

HOW TO BE XTRAORDINARY

Shiv Shankar Singh



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AUTHORS NOTE

2013 was a year that marked a turning point in my life. A year which perhaps marks the commencement of my learning curve. A point from wherein all my failures came more like shining beacons trailing towards eventual success.

Every single time I failed, I remembered to make a note of what I erred at and to avoid the same for the future. This is how it started- the process of tabulating. A journal which became a record of confluencing all those lessons which life taught me.

Some pleasant, some perhaps not so pleasant initially, but both are educating and enriching.

This book which is a collection of some of those experiences, is a piece of my heart.

Hope it resonates with you in the same way and guides you to avoid all those mistakes which I made. I learnt from them and wish that you all to benefit from these life-changing bits of experience. Logical, practical advice which shall go a long way towards helping you all become the best version of yourselves.

So why wait then?

Let us get onto a pursuit to understanding

HOW TO BE EXTRAORDINARY

Let us begin this exciting journey NOW!!

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ENDORSEMENTS

There was a moment in my life, a single, irreversible crossroad, when a tumour left me paralysed from the chest down. In that instant, I could have chosen resignation. Instead, I chose resilience.

My journey as a Paralympian has taught me that the extraordinary is never about a perfect body; it is about an unconquerable spirit. Every medal, every accomplishment came after years of unseen struggle and discipline. Adversity, I discovered, is not an enemy but a mirror, reflecting the strength that already lives within us.

That is why Shiv Shankar's *How to be Xtraordinary* speaks to me so deeply. The chapters on purposeful action, mindful wealth, and the power of disciplined focus echo the very principles that carried me from a hospital bed to the Paralympic podium. He reminds us, as I have learned through sport, that time is our true wealth, that service enriches us more than money, and that consistency is the quiet engine of success.

This book is not a set of instructions; it is an invitation to pause, to reflect, and to act. It calls each of us to look beyond circumstance and comfort, to delay gratification, and to live with the courage of our convictions.

As you turn these pages, ask yourself: where are you settling for the ordinary? And where might you dare to be extraordinary?

I am living proof that limits are negotiable. And Shiv's words affirm that this possibility belongs to each & every one of us!

-Dr. (h.c.) Deepa Malik

Padma Shri,

Khel Ratna, Arjuna Awardee

India's First Ever Woman Paralympic Medalist

**Executive Board Member - Asian Paralympic
Committee**

The insightful and compelling work, "How to be Xtraordinary" by Shri Shiv Shankar, brings not only his rich academic and professional experience to this book, but also a deep wellspring of personal wisdom, rooted in a life lived consciously, attentively and purposefully.

This book is not only a collection of advice, but also a reflection of the author's journey and philosophy. The chapters draft a progression from fundamental values, such as discipline and perseverance profoundly shaped by his father's exemplary life to advanced reflections on modern challenges of time management and leadership in times of uncertainty. These sections draw on both author's personal narratives and his entrepreneurial work, notably his practical contributions of managing mega events, such as Mahakumbh, 2025, blending technology, human resourcefulness and social compassion.

Book's relevance is palpable in today's world, where the value of genuine relationships, mindful action and ethical decision making often gets lost amid the cacophony of ambition and digital distractions. The author reminds us that success is not solely measured by financial gains, but by how we nurture bonds, develop resilience and contribute to society.

The book "How to be Xtraordinary" is a gift to all who seek not only personal growth but lasting impact; it challenges and encourages each of us to aspire beyond the ordinary, yet remain grounded in values.

For anyone searching for clarity amid life's complexities or for a blueprint to more purposeful living, this book stands as a trusted guide.

-Justice Sanjay Kumar Singh
HIGH COURT, ALLAHABAD

In a time when humanity stands at the fault lines of disruption - technological, ecological, and civilizational - books that speak of “how to be extraordinary” often reduce themselves to hollow checklists of habits, tactics, and motivational slogans.

Yet occasionally, there emerges a work that dares to return to first principles, to ask: What does it truly mean to live extraordinarily?

Shiv Shankar ji’s *How to be Xtraordinary* belongs to that rare category. This book does not attempt to manufacture extraordinariness as a commodity. Rather, it seeks to reveal it as a possibility inherent in every human being.

The narrative does not prescribe from the mountaintop; it converses from the street corner, the riverside, the family home, and the workplace. It blends the discipline of lived ethics with the fluidity of modern aspiration, weaving anecdotes from the author’s life with insights that speak universally.

It tells stories that shape; it invites logic that renews; it awakens the radiance of the human spirit.

To the reader I say: approach this work not as a manual but as a mirror.

It will not hand you formulas for success, but it will provoke you to ask: What does extraordinariness mean for me, in my life, at this moment in history?

If you carry that question with sincerity, you have already taken the first step toward the extraordinary.

Rajeev Bhadauria

Global Speaker, Executive Coach & Mentor

When I first came across the title *How to be Xrtraordinary*, I assumed Shiv Shankar ji had put together some of his business experiences and insights gathered over the years. I expected a regular self-help book—something that would give me a few safe, practical ways to do well in life while chasing success.

But as I began reading, I found something very different. What struck me was the depth hidden in the simplicity of his words. There's a natural flow in the way Shiv writes, and before I knew it, I was drawn into ideas that felt familiar, yet so easy to overlook in today's fast-paced life.

Yes, there are many books on values, growth, and life lessons. But this one stayed with me. By the time I finished, I felt like going back to it again—not just for the joy of reading, but to catch more of the wisdom that reveals itself slowly, layer by layer.

The real charm here is in how Shiv has conveyed powