Ralph Waldo Emerson** ~



The key to happiness is having dreams...
the key to success is making them come true
~ **James Allen** ~

Happiness



Hurting someone is as easy as cutting a tree within a moment.

But making someone happy is like growing a tree.

It takes a lot of time, care & patience

Happiness is when what you think, what you say, and
what you do are in harmony
- **Mahatma Gandhi** -



The happiness in my life depends on the quality
of my thoughts



Spend a day shifting the focus from seeking love
and appreciation to offering love and appreciation
and it automatically will be the
happiest day of your life



Heart is not a dustbin to dump
all the worries of your life!
It is a golden pot for collection of
sweet moments of your life!



Close your mouth, quiet your desires
and your life will be full and healthy.
Keep talking and meddling in the affairs
of the world and your life will be beyond hope
- **Lao Tzu** -

Happiness



There is no road in the world that goes to happiness...but happiness can take you anywhere in the world

Happiness depends on what you can give,
not on what you can get
~ **Swami Chinmayananda** ~



If you want to maximize your happiness, then make a
habit to share your happiness



Want to make your home, workplace or
community a happier place?
Start by being happy yourself and your happiness will
be contagious.
~ **Lucy MacDonald** ~



Mind is the most powerful thing in the world.
One who has controlled his mind can
control anything in the world
~ **Swami Vivekananda** ~



Nothing lasts forever - the present moment of
joy and sorrow will soon pass away



Heaven has two gates, humility and contentment.
Hell has two gates, pride and greed



The result of anger is always more painful than the
reason for anger





Health

Walking and Exercise have been a part of my life for the last 24 years. It has now become a passion with me. This fitness regime includes yoga too. Sure, it requires a lot of discipline and motivation. Early morning, there are people in the jogging park. Only about 5% of the population is proactively into fitness activity. Many people turn to walking, jogging and yoga only when a doctor or a health problem causes them to.

These same people religiously do the maintenance of their cars, homes and offices; but spare no time or thought for their own bodies.

Most human beings wish for better health, but are not able to act on their wish. 'Knowing' and 'Doing' are two different things. Many people worsen their health by doing undesirable things in spite of knowing the result of their actions. They prioritize other things and health falls by the wayside.

On a deeper level, it is true that a healthy mind can only reside in a healthy body. Positive thoughts, good relationships and a stress-free environment often come from good health.

Health Management is the combination of physical fitness and diet. I came across this book by Rujuta Divekar, 'Don't lose your mind, lose your weight'. The book made me change my food habits and positively enhanced my health and wellbeing. But one must be careful not to overdo the fitness bit. My injuries due to over-enthusiastic squash and marathon running sessions remind me of that!

Laughter is such a positive daily vitamin for good health. A very powerful stress-buster!

God has given us 24 hours in a day. Surely, we can invest 30 minutes of the day in taking care of our health. The investment will yield disproportionate returns. We need to 'just do it'!



Age is an issue of mind over matter.
If you don't mind, it does not matter
~ Mark Twain ~

So many people spend their health gaining wealth,
and then have to spend their wealth to
regain their health
~ **Reb Materi** ~



Stubborn people suffer much



Two things are bad for the heart
– running uphill and running down people
~ **Bernard Baruch** ~



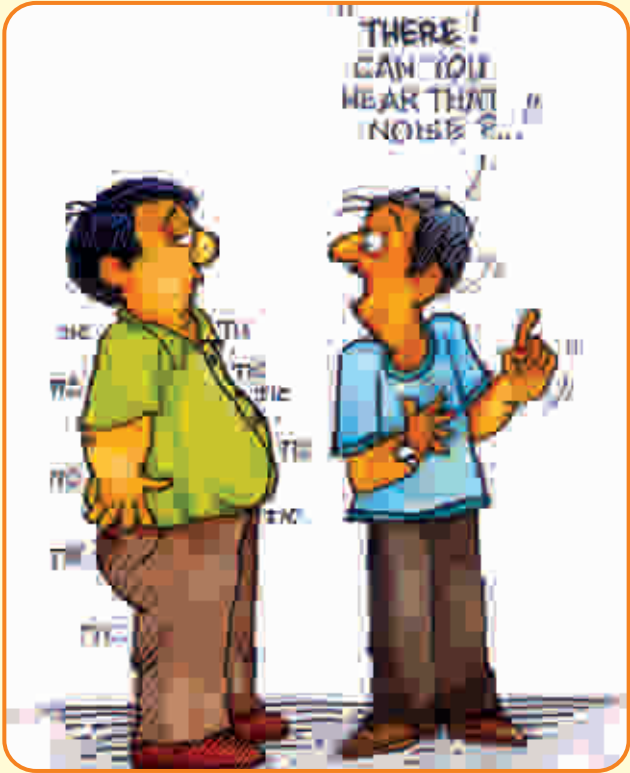
First half of our life we try to
gain wealth and lose our health;
Second half of our life we
spend wealth to regain our health



I can use weight as an indicator of what else is going
right or wrong in my life. So when I start adding a few
pounds, I start paying attention to what that means in
other areas
~ **Charles Garfield** ~



So many men – and increasingly more women – bear
tremendous physical demands and
elevated levels of stress. Their bodies warn them
for years before they have any big trouble
~ **Charles Garfield** ~



My fat scares me - it's a ticking time bomb
~ Carrie Latet ~

It's well documented that there's a correlation between your fitness and not only your performance but also basic things like self-esteem, self-love, self-acceptance.

- **Charles Garfield** -



Best doctors in the world:
sunlight, water, rest, air, exercise, diet, family,
self confidence



Those who believe that they do not have time for exercise, must understand that sooner or later, they will have to give time to sickness



Just like our bodies need food everyday, our minds need positive thoughts everyday

- **Shiv Khera** -



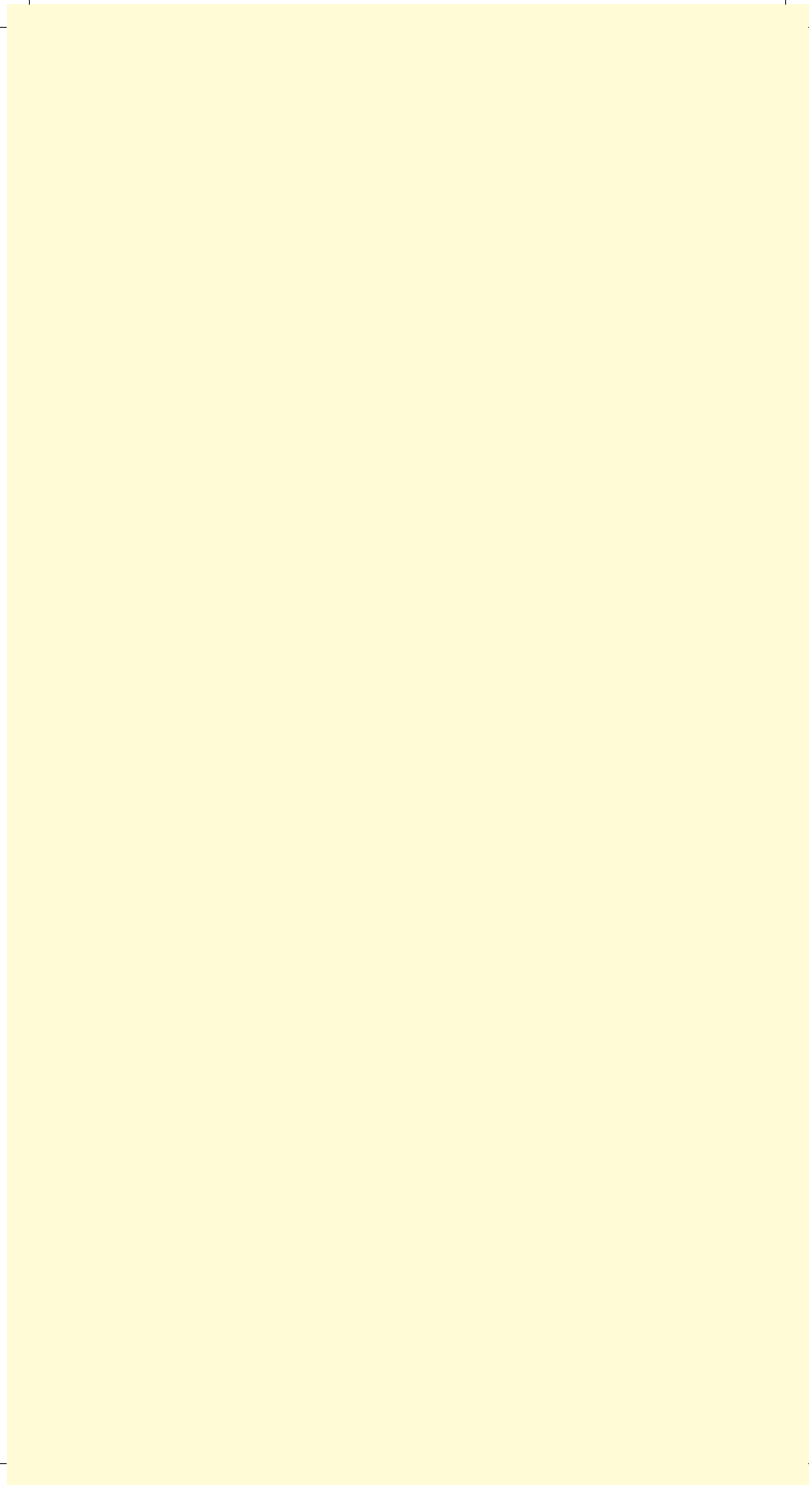
Every human being is the author of his own health or disease

- **Buddha** -



Your body is the baggage you must carry through life.
The more excess the baggage, the shorter the trip

- **Arnold H. Glasgow** -





Relationships

Relationships create meaning in our life. Our bonds with our parents, siblings, business associates, team members are very special. But we often start taking them for granted. We do not nurture them. This is ironic because our Indian culture gives great importance to relationships as compared to the western world; where people are lonely and alienated.

Relationships take an entire life to build, nurture and maintain; but only a few seconds to break. They can neither be bought nor sold.

I have seen many successful people build big businesses on the foundation of very strong relationships. And I have seen some struggle simply because they were unable to hold on to their relationships.

We need to have the mindset of a giver instead of a taker. 'Giving' gives us credibility. The beauty of life is that when we give, we receive many times over. Genuine caring and giving builds life-long relationships.

I am in touch with my school friends and distant relatives. Our family is a close-knit one. I always make an effort to reach out and be in touch with colleagues and friends. I wish around two thousand people every year on their special occasions; be it birthdays or anniversaries. I send thank-you cards, share books, articles, mails, and quotes with many of them. I derive a lot of pleasure and intense satisfaction from being connected.

My experience tells me that the best way to manage relationships is to appreciate people, be honest with them; and have an attitude of giving and utmost humility.

How do we do that? By connecting with our real self and by listening. Listening is an extremely powerful binding force for relationships. Personal meetings and direct communications strengthen them further.



Relationships



Laughter is the shortest distance
between two people
~ Victor Borge ~

Keep away from people who try to belittle
your ambitions
~ Mark Twain ~



The more arguments we win, the lesser friends
we will have



A lot of trouble would disappear if people
talk "to" one another, instead of "about" one another



A wise man is one who forgets the faults of
others, but always remembers his own



People are made to be loved and things
are made to be used.
The confusion in the
world is people are being used and
things are being loved



Never tell your problems to anyone
except your dear ones.
Because 20% people don't care
and the other 80% people are glad that
you have problems
~ Aristotle ~

Relationships



Through saying those three simple words,
"I forgive you," lives and relationships
have been dramatically saved
again and again
~ John Gray ~

I have never gone to sleep with a grievance against anyone. And, as far as I could, I have never let anyone go to sleep with a grievance against me
~ **Abba Agathon** ~



When we don't forgive in one relationship, our love is restricted in all our relationships
~ **John Gray** ~



People will forget what you said, people will forget what you did, but people will never forget how you made them feel
~ **Maya Angelou** ~



You can make more friends by becoming interested in other people than you can by trying to get people interested in you
~ **Dale Carnegie** ~

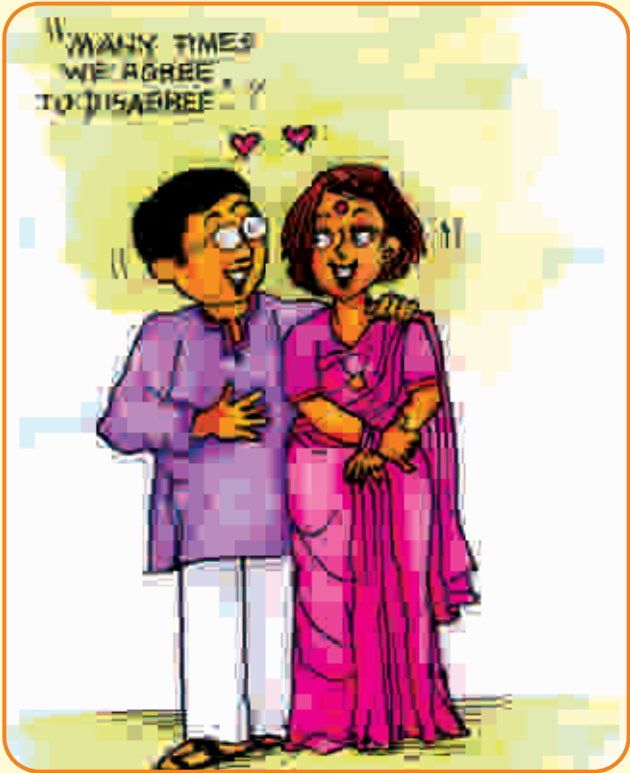


The quality of your life is the quality of your relationships
~ **Anthony Robbins** ~



Do not impose on others what you yourself do not desire
~ **Confucius** ~

Relationships



Most happy couples rarely have the same character and understanding. They just make the best of their differences

Truth of life: "Never play with the feelings of others."
Because you may win the game
but the risk is that you will surely lose the person



Be known as someone with a cool head, warm heart
and great character



You are great if you can find your faults.
Greater if you can remove/reduce them.
But you are the greatest if you accept & love others
with their faults



Family, health, friends and spirit:
these things dont come with a price tag.
But when we lose them, we realize the cost

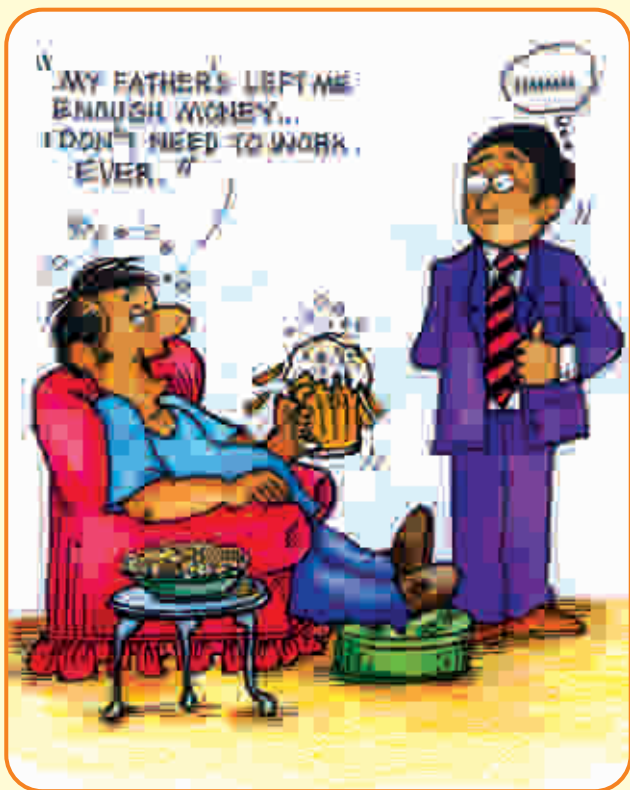


A single finger which wipes out your tears
in your bad time is much better than
ten fingers which join hands & clap in your victory



Being good to people is some what similar
to being a goalkeeper. No matter how many goals you
save, people only remember the one you missed!

Relationships



Leave your kids enough to do anything,
but not enough to do nothing!
~ Warren Buffet ~

We get comfort from those who agree with us,
but we get growth from only those who don't



“People are not difficult, people are different.”
If we understand this fact, we can build great
relationships and avoid many sour relationships



Life has made me realize that what is valuable
is not “what” I have in my life, but
“who” I have in my life



Forgiveness has nothing to do with whether someone
deserves to be forgiven
- it is an act of love, not of justice



You never pay attention to a part of your body
till it pains. Don't let it happen in your relationships



Find some time for the dear ones in your life.
Else one day you will find time but not the dear ones



It's better to lose your ego to the one you love than to
lose the one you love because of ego

Relationships



If you educate a man
you educate a person,
but if you educate a woman,
you educate a family

What we leave 'in' our children, is more important than
what we leave 'for' our children



Failure also looks beautiful, when you have a
loved one to support you.
Success also hurts, when you don't have a loved one to
wish you



Believing everybody is dangerous;
believing nobody is very dangerous
- Abraham Lincoln -



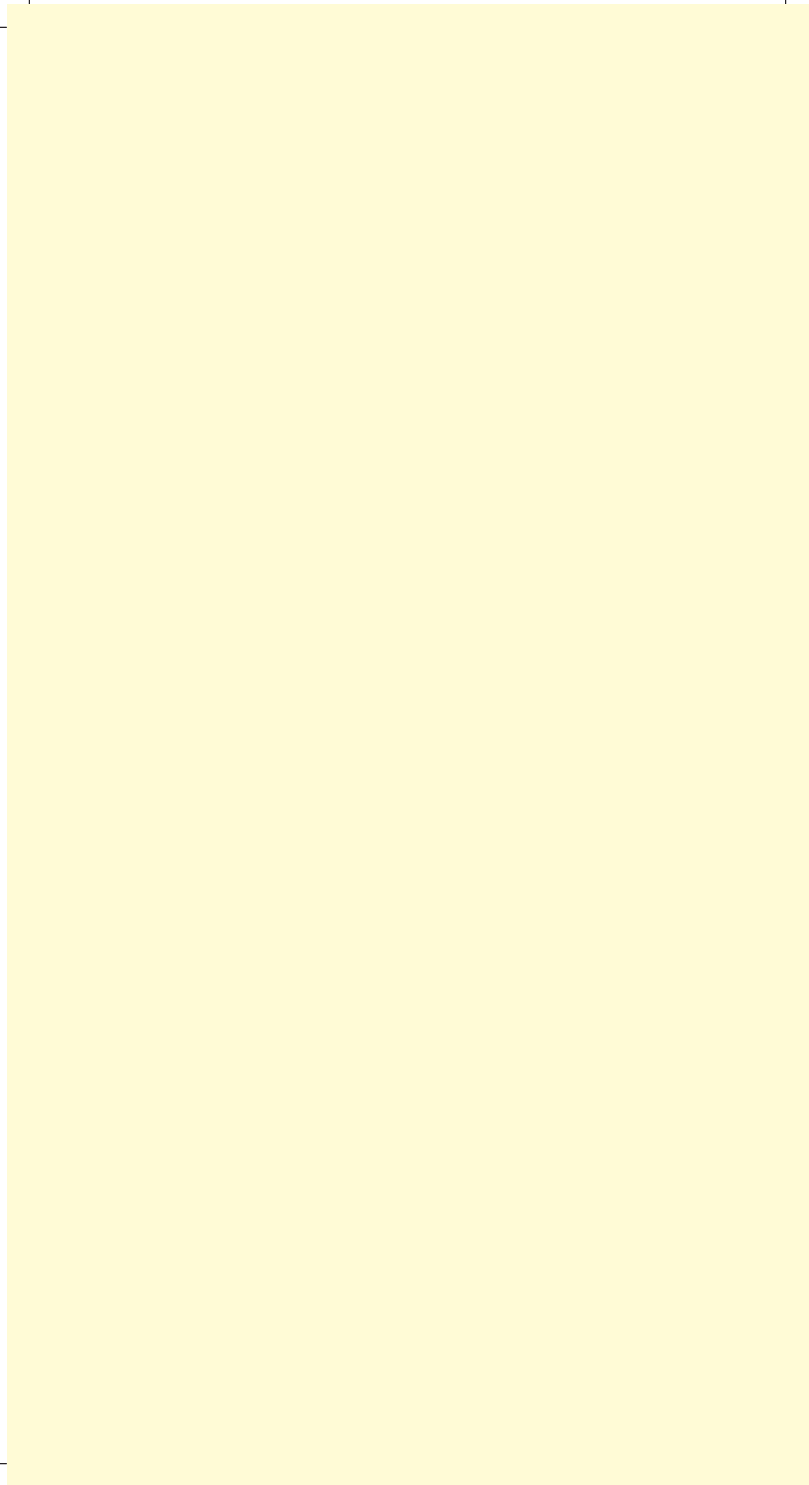
When a man points a finger at someone else,
he should remember that
three of his fingers are pointing at himself



Bees that have honey in mouth have stings
in their tails. So be careful with those who
pretend to be sweet



The bitter hard reality of life is that when you
need advice, everyone is ready to
help you, but when you need help, everyone is ready to
advise you





Wealth

*I*n this materialistic world, people spend disproportionate time and effort to acquire wealth. Money is given prime importance at the cost of our health, relationships and values.

Yes, wealth is very important; but it is not everything. No amount of wealth is enough for people in blind pursuit of it. Many relationships have been broken by the lure of gold.

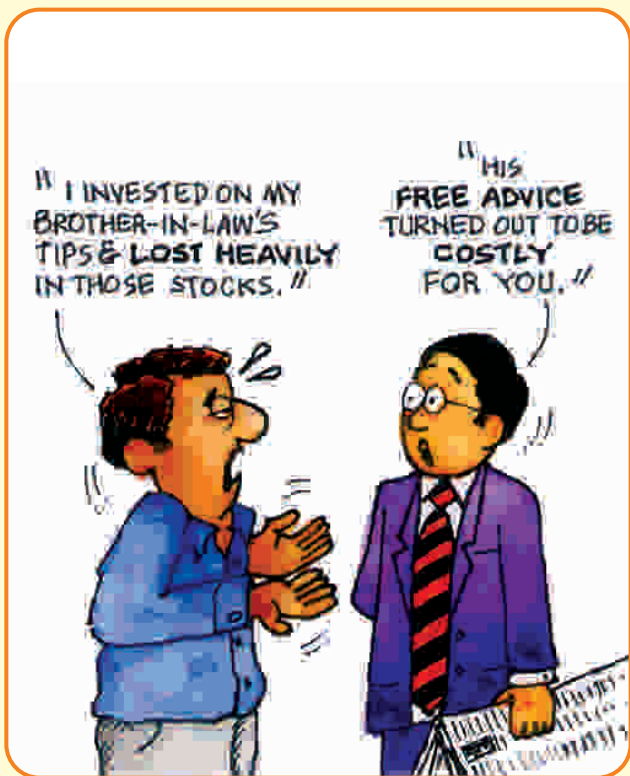
My experience is that you don't have to compromise on your health, relationships, and values. Sure enough, if we take care of them, we actually are in a position to gain sustainable wealth! No shortcuts will do. A sense of balance and appreciation for the finer aspects of life is the only way.

After all, what is the point of having wealth if you don't give time to family? What is the point in having wealth if you fall sick every week? What is the point in having wealth if you are not enjoying your kids company? Or that of your loved ones? What is the point in having wealth if you don't care for society?

There are so many people who have wealth, but very few people who really enjoy it.

Let me also share that earning wealth and investing wealth are two distinct activities and require different skill sets. Very few people are good at both.

Wealth



Your most expensive advice is the free advice you receive from your financially struggling friends/relatives
~ Robert Kiyosaki ~

If you are born poor, it's not your mistake,
but if you die poor, it's your mistake
~ **Bill Gates** ~



Too many people spend money they haven't earned, to
buy things they don't want, to impress people they
don't like
~ **Will Rogers** ~



Money will buy me a house, but not a home;
a bed but not a good nights sleep;
a companion but not a friend;
a good time but not peace of mind
~ **Zig Ziglar** ~



There is only one class of people that thinks more
about money than the rich and that is the
poor. In fact, the poor can think of
nothing else
~ **Deepak Chopra** ~



When money talks, there are few interruptions
~ **Herbert V. Prochnow** ~



Do not focus on how to spend less money,
instead, focus on how to earn
more money to spend
~ **Ratan Tata** ~

Wealth



Always remember, money isn't everything, but make sure that you've made lots of it before talking such nonsense

~ Bill Gates ~

Being rich is having money,
being wealthy is having time



Silver in the hair is respected only when
gold is in the pocket



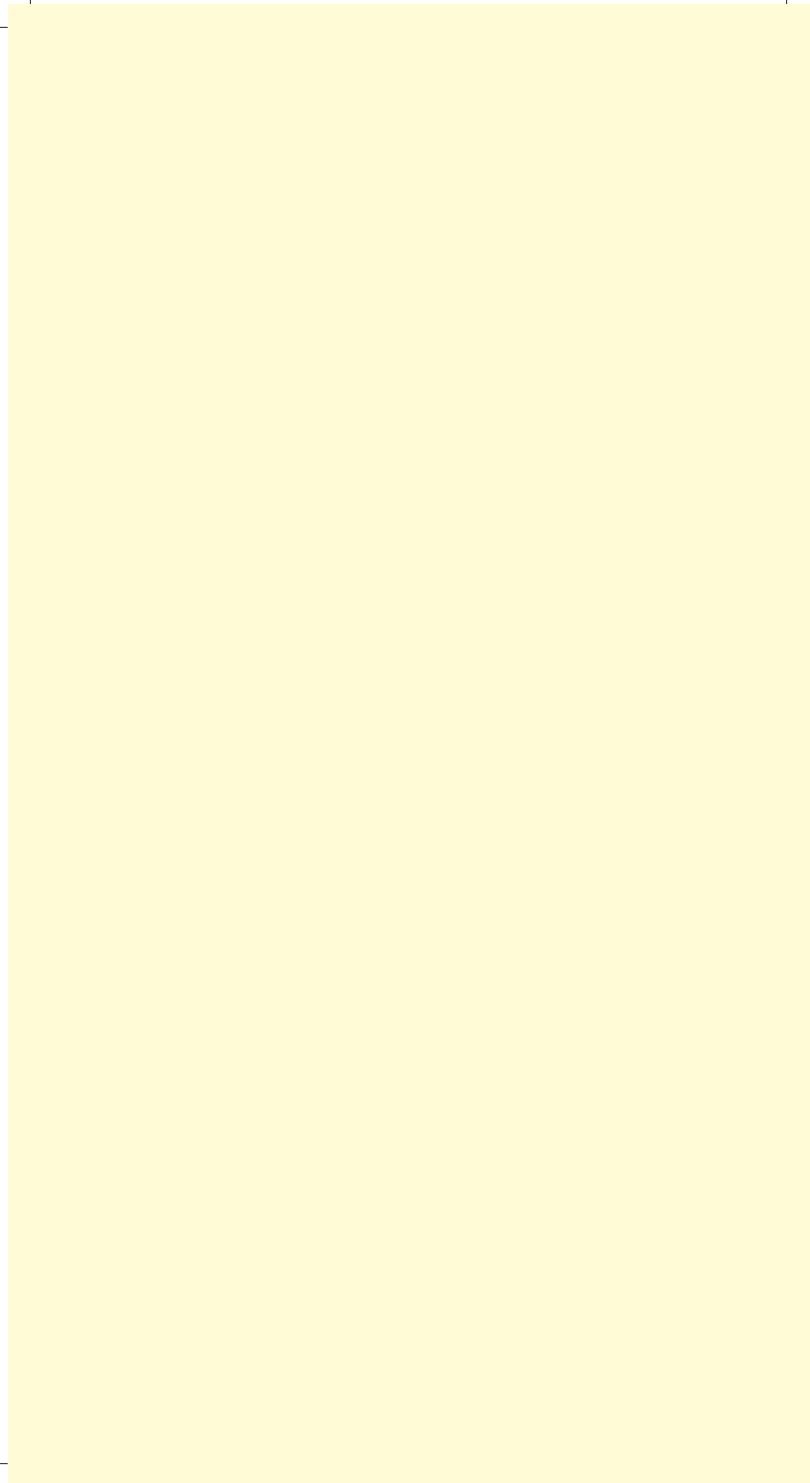
Money is an excellent servant,
but a horrible master
~ **P. T. Barnum** ~



There is no amount of money in the world
that will make you comfortable if you are not
comfortable with yourself.
~ **Stuart Wilde** ~



Keep my hand outside the coffin,
so that the
world knows that the one who won the
world had nothing in hand
when he died
~ **Alexander** ~





Career

I have seen many people who think and behave as if life is work and work is life. They eat, sleep, and drink work, work and only work.

Such an approach is fine if you have made peace with yourself that work is the only thing that matters and you truly enjoy work. Indeed, goal clarity is indispensable for career-success. But, that is often not the case. Many individuals are drifting through their careers and do not succeed. What takes us far is focusing on priorities, team building and effective delegation.

If not managed well, work negatively affects health, relationships and our fulfillment. We need to reflect when that happens.

Let us remind ourselves that LIFE is much, much bigger than work. Work, after all is just one aspect of life. Our health, our emotional well-being and happiness, our relationships—they are the more important aspects.

There was this tragic news of a young multinational CEO who passed away suddenly at the very young age of forty-two. Sleep-deprivation and a highly demanding work routine might have played a major role in nipping such a promising career in its bud.

Indeed, work-related tensions are rising and they harm health in a big way.

I work hard; but have taken adequate care to see that work doesn't come at the cost of family time, vacations, fitness programs, diet discipline and reading time.

We must also differentiate between activity and productivity. Stress and burn-out happens when we are stuck in mundane activities. We must be mindful of this distinction and keep a sense of proportion.

Career



An important attribute of successful people is their impatience with negative thinking and negative acting people

He who stops being better, stops being good
- **Oliver Cromwell** -



Winners recognize their limitations
but focus on their strengths.
Losers know their strengths
but focus on their weaknesses



A man is not paid for having a head and hands,
but for using them
- **Elbert Hubbard** -



There are no short cuts to any place
worth going
- **Beverly Sills** -



If you do what you've always done, you'll get
what you've always gotten
- **Anthony Robbins** -



Most people decide emotionally and then
justify logically

Career



I have never in my life learned anything
from any person who agreed
with me
~ Warren Buffet ~

If you find yourself in a hole, the first thing to
do is stop digging
~ **Will Rogers** ~



Everything you want is just outside
your comfort zone
~ **Robert Allen** ~



We judge ourselves by what we feel capable
of doing, while others judge
us by what we have already done
~ **Henry Wordsworth** ~



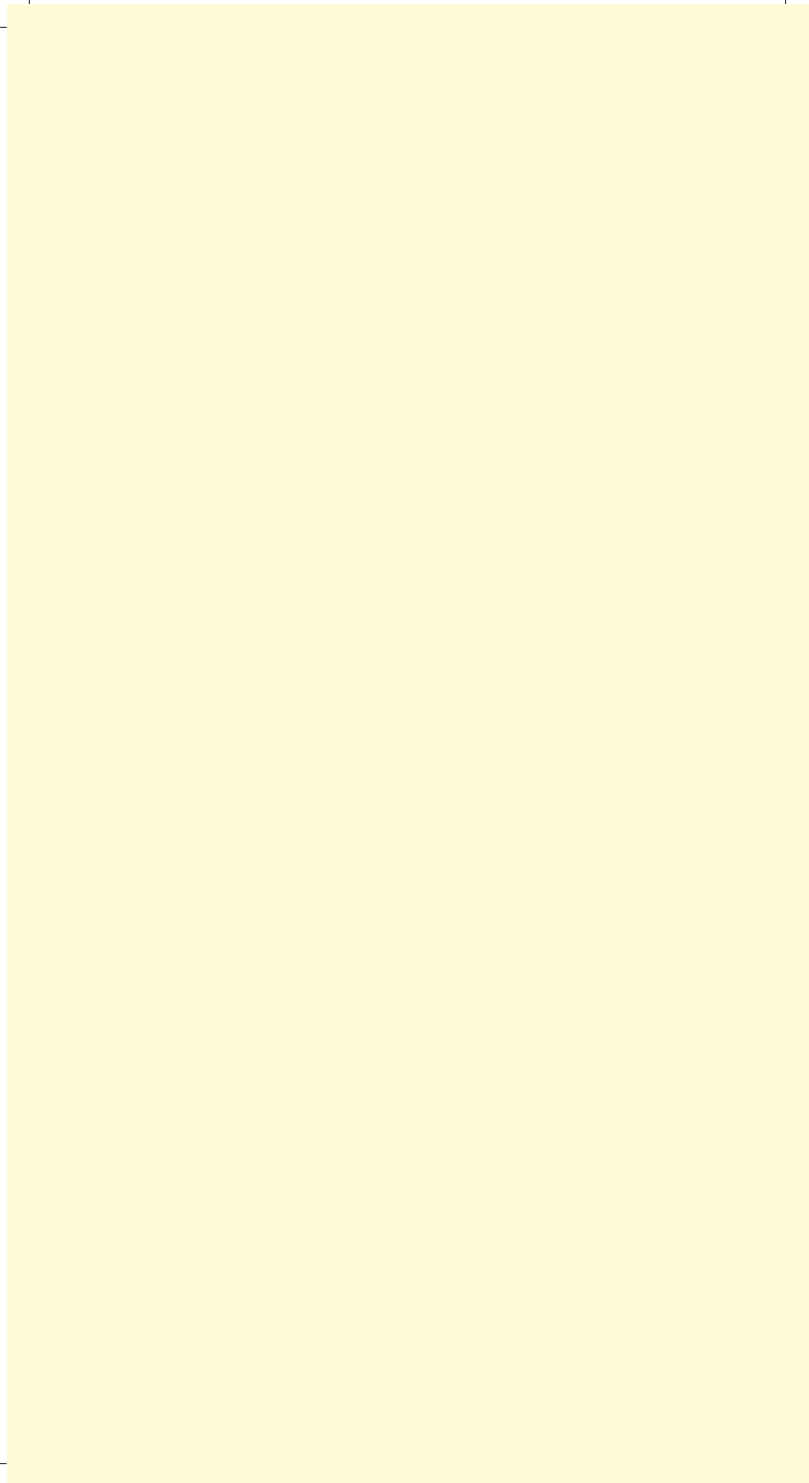
H . A . L . T. Method for a successful life:
Never make a decision when you are -
Hungry, Angry, Lonely or Tired!



There are four kinds of people:
those who make things happen;
those who watch things happen;
those who wonder what happened;
and those who don't know that anything happened!
~ **Mary Kay Ash** ~



Lack of confidence is born from a lack of preparation
~ **Shannon Wilburn** ~





Goals & Vision

*I*n my orientation address to new associates, I invariably end up asking them – what are your goals? Quite a few answers are vague. The thinking behind the answers is muddled or wishful thinking.

A fact of life is that very few people have well-defined goals. Only 3% of people on this earth have well-defined, written goals. Goal-setting – the process of getting crystal-clear clarity on goals- is the most critical activity for individuals and organizations.

Without goals, you are like a football! Everyone is kicking you and you are at the mercy of others. Goals create a definite purpose in life. They stimulate a positive change by giving a sense of direction. We know where to go and stride confidently into the future.

Without goals, we are like a ship adrift in the ocean-dull and motionless.

Goals have to be SMART - Smart, Measurable, Achievable, Realistic and Time-bound. It has become a cliché – accepted but not practiced.

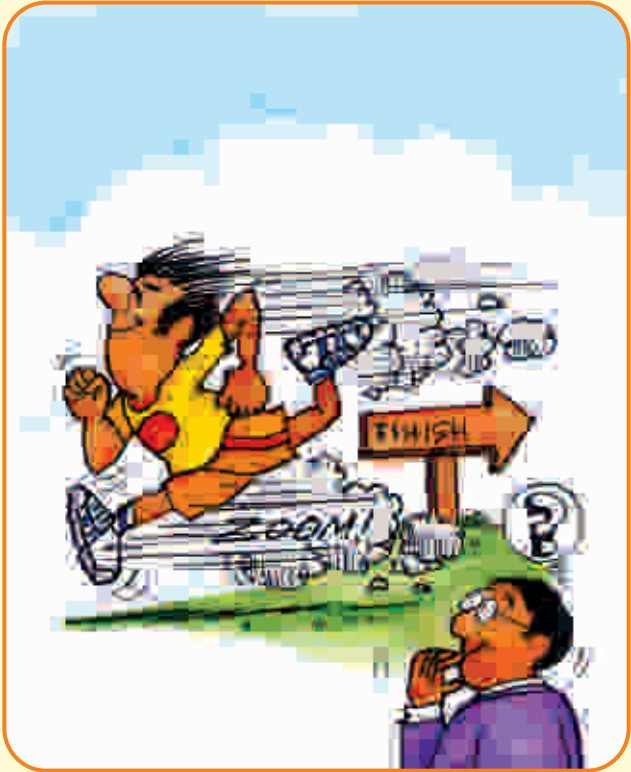
Goals should also make us stretch as only then will we build capability and surpass our limits. We have to think big and get out of our comfort zone.

When I was studying at the higher secondary level, my goal was to be a chartered accountant. I achieved my goal and became one. When we started the broking business, there were thousands of brokers in the industry. Yet, we ambitiously set ourselves a goal of being at the very top in this competitive space. We achieved that within twenty years.

The beauty about goals is that there is always something to look forward to and achieve.



Goals & Vision



Speed is useful only if you are running in
the right direction
~ Joel Barker ~

It is not the mountain we conquer,
but ourselves
~ **Sir Edmund Hillary** ~



By recording your dreams and goals on paper,
you set in motion the process of
becoming the person you want to be
~ **Mark Victor Hansen** ~



The greater danger for most of us is not that
our aim is too high and we miss it, but
that it is too low and we hit it
~ **Michelangelo** ~



What ever the mind of man can conceive
and believe, it can achieve
~ **Napoleon Hill** ~

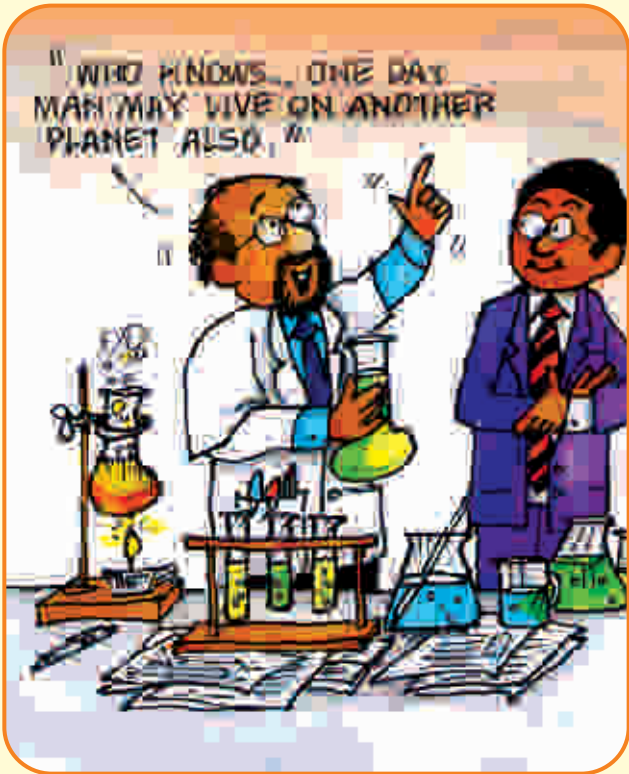


You see things and say, 'Why?', but I dream
things and say, 'Why not?'
~ **George Bernard Shaw** ~



Shoot for the moon. Even if you miss,
you'll land among the stars
~ **Les Brown** ~

Goals & Vision



There are no limits to what you can accomplish except for the limits you place on your own imagination. And since there are no limits to what you can imagine, there are no limits to what you can achieve
~ Brian Tracy ~

Don't decrease your goal to the extent of your ability,
increase your ability to the extent
of your goal



I've had dreams and I've had nightmares.
I've overcome my nightmares
because of my dreams
~ **Jonas Salk** ~



The person who chases two rabbits
catches neither
~ **Confucius** ~



People with goals succeed because they
know where they're going
~ **Earl Nightingale** ~

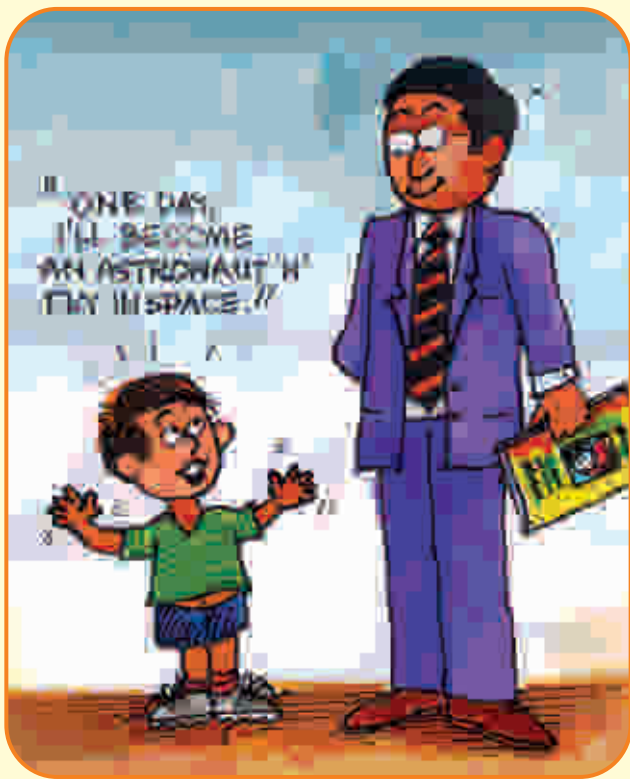


With goals you fly like an arrow, straight and
true to your target



A person with a clear purpose will make
progress on even the roughest road. A person with no
purpose will make no progress
on even the smoothest road
~ **Thomas Carlyle** ~

Goals & Vision



Begin with the end in mind
~ Dr. Stephen Covey ~

Obstacles are those frightful things
you see when you take your eyes
off your goal
~ **Henry Ford** ~



People never reach their goals because they
never set them in the first place.
They spend more time planning
a vacation than they do planning their
own lives
~ **Denis Waitley** ~



The me I see is the me I will be



Think big, think fast, think ahead.
Ideas are no one's monopoly,
you do not require an invitation to
make profits
~ **Dhirubhai Ambani** ~

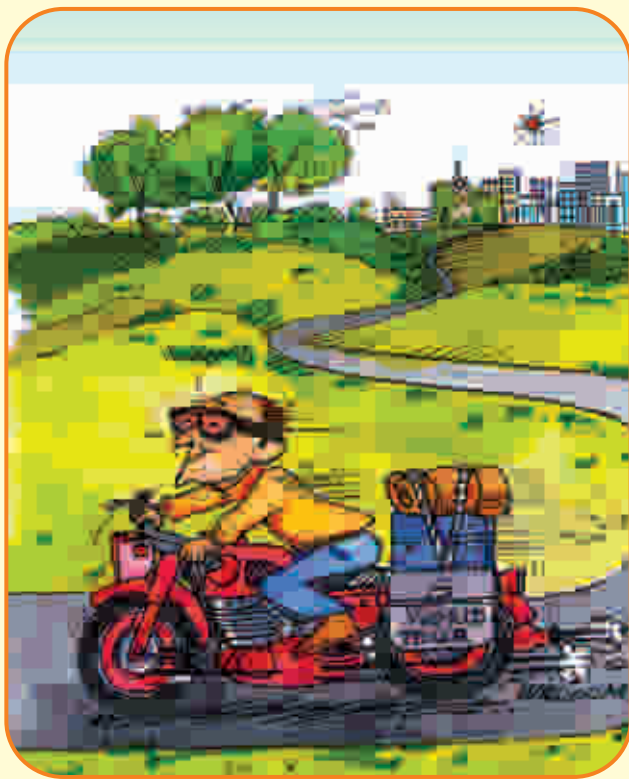


Even if I don't reach all my goals,
I've still gone higher than I would have, if I
hadn't set any



A goal without a deadline is not a goal but
it is a wish

Goals & Vision



You are never too old to set another goal or
to dream a new dream

~ Les Brown ~

If you can't fly, run. If you can't run, walk.
If you can't walk, crawl.
But whatever you do,
keep moving towards your goal
~ **Martin Luther King** ~



The world has the habit of making room for
the man whose actions
show that he knows where he is going
~ **Napoleon Hill** ~



It doesn't matter where you are coming from.
All that matters is where you
are going
~ **Brian Tracy** ~



It is more important to know where you
are going than to get there quickly.
Do not mistake activity for achievement
~ **Mabel Newcomer** ~



Show me a thoroughly satisfied man and
I will show you a failure
~ **Patti Hathaway** ~





Self Motivation

I love the saying 'Where there is a will, there is a way'.

In our organization, we always look out for people who are self-starters. Self-starters demand and take higher responsibilities and get the freedom to fulfill them. They are action-oriented and proactive. They are passionate about what they do; and are bouncing with high-energy all over the place!

The contrast between them and reactive people is eye-opening. You have to continuously push reactive people. And we don't like to push!

I come from a very small village in Rajasthan on the border of Pakistan. My father was a grain merchant. But, I was self-motivated to do something else; to be on my own. And that led me to where I am today. Similarly, it was her self-motivation that led my daughter to take up medicine.

It is self-motivation that drives people to achieve. Come to think of it, the external push, the external motivation may or may not come. Why do we wait? What if nothing happens?

We should raise the bar continuously inch by inch. On our own. And ignore the naysayer; the negative person.

I have faced many problems and challenges in my career; and it is my fighting spirit that has pulled me through.

I have found that self-motivation is the biggest motivation; resulting in miracles.

Self Motivation



I have not failed.
I've just found 10,000 ways that won't work
~ Thomas Edison ~

Luck is what happens when
preparation meets opportunity
~ **Seneca** ~



People often say that motivation doesn't last.
Well, neither does bathing
that's why we recommend it daily
~ **Zig Ziglar** ~



To reach any significant goal you must leave your
comfort zone. We have either physical comfort zones
or we develop mental, emotional, social or
psychological comfort zones
~ **Hyrum W. Smith** ~



Motivation alone is not enough. If you have an idiot and
you motivate him, now you have a motivated idiot
~ **Jim Rohn** ~



When you do anything new at first, people may laugh at
you then they may challenge you,
then they'll watch you succeed and then they'll wish
they were you!



I may be walking slowly, but I never walk backwards
and whenever I walk backwards, its for a long jump
~ **Carl Lewis** ~

Self Motivation



If one can do it, you too can do it. If none
can do it, you must do it
~ Japanese proverb ~

Conquer yourself and the world
lies at your feet
~ **Augustine** ~



The greatest glory in living
lies not in never falling,
but in rising every time we fall
~ **Nelson Mandela** ~



If you have the will to win, you have achieved
half your success; If you don't, you
have achieved half your failure
~ **David Ambrose** ~



Motivation is what gets you started. Habit is what
keeps you going
~ **Jim Rohn** ~

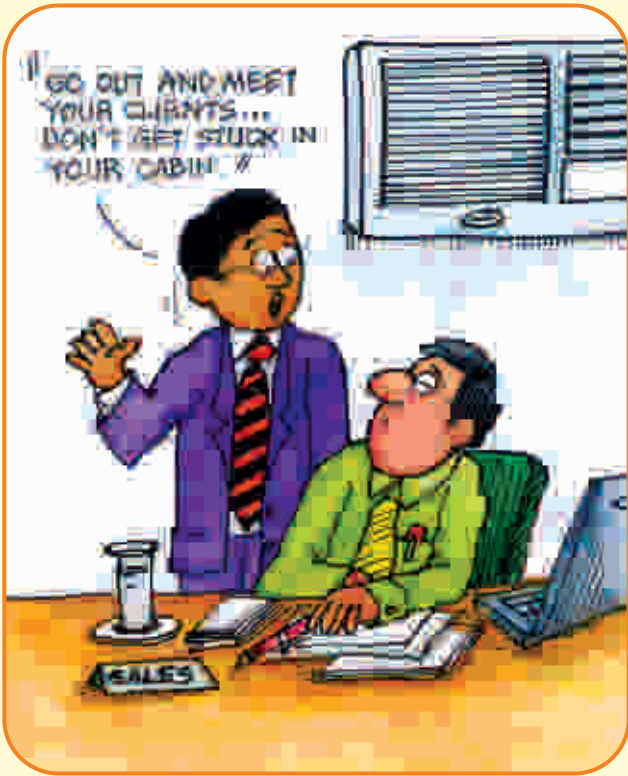


You cannot change your future, but you can change
your habits, your belief system. And sure they will
change your future
~ **Benjamin Franklin** ~



The only thing that stands between a man and
what he wants from life is often merely the will
to try it and the faith to believe that it is possible
~ **Richard Devos** ~

Self Motivation



Move out of your comfort zone.
You can only grow if you are willing to feel
awkward and uncomfortable when you try
something new
~ Brian Tracy ~

The only devils in the world are
those planted in our hearts & mind.
That's where the battle should be fought
- **Mahatma Gandhi** -



Difficulties in your life do not come to destroy you
but to help you realize your hidden potential...
let difficulties know that you are difficult!



Many will tell you,
'Quit now, you'll never make it.'
If you disregard that advice, you'll be mostly there
- **David Zucker** -



If you desire to blossom like a rose in the garden,
you have to learn the art of adjusting
with the thorns

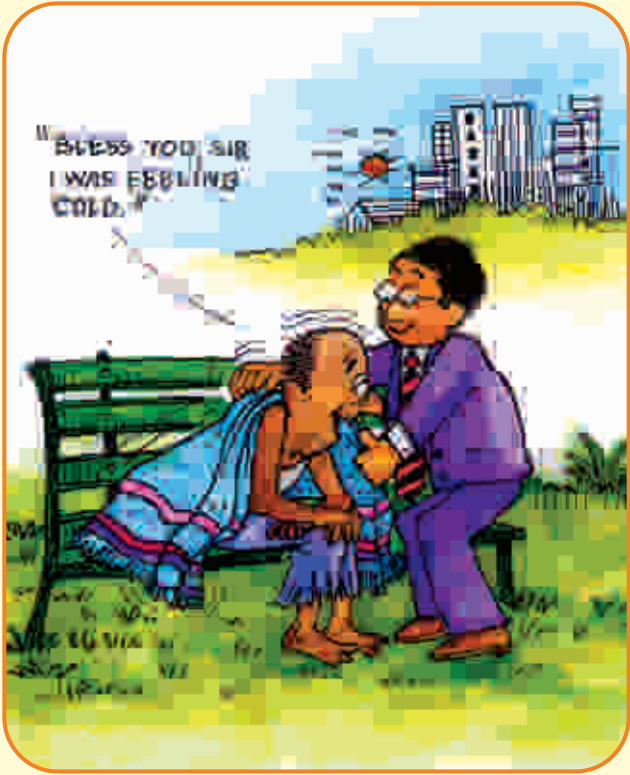


Difficult things take a long time;
the impossible takes a little longer



If we resist change, we fail.
If we accept change, we survive.
If we create change; we succeed

Self Motivation



When I do good, I feel good,
when I do bad, I feel bad. That's my religion
~ Abraham Lincoln ~

You must be the change you wish to see in
the world
- **Mahatma Gandhi** -



Every achiever that I have heard,
said one thing in common that,
'My life turned around when I began to
believe in me'
- **Robert Schuller** -



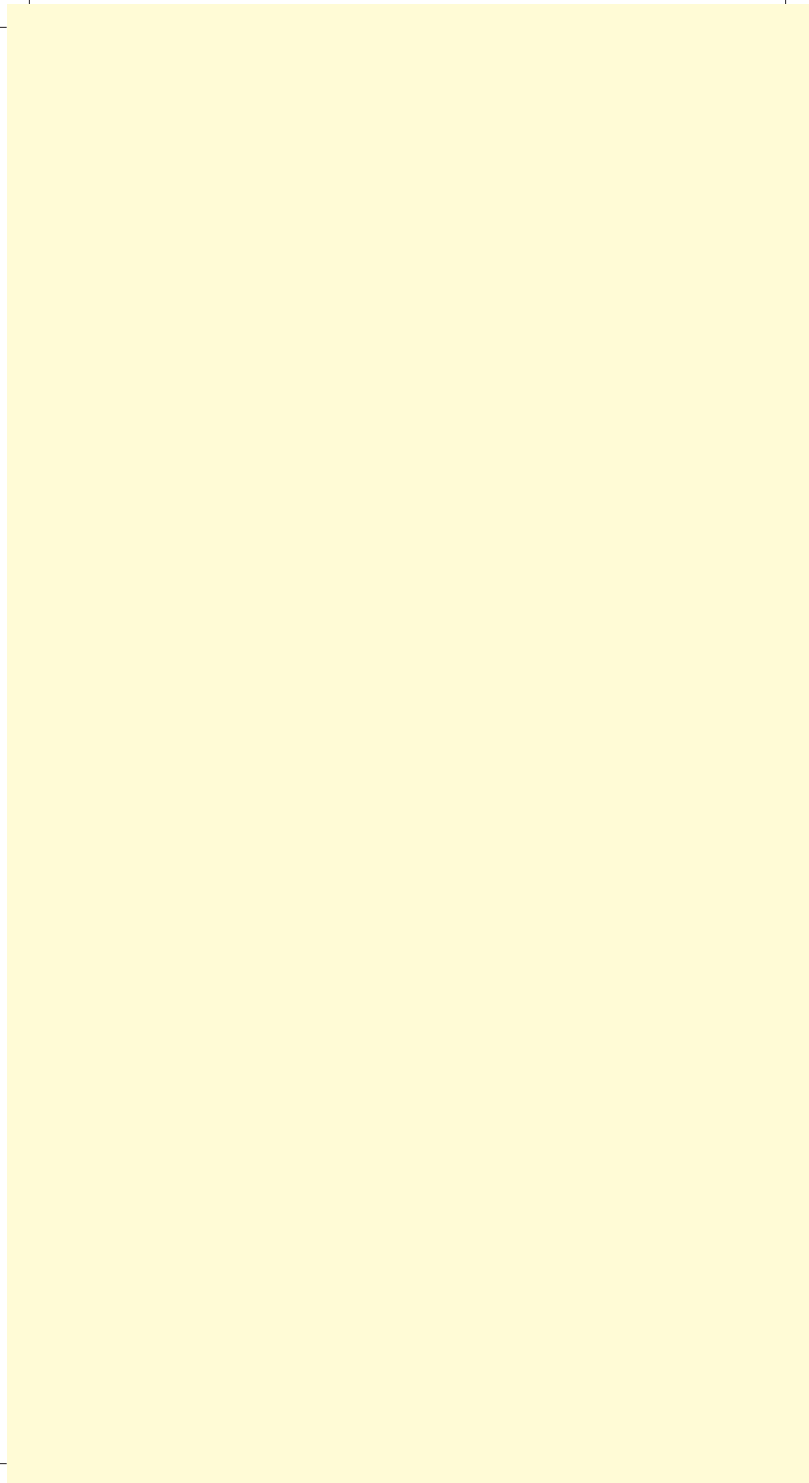
Your chances of success in any
undertaking can always be measured
by your belief in yourself
- **Robert Collier** -



I will come again & conquer you, because as a
mountain you can't grow but as a human,
I can
- **Edmund Hillary** -
(after unsuccessful attempts on Everest)



There are two primary choices in life:
to accept conditions as they exist,
or accept the responsibility for changing them
- **Denis Waitley** -





Handling Adversity

My experience tells me that when we are in tough times, we learn a lot. Tough times make us think differently and innovate. Success is the result of many failures. In fact, real business building happens in tough times. Many of our own initiatives taken in tough times are highly successful. That's why I once titled my internal communication 'Good times make us strong, bad times make us stronger.' My favourite quote is 'Tough times never last, but tough people do.'


During tough times, the competition is affected by the slowdown and quick decisive action can convert adversity into success. Many initiatives taken during tough times are highly successful. For example while the competition is into downsizing mode, you can really get good talent.

I feel that without challenges, life becomes very boring. I have seen many firms which were not able to survive adversity and are now history. If we look at the history of successful people, be it Gandhi or Mandela, all have gone through tough challenges.

Success and adversity are two sides of the coin. One cannot exist without the other. Continuous success breeds complacency whereas the occasional failure invites us to spot the opportunity within the adversity that we face.

We must never run away from adversity. We must ask – "What is in it for me?"

And get something out of it!



Handling Adversity



Life is a cardiogram. It always
has an up and down graph.
If it is steady it dies

In a day, when you don't come across any problems –
you can be sure that
you are travelling on the wrong path
~ **Swami Vivekananda** ~



Never confuse a single defeat with a
final defeat
~ **F. Scott Fitzgerald** ~



The ultimate measure of a man is not
where he stands in moments of comfort and
convenience, but where he
stands at times of challenge
and controversy
~ **Martin Luther King** ~



Smooth seas do not make skillful sailors
~ **African proverb** ~



One's best success comes after their greatest
disappointments
~ **Henry Ward Beecher** ~



Running away from your problems only increases the
distance to the solution

Handling Adversity



The only people with no problems
are dead

Good times make us strong
bad times, stronger



You don't become enormously successful
without encountering and overcoming
a number of extremely challenging
problems

~ **Mark Victor Hansen** ~



In times of difficulty, some people breakdown,
while some break records



A closed door isn't always locked



Without crossing the worst situations...
no one can touch the best
corners of life



Difficulties strengthen the mind,
as labor does the body

~ **Seneca** ~

Handling Adversity



Don't be afraid of difficulties.
Greet them, meet them
and beat them!

You must not fight too often with your
enemy or else you will teach him all your tricks of war
~ **Napolean** ~



Real difficulties can be overcome;
it is only the imaginary ones that are unconquerable
~ **Theodore N. Vail** ~



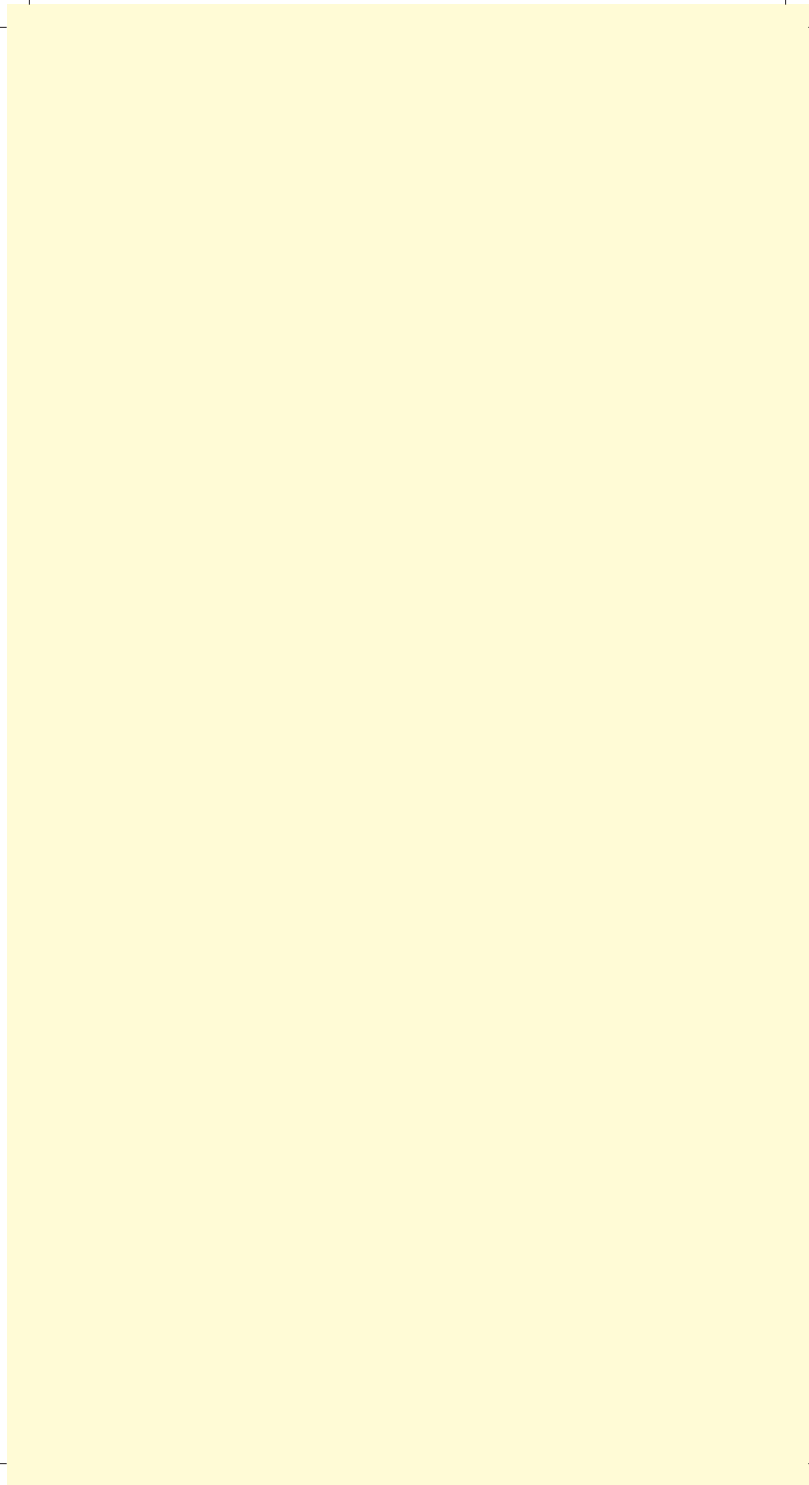
Our greatest battles are that with our
own minds
~ **Jameson Frank** ~



Worry is interest paid on trouble before it is due
~ **William R. Inge** ~



Patience and perseverance have a
magical effect before which
difficulties disappear and obstacles vanish
~ **Napoleon Hill** ~





Success

Success is the final outcome of our best efforts. I always believe that if I put in my best efforts, I will succeed most of the time.

We can control our efforts, not the outcome. So, success to me is 'best efforts'.

There are no shortcuts to success. Success requires a huge amount of patience, control of our ego and a positive approach. One must be prepared to work hard, and follow our value system.

Some of the things which have worked for me are hard work, sticking to core values, a hunger for knowledge, thinking 'big', taking risks and aligning with like-minded people. Along the way, I grew in self-confidence as I focused on key priorities, became action-oriented, kept on persevering, stayed humble and always listened!

I always feel that a balanced approach works best for sustained success. This approach gives importance to all aspects- health, relationships, career, and knowledge. And to me, success is true success only if it brings happiness.

I think most people have huge untapped potential. Many are not able to tap that potential and turn it into reality. Self-confidence is not only the fuel that makes the fire of potential burn ever so brightly; it is also the spark that ignites the fire in the first place!

Somehow people keep on doubting their capabilities for many reasons. Maybe, they do not have conviction in their ideas. Perhaps, they are not willing to learn. Or they do not want to listen to a lot of negative comments from other people, and hence lose conviction in their own thoughts, ideas or actions.

When I interact with people, I encourage them to understand their own strengths. I motivate them to move on to higher responsibilities; even when they think they are not ready for it. These people do very well. All that I do is to show them the mirror, challenge them to aspire higher in life, and reinforce their strengths and show faith.

The more you push yourself to succeed; the more you do.



Success



A successful man is one who can lay a
firm foundation with the bricks
that others throw at him
~ D. Brinkley ~

We cannot discover new oceans until we have the
courage to lose sight of the shore
- **Muriel Chen** -



Success does not depend on making
important decisions quick,
it depends on our quick action on important decisions



When you can think of yesterday without regret
& tomorrow without fear, you are
on the road to success
- **Swami Vivekananda** -



Fortune favors the brave
- **Publius Terence** -



In the confrontation between the stream and the rock,
the stream always wins -
not through strength,
but through persistence
- **Buddha** -



The difference between a successful person and others
is not a lack of strength, not a lack of knowledge, but
rather a lack of will
- **Vince Lombardi** -

Success



Success lies not in the result,
but in the effort.
Being the best is not so important,
doing the best is all that matters

Success is ten percent inspiration
and ninety percent perspiration
~ **Thomas Edison** ~



The fact is that successful people
fail far more often than unsuccessful people



Successful people think about solutions
most of the time.
Unsuccessful people think about problems and
difficulties most of the time



You've got to ask. Asking is, in my opinion,
the world's most powerful and
neglected secret to success and happiness
~ **Percy Ross** ~

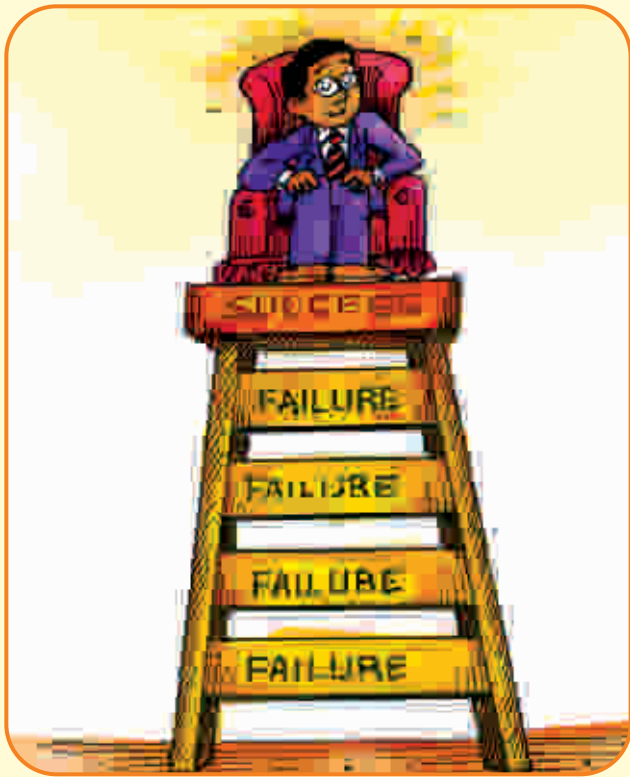


I cannot give you the formula for success,
but I can give you the
formula for failure:
'Try to please everybody'



Commit to taking total responsibility for
everything that happens to you.
This one change in thinking has the power
to launch you to the world-class level faster
than any other single idea
~ **Steve Siebold** ~

Success



I've failed over and over and over
again in my life and that is why
I succeed
~ Michael Jordan ~

People become really quite remarkable
when they start thinking that they
can do things. When they believe
in themselves, they have the first secret of success
- **Norman Vincent Peale** -



Talent wins games but teamwork and
intelligence win championships
- **Michael Jordan** -



Success is the ability to go from one
failure to another with no loss
of enthusiasm
- **Winston Churchill** -



Success in life depends upon two important things:
Vision: Seeing the Invisible &
Mission: Doing the Impossible



Life never grows great until it is focused,
dedicated and disciplined



Confidence is as vital to success
as oxygen is to the body

Success



Success and excuses do not walk together.
If you want to give an excuse forget about
success, and if you want success do not
give an excuse

Success is nothing more than
a few simple disciplines practiced daily
and failure is nothing more than
a few small errors repeated daily
~ **Jim Rohn** ~



Life takes “passion, determination and skill”.
You can't skip any of these three and expect to enjoy
success built to last
~ **Condoleezza Rice** ~



Life is like a play, it is not the length but the excellence
of the acting that matters
~ **Seneca** ~



The greatest waste in the world is the difference
between what we are and what we could become
~ **Ben Herbeste** ~



I don't believe in taking right decisions. I take decisions
& then make them right
~ **Alexander** ~



Sooner or later, those who win are those who
think they can
~ **Richard Bach** ~





Hard Work

I do not believe in luck.

I work very hard. Whether it's my education - becoming a chartered accountant, my health, business, or relationships; I have put in my best efforts in all. That gives me self-satisfaction.

In this complex and competitive world, hardworking people get recognition. They are given their due. However, to work hard does not mean the sheer number of hours. But it means to work on the right activities.

As you go higher the definition of hard work changes. At higher levels, it becomes more of working of the mind -intellect, analytical rigor; rather than physical action. Many people argue for smart work as opposed to hard work. In my opinion, it is a combination of both.

When I start my yoga session, it is hard. It's tough to begin, but when I finish, I feel very different and charged up. Hard work causes pain at the start, but it gives disproportionate gains in the long term.

Hard Work



Concentrate all your thoughts upon the
work at hand.
The sun's rays do not burn until brought to
a focus
~ Alexander Graham Bell ~

I 'm a great believer in luck, and I find the
harder I work the more I have of it
~ **Thomas Jefferson** ~



It's true that every effort is not converted into success,
but its equally true that success
does not come without effort



Hard work is like a staircase and luck is like a lift.
The lift may fail but, the staircase is sure
to take you to the top



Do the hard jobs first. The easy jobs will
take care of themselves
~ **Dale Carnegie** ~



You can't get disproportionate gains without
disproportionate pain



I am not afraid of a fighter who knows
a thousand kicks, but I am
afraid of the one who has practiced
one kick a thousand times
~ **Bruce Lee** ~

Hard Work



Hard work pays off in the future, laziness gives instant benefits

Victory is always at our feet; but the problem
is we are too lazy to bend



You cannot harvest what you did not sow



Persistence: The arrow that hits the bull's
eye is the result of one
hundred misses
~ **A Buddhist proverb** ~



Efforts may fail. But don't fail to
make efforts



Nothing can take the place of persistence.
Talent will not; nothing is more common than
unsuccessful men with talent. Genius will not;
unrewarded genius is almost a proverb. Education will
not; the world is full of educated derelicts. Persistence
and determination alone are omnipotent
~ **Calvin Coolidge** ~





Values

*I*n my opinion, values are lived rather than talked about. You either live up to them or you don't. There is no in-between. In fact, many times, living up to values can make us face temporary setbacks and test our nerves; but it always gives us a good night's sleep.

Values earn trust and respect. And living up to them skyrockets our self-esteem.

There are no shortcuts to success in life. In this 'success-at-all-costs' world, many people compromise on their values; but they do not go far. Whether it is paying taxes or being transparent with customers, associates or family members; values will make us trustworthy. It is my strong conviction that following the right value system gives you tremendous competitive advantage at the individual and organizational level.

I have seen that people who compromise on their values get short-term benefits, but in the long run, they are the biggest losers. Their greed doesn't take them far.

If you live your values you will live a highly satisfying life.

In stock markets there is huge price premium on the companies who abide by values. The Tata Group, Infosys, Wipro and many other groups are known for their values. There are many other companies/ groups whom markets don't respect because of their values.

Values



Take charge of your life, otherwise
somebody else will

The difference between ability & character -
ability will get us to the top, character will keep
us there



Courage is the mastery of fear, not the
absence of fear
- **Mark Twain** -



You must not lose faith in humanity. Humanity is an
ocean; if a few drops of the ocean are dirty, the ocean
does not become dirty
- **Mahatma Gandhi** -



Everyone knows how to count,
but very few know what counts!



If we have integrity, nothing else matters.
if we don't have integrity, nothing else matters
- **Alan Simpson** -



If you do not have courage, you may not have an
opportunity to use any of your other virtues
- **Samuel Johnson** -



Honesty is the cornerstone of all success,
without which confidence and ability to perform shall
cease to exist

Values



Forgiveness is an act of love and kindness,
not of justice

Goodness is the only investment that never
fails to return a dividend



Motivation gets you started. Habits keep you running.
Attitude decides your pace and values decide your
destination



There is sufficiency in the world for man's needs but
not for man's greed
- **Mahatma Gandhi** -



The regrets we should have is not for the
wrong things we did; but for the right things we could
have done but never did



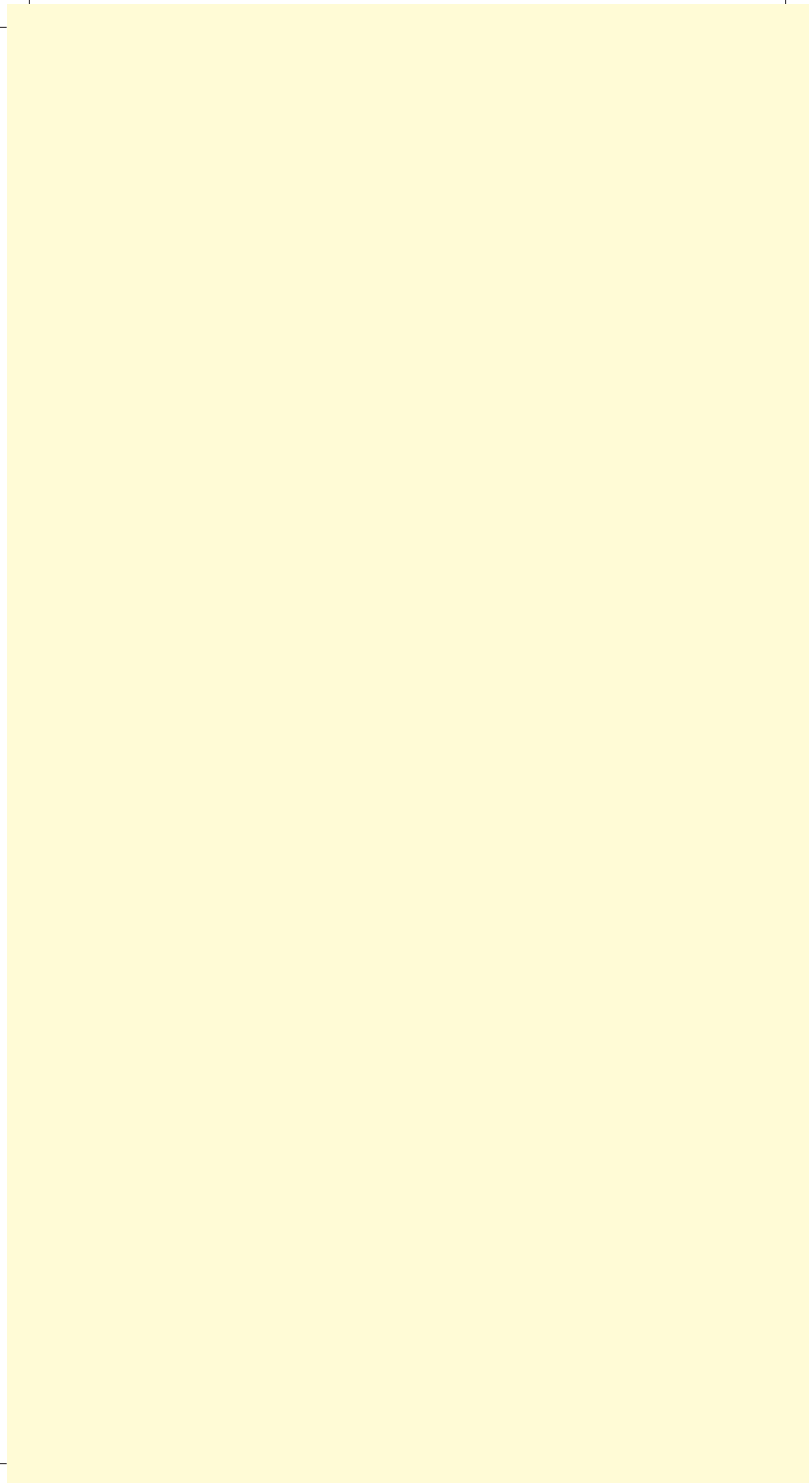
Hurt me with the truth but never comfort me
with a lie
- **Swami Vivekananda** -



When you settle for mediocrity in the small
things, you will also begin to settle for mediocrity in
the big things



If you like me, raise your hands.
If not, then raise your standards
- **Warren Buffet** -





Knowledge

For the last 15-17 years my favorite reading time has been between 5-6 am everyday and lots of time over the weekends. In fact, my wife often inquires whether books are my first wife or the second! That one hour out of twenty four hours is the most productive and fulfilling for me. I have read hundreds of books and articles this way.

And the book I am sharing with you is the result of my reading. One has many things to read; but should select what to read based on their own passion, liking and areas of interest.


Though I am in the stock-market, I don't read books on markets and investing. I read on leadership, management, and self-motivation. I love to read about great lives- their biographies are very inspiring and insightful.

I think this hunger for knowledge is the biggest differentiating factor in today's cut-throat competitive world. Even after reading so many books, I feel there is a long way to go. I also learn a lot on the job by interacting with people at all levels, including customers; and asking the right questions. I learn in seminars and training workshops.

Knowledge is the one thing that grows when you share it. So I make it a point to share many books, extracts and articles with my team, friends, family and peers.

Unless updated or shared; knowledge becomes obsolete. It has to keep pace with changing times. The past few centuries have been of Goddess Lakshmi (wealth). The coming centuries will belong to Goddess Saraswati (knowledge).

The road to Goddess Lakshmi passes through the gates of Goddess Saraswati.



Knowledge



You have to learn lessons from other's mistakes, because you may not get the time to commit all the mistakes yourself

If I had nine hours to chop down a tree,
I'd spend the first six
sharpening my axe
~ **Abraham Lincoln** ~



The man who does not read
good books
has no advantage over the man
who can't read them
~ **Mark Twain** ~



Nine-tenths of wisdom is being
wise in time
~ **Theodore Roosevelt** ~



When you give excellent
education to your children,
wonders happen!



Readers are leaders and
leaders are readers



Reading is to the mind
what exercise is to the body

Knowledge



An investment in knowledge
always pays the best interest
~ Benjamin Franklin ~

The more we study, the more
we discover our ignorance
~ **Percy Bysshe Shelley** ~



It is a thousand times better to have
common sense without an education
than to have an education without
common sense
~ **Robert Green Ingersoll** ~



I believe people should study a little
bit every day. It should become
habitual, like brushing your teeth,
combing your hair, having
a shower or getting dressed
~ **Bob Proctor** ~



The school is not the end but only
the beginning of
an education
~ **Calvin Coolidge** ~



The man who learns nothing
from the past will be punished by
the future

Knowledge



The difference between intelligence and stupidity is that intelligence has a limit

The illiterate of the 21st century will
not be those who cannot read and write,
but those who cannot learn,
unlearn, and relearn
~ **Alvin Toffler** ~



A man of wealth has many enemies,
while a man of knowledge has
many friends



Knowledge becomes obsolete every few years.
If you don't renew your knowledge
often and thoroughly,
you become obsolete and fall behind
~ **Peter Drucker** ~



People respect you not for the
knowledge you have, but the way you utilize it
~ **Albert Einstein** ~

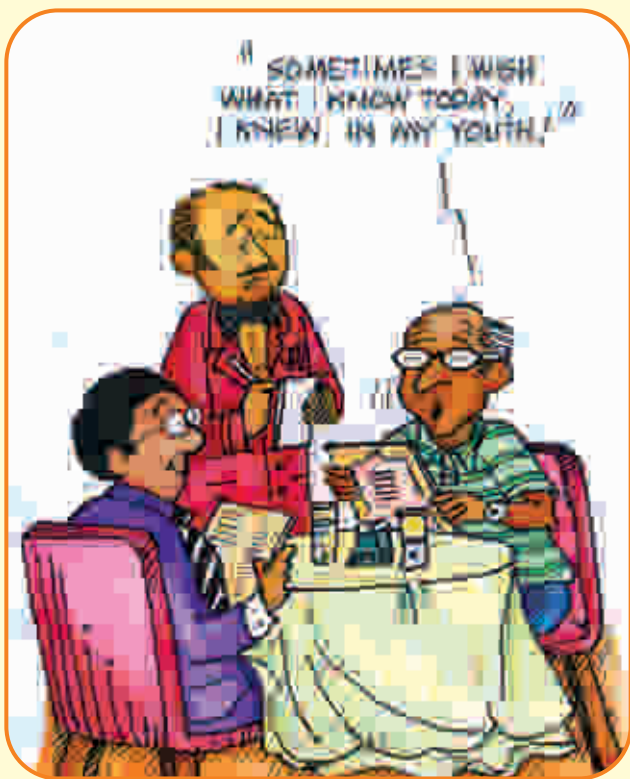


The ability to convert ideas to things
is the secret to outward success
~ **Henry Ward Beecher** ~



People don't resist change.
They resist being changed
~ **Peter Senge** ~

Knowledge



Life's tragedy is that we get old too soon
and wise too late
~ Benjamin Franklin ~

In reading the lives of great men, I found
that the first victory they won was over themselves.
Self-discipline with all of them came first
~ **Harry Truman** ~



There are essentially two things that will
make us wiser: the books we read and
the people we meet
~ **Charles Jones** ~



One of the paradoxes of the world is that stupid ones
are damn sure about
everything, and intelligent ones are full of
doubts about anything!
~ **Bertrand Russell** ~



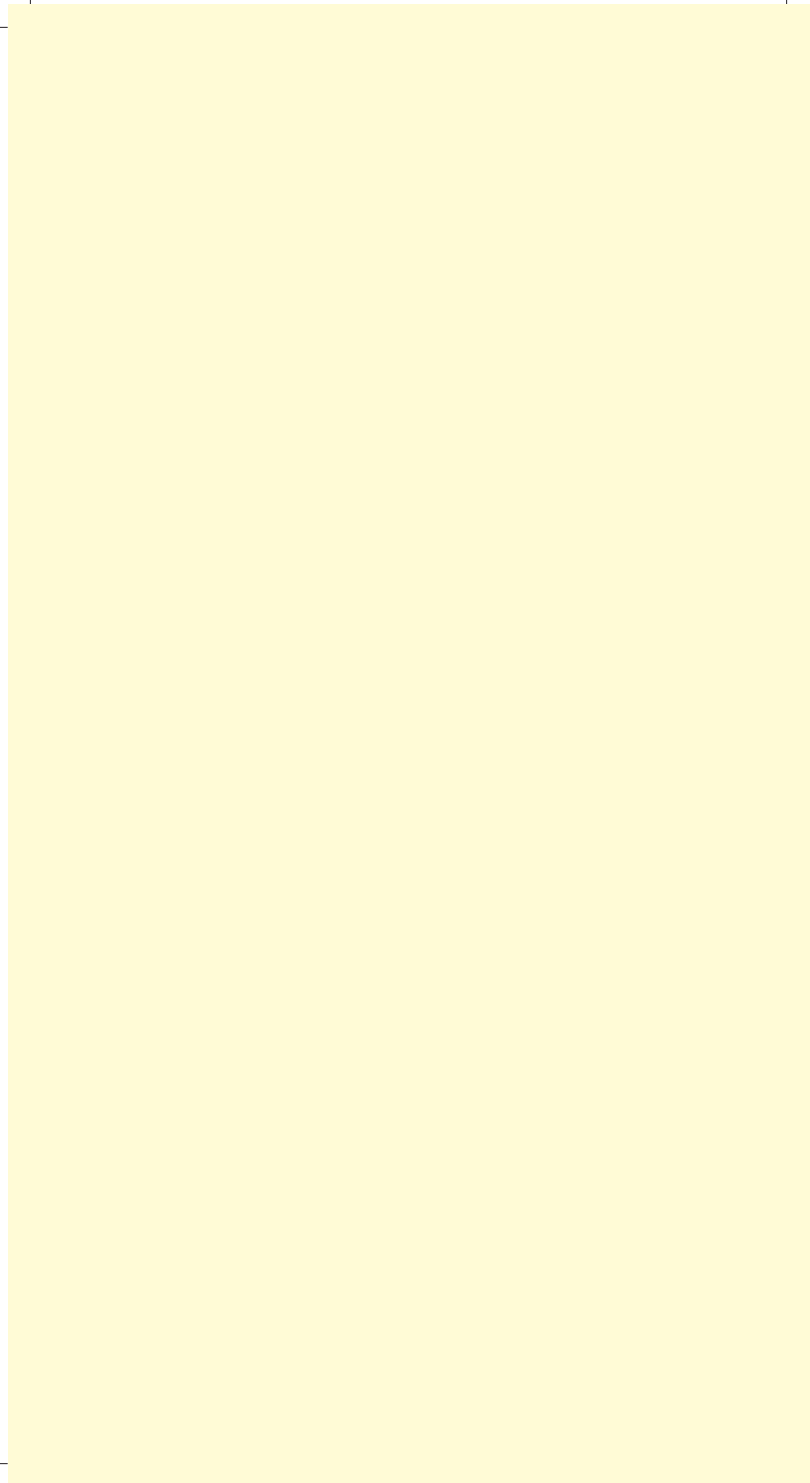
Surround yourself with successful people.
You are the average of the five people you spend the
most time with
~ **Jim Rohn** ~



We should be greedy about knowledge



The trouble with most people is that they think with
their hopes and fears rather than their minds





Action


Let me share an anecdote. Three frogs are sitting on a large rock. Two decide to jump. So, how many frogs are left on the rock? One, right? Wrong! Just because two frogs decide does not mean they do! There is a gap between decision and action. Knowing and doing are different things. Successful, high energy people are good at both. They have a strong bias for action.

In interviews, I ask- are you good in strategy or execution? Most smart guys say, they are good in both! Then I ask where you are better at? This, they find difficult to answer.

One of the best books I have read about execution is by Ram Charan and it is called 'Execution'

Execution differentiates successful and failing organizations. At the end of the day, it is the right actions which lead to results. An average strategy excellently executed is a far better option than an excellent strategy with average execution. Once you are in action mode, there will be many challenges. But till date no other route to success has been found. Action is the only way!

In my company we put a huge premium on people who are action oriented.



Action



When there is a mountain to climb,
waiting and watching will not make
it small

Well done is better than well said
~ **Benjamin Franklin** ~



The best time to plant a tree was 20
years back; the second best time
is today



An average plan vigorously executed is far better than
a brilliant plan on which nothing is done
~ **Brian Tracy** ~



Knowing is not enough; we must apply.
Willing is not enough; we must do
~ **Johann Wolfgang von Goethe** ~



Action is the foundational key to
all success
~ **Anthony Robbins** ~



Life is like riding a bicycle. You don't fall off
unless you stop pedaling

Action



There are two kinds of people –
those of words and those of deeds

If you stop every time a dog barks,
your road will never end
~ **Arabian proverb** ~



The world is not a parking lot,
it's a racing track.
Keep on moving



If everything's under control, you're going
too slow
~ **Mario Andretti** ~



Take the first step in faith.
You don't have to see the
whole staircase. Just take the first step
~ **Martin Luther King Jr.** ~



Losers let it happen.
Winners make it happen
~ **Denis Waitley** ~



An idea that is developed and
put into action is more important
than an idea that exists only as an idea
~ **Buddha** ~

Action



There are two times in a man's life when he should not speculate: when he cannot afford it and when he can
~ Mark Twain ~

Nothing would be done at all if one waited until one
could do it so well that no
one could find fault with it
~ **John Henry Newman** ~



It is not the 'deficiency of knowledge',
but 'the efficiency of execution'
that separates achievers from the rest!



Ships are safest in the harbor but they are not meant to
be there. They have to sail long, hard & face stormy
seas to reach the comfort of a desirable destination



Words are mere bubbles of water, but deeds
are drops of gold
~ **Chinese proverb** ~



You will learn more about a road
by travelling it, rather than consulting all the
maps in the world



Direction is more important than speed.
We are so busy looking at our speedometers, that we
often miss milestones on the way

Action



If you really want to do something,
you'll find a way.
If you don't,
you'll find an excuse

We must think big and act bigger



The people who get on this world
are the people who get up and look for the
circumstances they want and
if they can't find them,
make them
~ **George Bernard Shaw** ~



People may doubt what you say,
but they will always believe
what you do



If your actions inspire others
to dream more, learn more,
do more and become more, you are
a leader!
~ **John Quincy** ~



I hear and I forget.
I see and I remember.
I do and I understand
~ **Chinese proverb** ~

Action



Only while sleeping one makes
no mistakes
~ Ingvar Kamrad ~

You miss one hundred percent of the shots
you don't take
- **Wayne Gretsky** -



If the first button of a shirt is wrongly put,
all the rest are surely crooked.
So always be careful
on your first step



The journey of a thousand miles begins with
a single step
- **Lao Tzu** -



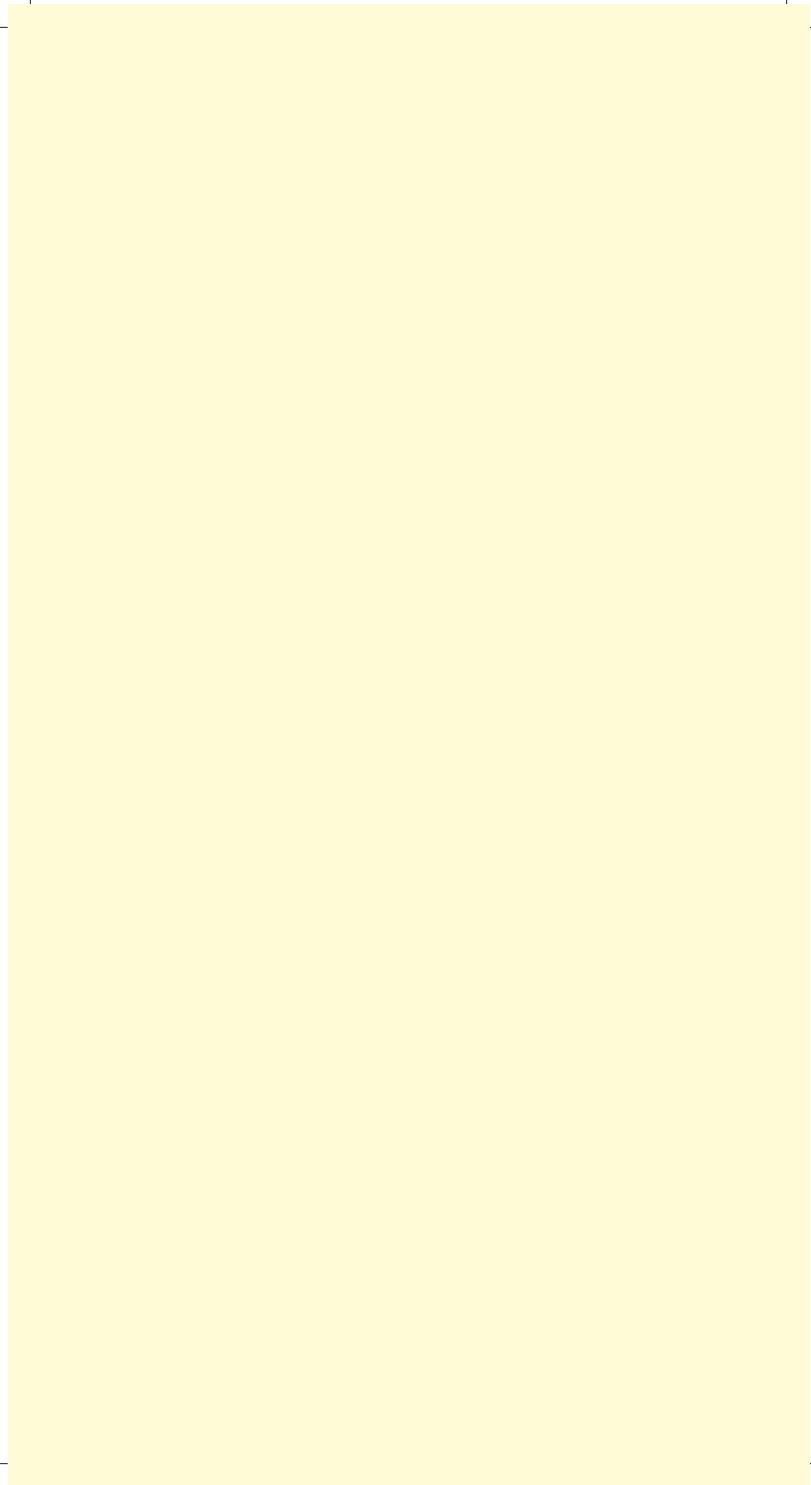
The time is always right to do what
is right
- **Martin Luther King, Jr.** -



If you know you are doing the right things,
just relax and perform.
Forget about the outcome.
You can't control anything anyway
- **Michael Jordan** -



Patience in planning and impatience in execution
always creates miracles





Attitude

I prefer attitude over skills as attitude cannot be learnt; but skills can be. I always use attitude as a gate-keeping measure when I recruit persons or when I give higher responsibilities. People of average or even below average potential but with a great attitude can work magic with their sheer attitude! A super talent with a poor attitude sinks to the abyss, taking others along with him.

People with the right and positive attitude always rise higher in life. They assume full responsibility for their actions and consequences. They focus on solutions, and not problems.

I have seen families' break up, friends being parted, organizations fall apart because of a problem with attitude. Ego comes in between.

The average player with the right attitude will always win over the talented player with attitude problems; who operates in a silo.

Indeed, I have found people going places with the right attitude. Positive attitude is like a magnet drawing like-minded people, creating bonds, forming strong win-win relationships.

Attitude



Only passion, great passion,
can elevate the soul to great things
~ Denis Diderot ~

I never did a day's work in my life. It was all fun
~ **Thomas Edison** ~



The quality of a person's life is in direct
proportion to their commitment to excellence,
regardless of their chosen field of
endeavor
~ **Vince Lombardi** ~



You will see it when you believe it
~ **Wayne Dyer** ~



The height of your accomplishments will
equal the depth of your convictions
~ **William F Scholavion** ~



The future belongs to those who believe in the beauty
of their dreams
~ **Eleanor Roosevelt** ~



The only disability in life
is a bad attitude
~ **Scott Hamilton** ~

Attitude



Effort only fully releases its reward
after a person refuses to quit
~ Napoleon Hill ~

It's a funny thing about life; if you refuse
to accept anything but the best,
you very often get it
~ **W. Somerset Maugham** ~



When you think positive,
it happens! when you think negative, it
happens too!



Ego is a double edged sword
which cuts popularity, in the outer world and
purity in the inner world



If you worry about a trouble
it becomes double. But when you smile at it, it
disappears like a bubble



One thing I like about stones that
come in my way is, once
I pass across them, they automatically
become my milestones
~ **Swami Vivekananda** ~

Attitude



With a bad attitude you can never have a positive day and with a positive attitude you can never have a bad day

A quitter never wins and a winner
never quits
~ **Napolean Hill** ~



Everyone thinks of changing the world,
but no one thinks of
changing himself
~ **Leo Tolstoy** ~



Mediocre people first see
and then believe; wise people first believe
and then see



A strong and positive attitude creates more miracles
than any other thing because...
life is 10% how you make it
and 90% how you take it



Of all the "attitudes" we can acquire,
surely the attitude of gratitude is
the most important and by far the most life-changing



We can't have all that we desire,
but we will get all that
we deserve

Attitude



Ninety percent of all failures
come from people who have a habit of
making excuses

~ **George Washington Carver** ~

The people who accept criticism
are the people who are genuinely interested
in self-improvement



The pessimist sees difficulty in every opportunity.
The optimist sees opportunity in every difficulty
~ **Winston Churchill** ~



The business race will be won
not by those who run the fastest, but by
those who last the longest



One machine can do the work
of fifty ordinary men.
No machine can do the work of one
extraordinary man
~ **Elbert Hubbard** ~

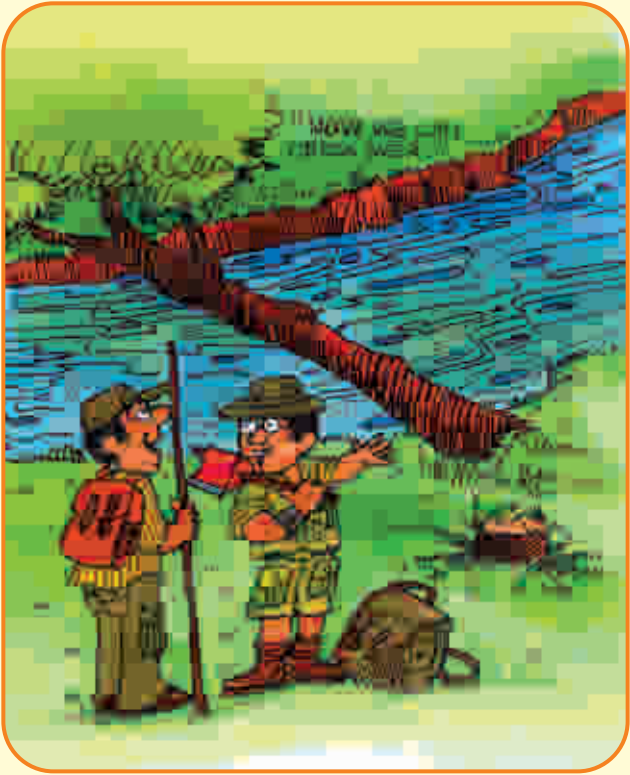


Those who take more chances and dare to do more
than others, will naturally
experience more failures



If someone feels that they
had never made a mistake in their life, then it means
they had never tried a
new thing in their life
~ **Albert Einstein** ~

Attitude



We will either find a way or make one
~ Hannibal ~

Life doesn't provide warranties
and guarantees.
It only provides possibilities and
opportunities!



It is better to light a candle than
to curse the darkness
~ **Eleanor Roosevelt** ~



I had the blues because I had no shoes,
until upon the street;
I met a man who had no feet
~ **Denis Waitley** ~



Expect the best, plan for the worst
and prepare to be surprised
~ **Dennis Waitley** ~



The price of discipline is always
less than the pain of regret
~ **Swami Vivekananda** ~

Attitude



Impossible is not a fact...
It's an opinion

There are no mistakes, only experiences.
There are no problems,
only challenges



Life is an echo, it all comes back.
The good, the bad, the false, the true.
So give the world the best you have and the
best will come back to you



Man wishes to fly like a bird,
sing like a cuckoo, dance like a peacock,
swim like a fish,
but man does not wish to live like a man
~ **Swami Vivekanada** ~



Feeling sorry for yourself,
and your present condition,
is not only a waste of energy but the worst habit you
could possibly have
~ **Dale Carnegie** ~



A fool becomes intelligent!
when he understands that he's a fool!
A genius becomes a fool when he believes that
he's a genius

Attitude



The size of man can be measured
by the size of the thing that
makes him angry
~ Rabindranath Tagore ~

Whether you think you can or whether you think you
can't, you're right
~ **Henry Ford** ~



To be yourself in a world that is constantly
trying to make you something else is the greatest
accomplishment
~ **Ralph Waldo Emerson** ~



Yesterday I was clever so I wanted to change the world.
Today I am wise
so I am changing myself



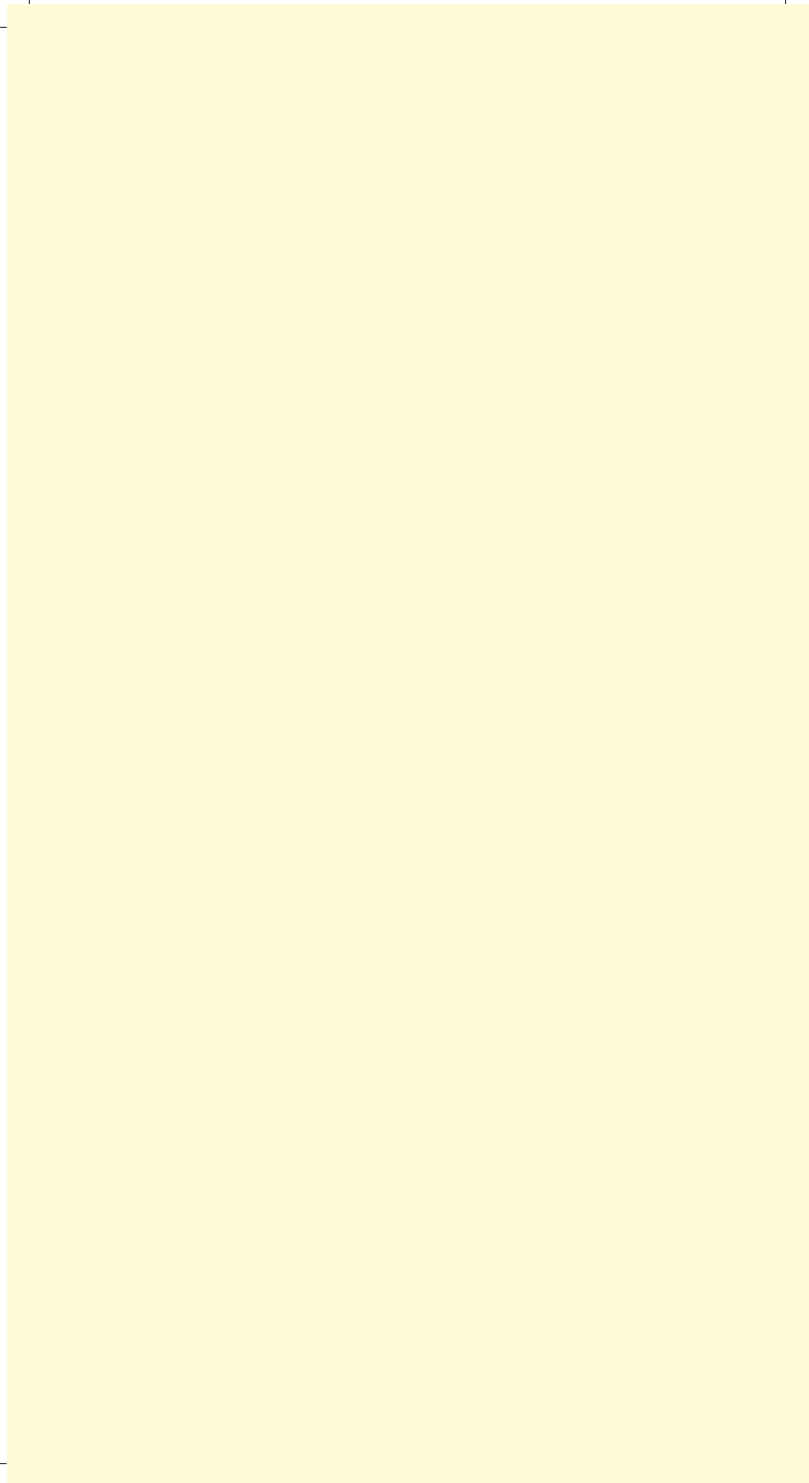
Holding on to anger is like keeping
a burning piece of coal in your hands to throw at your
enemy, but it burns you first
~ **Buddha** ~



No one can make you feel inferior
without your consent
~ **Eleanor Roosevelt** ~



For every minute you are angry
with someone, you lose 60 seconds
of happiness that you can
never get back





Time Management

God is very fair and democratic. He has given 24 hours to every human being. But some people break records, and some people break themselves and self-destruct.

One tool which I have found to be very important is Pareto's law- that is prioritizing your activities and investing maximum time on high-impact activities. Stephen Covey in his book, 'Seven habits of highly effective people' has talked about the 'urgent' v/s the 'important'.

I try to spend 5-10 minutes everyday to plan for the next day, and also take out time to plan the entire week at a stretch. This is the most productive action for me.

You must plan your time in such a way that you set aside time for your own health and family. In fact, if I were to have just one training program for everyone on my team, it will be on time management. That's how critical it is. I have seen that small, trivial activities eat away time of most people and hold them back from tackling higher priorities. Telephone calls, emails, social networking sites, meetings – all turn out to be timewasters if we do not put them under the microscope.

This is where leaders are differentiated from others. They are productive and wisely utilize their time. This vital trait alone separates the men from the boys. Think of any successful person and you will find out that he or she is extremely good at time management. The unsuccessful ones will always cite lack of time as a cover up.

I plan my daily schedule such that the most important assignments and meetings are in most productive first half of the day, while regular items are scheduled in the second half. I maintain a list of pending action-points with priority assigned to each.

My most 'looked forward to' time is between 5 and 6 am, when I read followed by exercise time from 6 to 7 am. This routine which I have followed for the last 15-17 years is the best start to the day for me.

Time Management



The quickest way to do so many things is
to do only one thing at
a time
~ Chanakya ~

"The time to repair the roof is when
the sun is shining
~ **John F. Kennedy** ~



We are focused so much on
today's problems that we put off
planning for tomorrow's opportunities



The bad news is time flies. The good news is
you are the pilot
~ **Michael Alshuler** ~



Your time is limited, so don't waste it
living someone else's life
~ **Steve Jobs** ~



The person who tries to do everything,
accomplishes nothing



Our success will be largely
determined by our ability to concentrate single-
mindedly on one thing at a time
~ **Brian Tracy** ~

Time Management



Early to bed and early to rise
makes a person healthy, wealthy
and wise

Take an interest in the future –
that's where you are going to spend
the rest of your life
~ **Mark Twain** ~



The telephone is one of the most effective time savers
and also one of the
biggest time wasters



When you're really busy, you don't have much energy
to think of other things even
if they're the things that
matter most



If your priorities don't get put
into your planner, other peoples' priorities will get put
into your planner



Many people are so busy
driving that they don't have time to stop
for gas



You control your life by controlling
your time
~ **Hyrum W. Smith** ~

Time Management



Until we can manage time, we can manage
nothing else
- Peter F. Drucker

Don't say you don't have enough time.
You have exactly the same number of hours per day
that were given to Helen Keller, Pasteur, Michelangelo,
Mother Teresa, Leonardo da Vinci,
Thomas Jefferson, and Albert Einstein
~ **H. Jackson Brown** ~



We can't have a better tomorrow
if we are thinking about yesterday all
the time



Much of the stress that people
feel doesn't come from having too much to do.
It comes from not finishing what
they started
~ **David Allen** ~



When I am anxious it is because I am living in the
future. When I am depressed it is
because I am living in
the past.



When time never stops for us,
then why do we always wait for
time. No time is wrong to do the
right things

Time Management



One of the greatest enemies that we can ever face in life is, the illusion that there will be more time tomorrow than today

We always overestimate what we can do in one year
but underestimate what
we can do in 5 years
~ **Peter Drucker** ~



A good plan of today is better
than a great plan of tomorrow



"Everything is easy when you are busy! but nothing is
easy when you are lazy
~ **Swami Vivekananda** ~



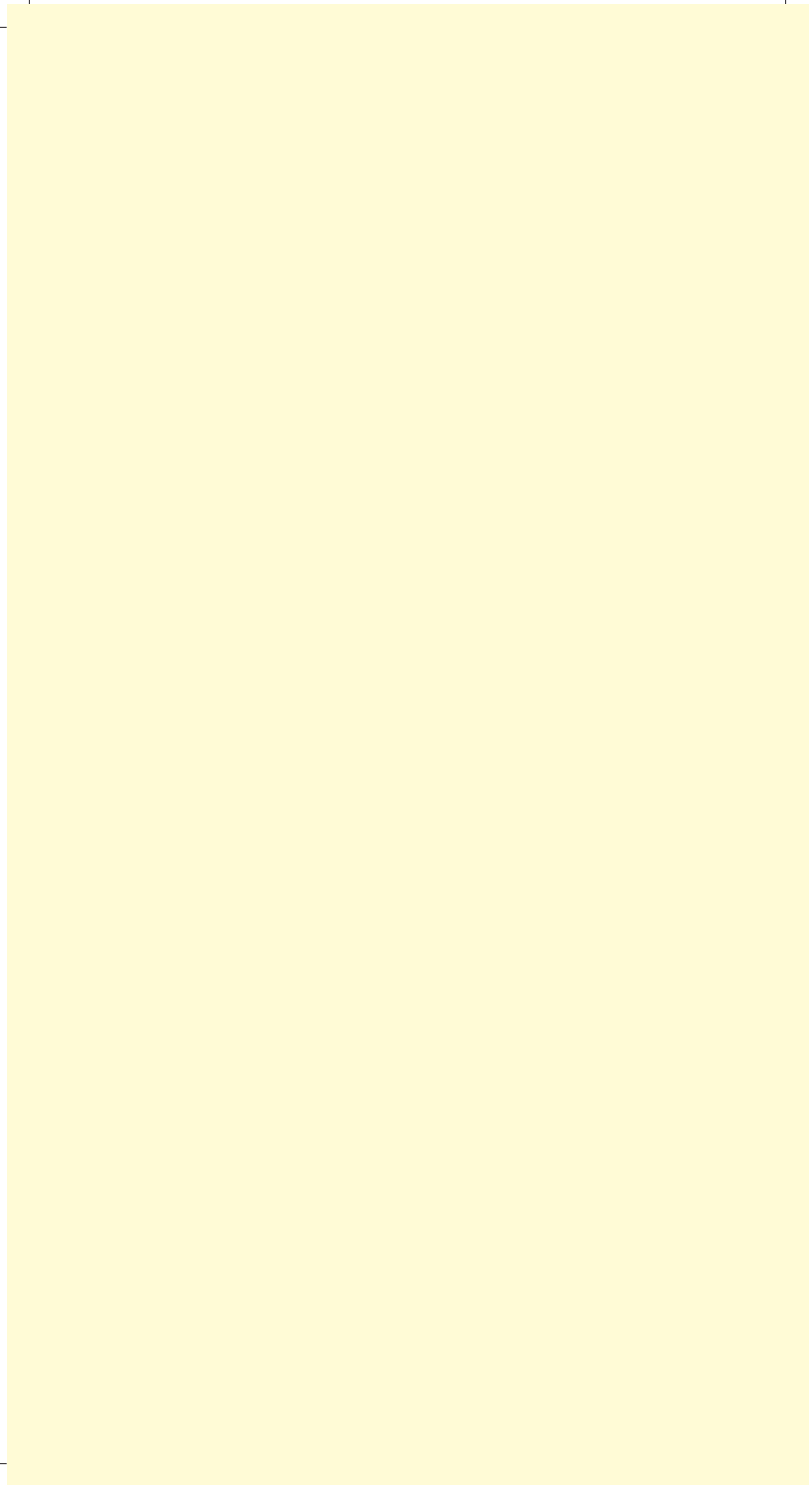
All work and no rest takes the spring and
bound out of the most vigorous life.
Time spent in judicious resting
is not time wasted, but time gained
~ **M. B. Grier** ~



Those who make the worst
use of their time
are the first to complain of its shortness
~ **Jean de la Bruyere** ~



We all find time to do what we really
want to do
~ **William Feather** ~





Appreciation

$$8 + 4 = 12$$

$$5 + 9 = 14$$

$$2 + 14 = 16$$

$$5 + 7 = 13$$

(Read the four sums above and comment)

99% people will conclude that the last one is the wrong statistic. We are always in fault-finding mode.

Three sums are right. One is wrong. But most people will mention only the wrong.

There is a huge need for appreciation in our highly stressed world. Appreciation is such a powerful tool for relationships! Human beings love being complimented, appreciated, and their strengths being pointed out. They love simple words of appreciation like 'Thank you', 'Keep it up'. They become motivated and charged to do better. We ought to overcome the mind-set of a fault-finding person. We must catch people 'doing the right things' rather than just 'doing things right' and applaud them!

But somewhere we are stingy, about using appreciative words. As Mother Teresa said, "There is more hunger in the world for love and appreciation; than for bread." Our world is witness to so many conflicts and fights. There is lack of trust because people are always in the fault-finding mode, on ego trips and in the battle to prove that they are right.

Children also require words of encouragement and appreciation to bring out their potential. I have seen many times that parents focus too much on the perceived weaknesses and deficiencies. This dents the child's confidence and stunts the child's growth. So many talents have been lost in this word due to this self-defeating mindset.

A word of appreciation is like a magic elixir for improving performance.

Appreciation



There are two things to aim for in life;
first to get what you want,
and after that to enjoy it. Only the wisest of
mankind achieve the second
~ Logan Pearsall Smith ~

Everyone has an invisible sign hanging from their neck
saying, 'Make me feel important'
~ **Mary Kay Ash** ~



There is more hunger in this world
for love and appreciation than
for bread
~ **Mother Teresa** ~



Don't compare yourself with anyone
in this world. If you do so, you are insulting yourself
~ **Alen Strike** ~



Look for the good in every person and every situation.
You'll almost always find it
~ **Brian Tracy** ~



Take your work seriously,
but never yourself
~ **Margot Fonteyn** ~

Appreciation



A day without laughter
is a day wasted
~ Charlie Chaplin ~

Humor is by far the most significant activity
of the human brain
~ **Edward De Bono** ~



We must accept finite disappointment,
but must never lose infinite hope
~ **Martin Luther King** ~



Most people overestimate their
problems and underestimate their potential



Competitors and critics are our partners for our
improvement & growth.
Always thank & bless them

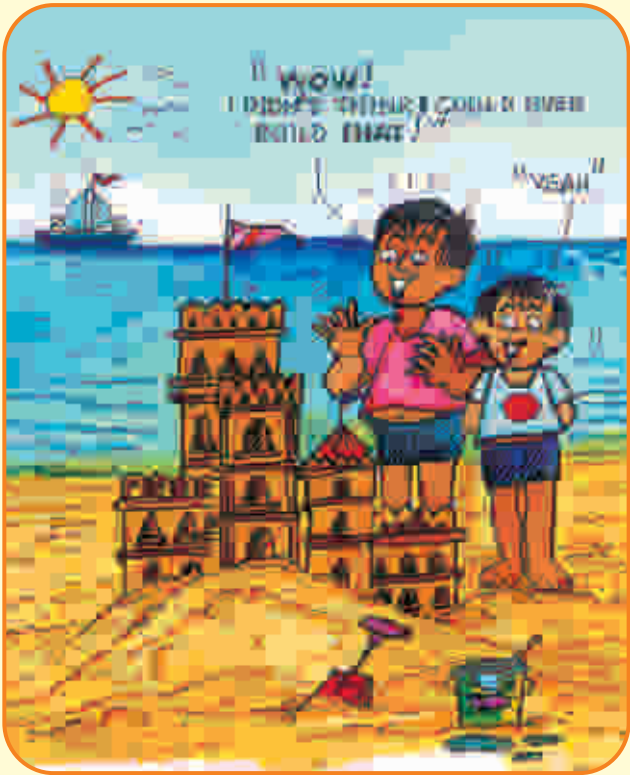


It takes a strong person to say sorry, and an even
stronger person to forgive



I can go on for two months on one compliment
~ **Mark Twain** ~

Appreciation



If we did all the things we are capable of,
we would literally astound ourselves
~ Thomas Edison ~

A word of encouragement during failure,
is worth more than an hour of praise when you succeed



Praise loudly
blame softly



Giving criticism requires compassion, insight
and tact
~ **Patti Hathaway** ~



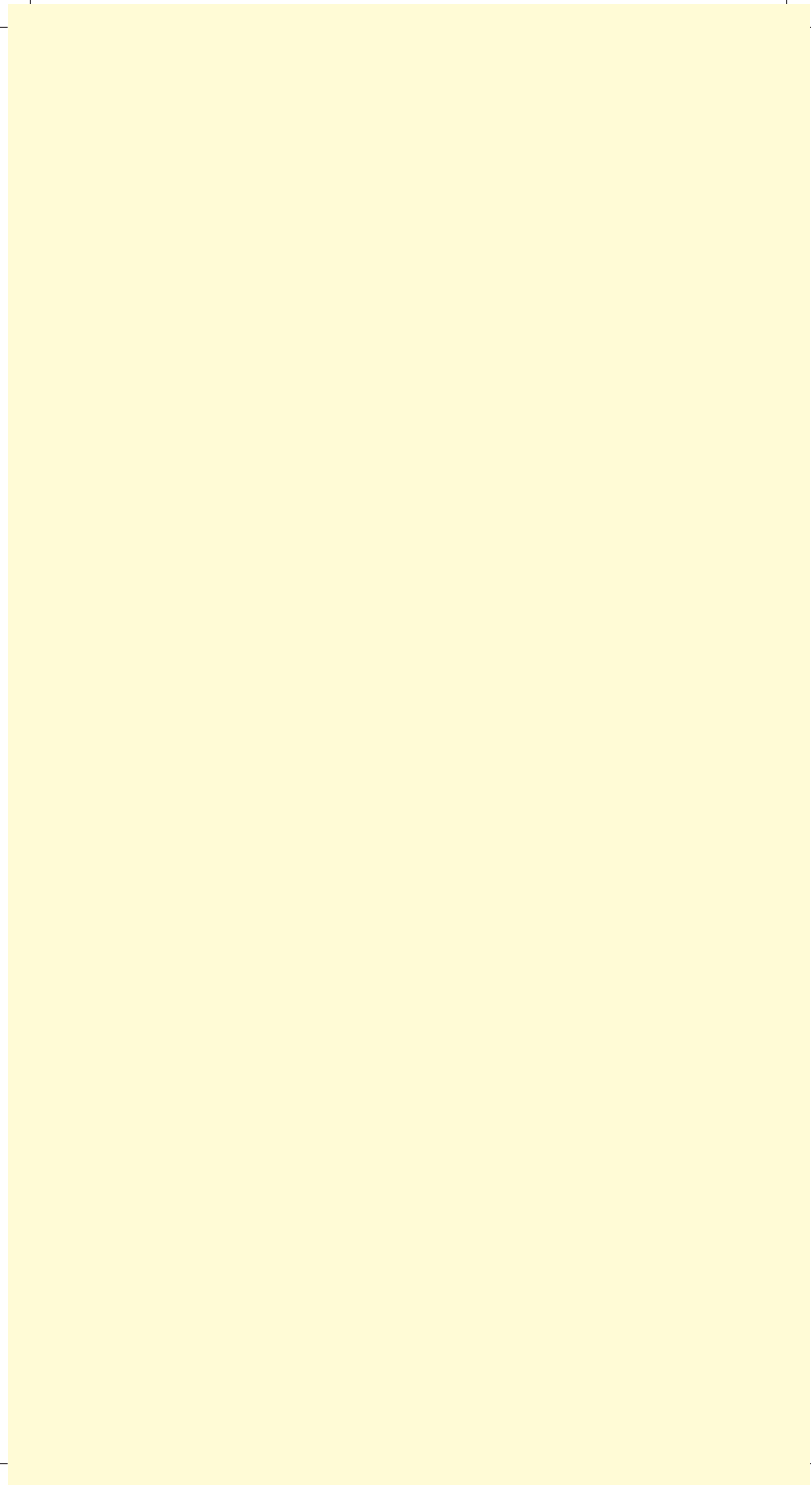
Many receive advice, only the wise profit
by it
~ **Publilius Syrus** ~



Patience and politeness is not a person's weakness,
it is a reflection of a person's inner strength



My whole effort here is to pull my people away from
the past and the future
and just make them available to the
intense beauty of the present
~ **Osho** ~





Communication

We live in an over-communicated society- television channels with all their content, advertising, mobile calls and messages, emails, social networking sites etc.

The more the mechanisms, the less we understand that right communication might mean less, but focused communication.

But here we are. We want to talk more and listen less. We want to read more but understand less. We want to question more and answer less. We want to use powerful strong language, but less sweet words.

We have lots of time to be on the phone but we don't have time to be with our spouse or children in-person. We have time for our happy customers, but no time to spare for the unhappy ones. We are ever-ready to offer advice to a lot of associates, but no time to listen to their feedback.

But there are people who know how to use communication skills to their advantage. Public speaking is a critical skill to master for any budding leader. Being excellent in oral and written communication is a precondition for success. Another important skill is to have a style of communication that has humor. Words spoken with a smile will always bring better results.

In my experience, face-to-face communication is more important than any other communication. This is because the tone, the body language, the words- all can be perceived directly in face-to-face communication.

We also need to be aware of the biases that creep in to our communication. Such bias distorts our communication and leads to gaps in understanding.

Communication is the bridge that helps build relationships.



Communication



Courtesy costs nothing
but pays well

Two things indicate our weakness:
To be silent when it is proper to speak!
And to speak when it is proper to be silent!



When someone criticizes us,
it's time to evaluate ourselves.
When someone praises us,
its time to evaluate them!



Be careful in your thoughts when you are alone and be
careful in your words when
you are in a crowd



The most important thing in
communication is to hear what isn't
being said
~ Peter Drucker ~



It takes three years to learn how
to use the tongue, but a lifetime to learn where and
when to use it appropriately



You can tell whether a man is clever by his answers.
You can tell whether a man is wise by his questions
~ Naquib Mahfouz ~

Communication



The real art of conversation is not only to say the right thing in the right place, but also to leave unsaid the wrong thing at the tempting moment
~ Dorothy Nevill ~

Never underestimate the power of
your tongue.
If not held tight and managed properly,
this softest organ of your body
could be responsible for the hardest phase of
your life



One constructive suggestion is worth a
hundred complaints



Your success over a lifetime
will be more directly linked to your writing
and speaking skills
- **Peter Drucker**



Most of us would rather be ruined by praise than saved
by criticism
- **Norman Vincent Peale** -



When the eyes say one thing and the tongue another,
a practical man relies on the
language of the first
- **Ralph Waldo Emerson** -

Communication



In true dialogue, both sides are willing to change

Good presentations have a
persuasive opening and killer closing. In the middle, you
find a body supported by
powerful stories, facts, exercises,
and quotes
~ Lorri Vaughter Allen ~



Silence and smiles are two powerful tools.
A smile is the way to solve
many problems
and silence is the way to avoid many problems



If your eyes are sweet you will like all
people of the world,
but if your tongue is sweet,
all the people of the world will like you

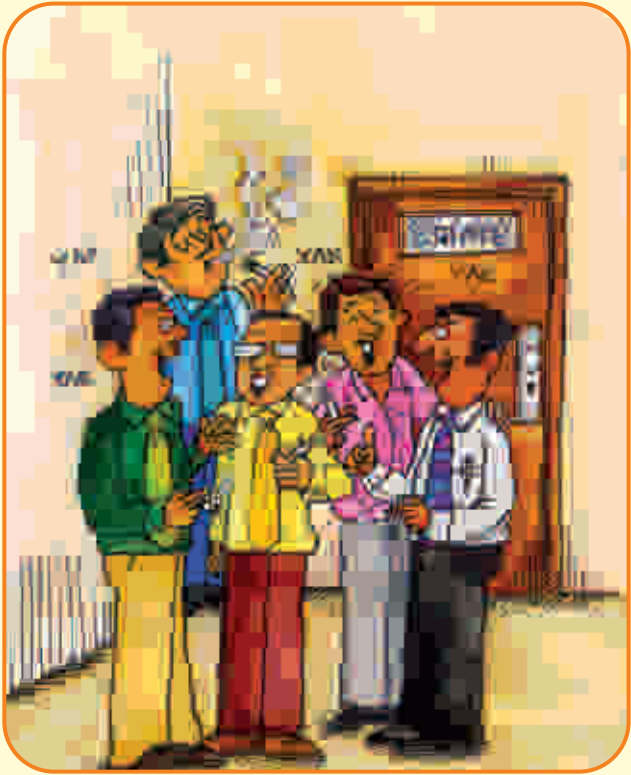


Argument is bad.
But discussion is good.
Arguments find out 'who' is right.
Discussions find out 'what' is right



When we have the ability to listen to
almost anything without losing our
temper or confidence, we are truly educated

Communication



Conversation is an exercise
of the brain. Gossip is a brainless exercise
of the tongue
~ Chanakya ~

Politeness costs nothing and buys
everything
- Mary Worthy Montagu -



A smile is the lighting system of face, cooling system of
heart, sparkling
system of eyes, and relaxing
system of mind!



Always try to prove that you are right.
But never attempt to prove that others are wrong



To be kind is more important than to be right;
often people need a patient heart that listens,
not a brilliant mind that speaks



When we argue unnecessarily,
we lose our power of judgement



The funny part of communication:
We listen half, understand quarter and speak double!!

Communication



Make sure you have finished speaking
before the audience has finished
listening

~ Dorothy Sarnoff ~

90% of life's problems are due to the
tone of voice. It is not what we say,
it is how we say it that creates problems



Kind words can be short and easy to speak,
but their echoes are truly endless
~ **Mother Teresa** ~



Speeches are like babies –
easy to conceive but hard to deliver



Blunt people make the most
pointed remarks

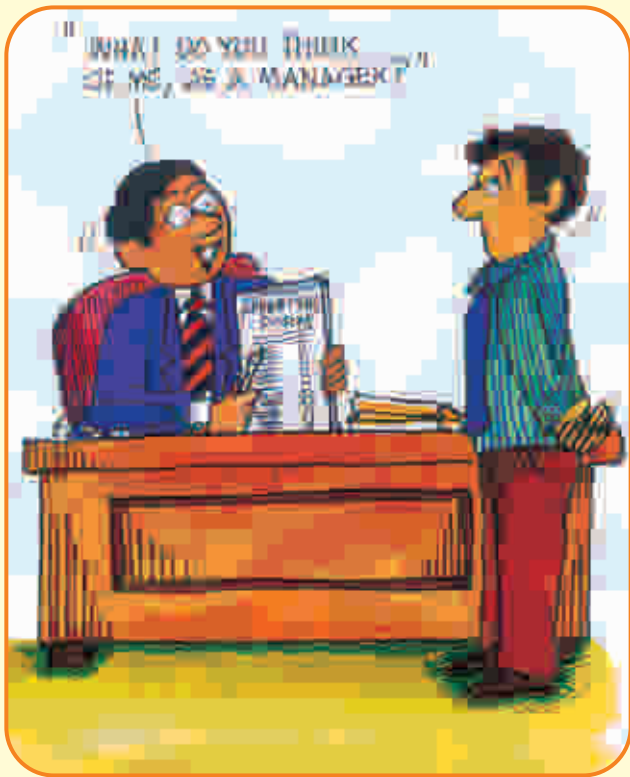


Wise men talk because they have
something to say; fools because they have
to say something
~ **Plato** ~



A slip of the foot you may soon recover,
but a slip of the tongue you may never
get over
~ **Benjamin Franklin** ~

Communication



Think before you speak...
but never speak
all you think

The right word spoken at the right time sometimes
achieves miracles
~ **Josef Goebbels** ~



A speech without a specific purpose is like a journey
without a destination
~ **Ralph C Smedley** ~



The most valuable of all talents
is that of never using two words
when one will do
~ **Thomas Jefferson** ~



Hard words can't touch any soft heart,
but soft words can touch any
hard heart



Don't raise your voice.
Improve the quality of your arguments



Our speaking is well shaped and sharpened
by our reading as well
as our listening

Communication



Most people see what they
want to see and they hear what they want
to hear

Speak when you are angry and you will
make the best speech you will ever regret
~ **Ambrose Bierce** ~



Silent lips may avoid many problems.
But smiling lips will solve most problems



Knowledge speaks,
but wisdom listens
~ **Jimi Hendrix** ~



God has given us two ears and
one mouth for a reason –
to listen twice and then to speak



Mere silence is not wisdom.
For wisdom consists in knowing when and how to
speak and when to keep silent
~ **J P Camus** ~



Speak sweetly, if you need to eat your
words, they don't taste bad.
~ **Chanakya** ~

Communication



You're not fully dressed until you
wear a smile

If one can listen to others without likes,
dislikes, anger, greed or prejudice,
wordless wisdom starts flowing into
our lives



When you talk, you are only repeating
what you already know. But if you listen,
you may learn something new



Always speak tasty words in your life
as you never know when you will have to eat them



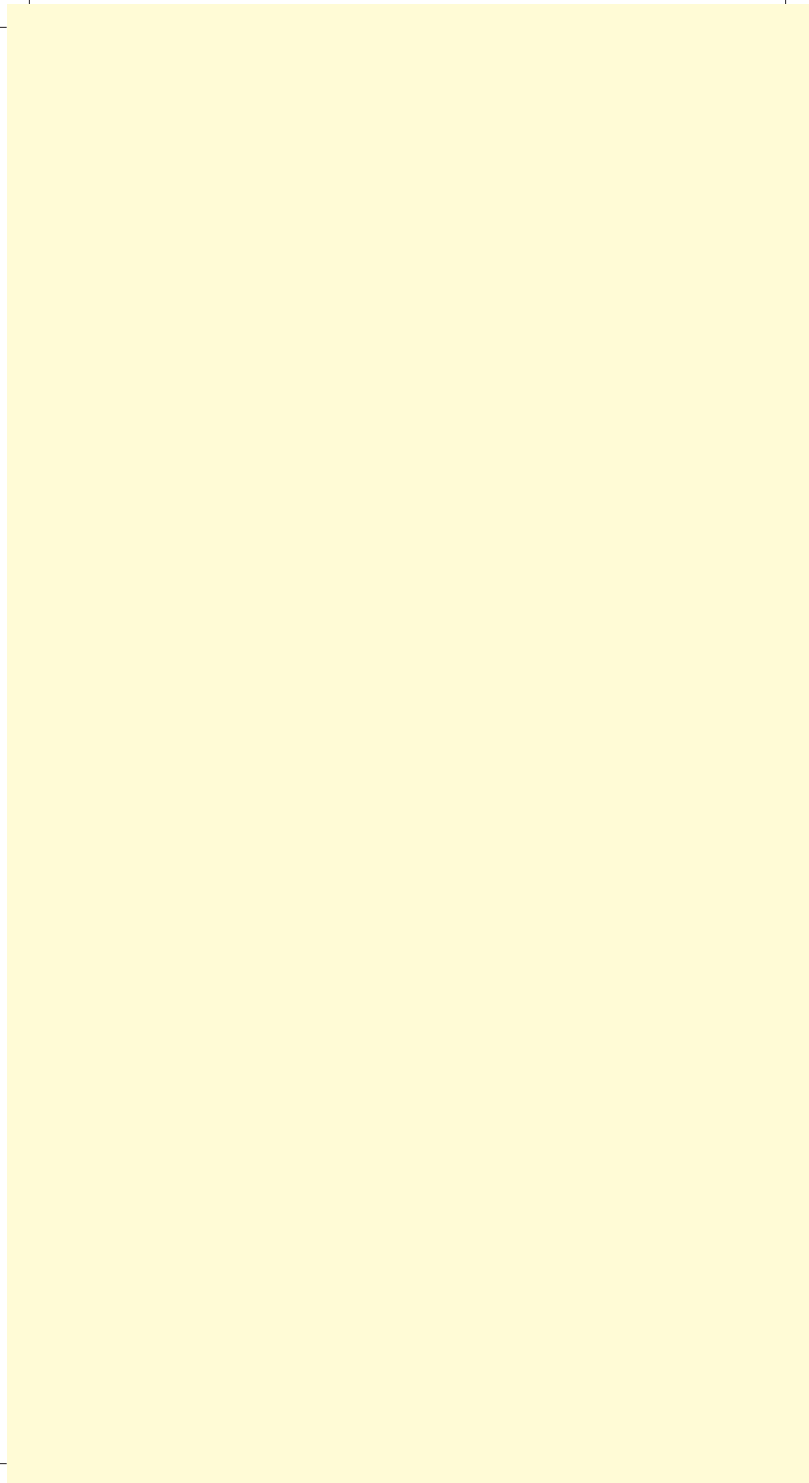
Look out for the tongue; it's in a wet place
and might slip



During arguments, Intelligent people use
silence and stupid people use their tongue.
During discussions, intelligent people use their tongue
and stupid people use silence



Never argue with idiots.
Because first they bring you to their level
and then they beat you with their experience





Social Responsibility

*W*e should be grateful to our elders and the society for the invaluable legacy of knowledge, culture and heritage. This legacy has continually revitalized our civilization through the ages.

If society has given you everything that you desired; shouldn't you ask the question- "What can I give back?"

I feel it is my duty to give something back to society without expectation of any return.


I have seen lots of people donate money, but they ask for something in return. That is business, not charity.

There are many present-day challenges – poverty, education, health.

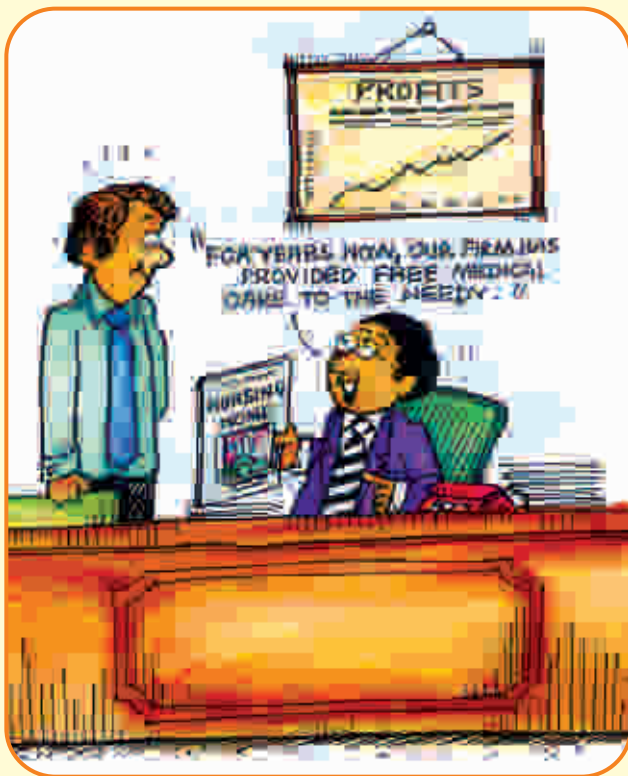
I believe that instead of temples, the world would be a better place if we do everything possible to satisfy and fulfill basic human needs.

There are so many institutions; NGOs, civil-society groups, dedicated social activists who are rendering invaluable service to the entire world. Enlightened corporate groups like the Tatas, Birlas, and Wipro are beacons of corporate social responsibility. They work for the greater common good knowing that a sustainable world where basic human needs are fulfilled is the only way to ensure global peace, wellbeing and prosperity.

There is nothing as satisfying as giving back.



Social Responsibility



Give more and you'll have more
~ Hyrum W. Smith ~

A candle loses nothing of its light
by lighting another candle



Do what you can, with what you have,
right where you are
~ **Theodore Roosevelt** ~



There are two kinds of people in the world:
Givers and Takers.
The takers may eat better,
but the givers sleep better
~ **Mother Teresa** ~



To give service to a single heart by a single act is
better than a thousand heads bowing in prayer
~ **Mahatma Gandhi** ~



If you cannot be a pencil to write anyone's happiness,
try at least to be a nice rubber to erase everyone's
sorrows!



Too often we underestimate the power of a touch, a
small word, a listening ear, an honest compliment or
the smallest act of caring - all of which have the
potential to turn a life around.
~ **Leo Buscaglia** ~



Don't judge each day by the harvest you reap but by
the seeds that you plant
~ **R L Stevenson** ~

Miscellaneous



You do 100 good things nobody remembers, you do one thing wrong nobody forgets

Dividing an elephant in half does not
produce two small elephants
~ **Peter Senge** ~



To avoid criticism, do nothing,
say nothing, be nothing
~ **Elbert Hubbard** ~



People are not useless, they are
used less



'Truth' is a debit card
- pay first and use later
'Lie' is a credit card
- use first and pay later



What gets measured gets done,
what gets measured and feedbacked gets done well,
what gets rewarded gets repeated
~ **John E. Jones** ~



Motivate those around you and they will eventually live
up to the expectations. Put them down and they have
no reason to be any better



Life Is an 'Echo'.
What you send out - comes back



Tomorrow to me is an unopened gift.
I savour the unpredictability of it all
~ **Vivek Oberoi** ~

Miscellaneous



Patience is a bitter plant but it has a
sweet fruit
~ German proverb ~

When you are right, there's no need to be angry,
When you are wrong, you have no
right to be angry



If you are patient in one moment of
anger, you will escape a hundred
days of sorrow
- **Chinese proverb** -



As long as we don't 'forgive' others,
they occupy 'rent free' space in
our mind



Great things are not done by impulse, but by a series of
small things brought together
- **Vincent van Gogh** -



Some of the biggest problems arise
when we begin to believe that we are perfect
or that the world should be perfect
- **Leo Buscaglia** -



I have lived a long life and had many troubles, most of
which never happened
- **Mark Twain** -



People who value their privileges above their principles
soon lose both



Excuses are the easiest things to manufacture,
and the hardest things to sell

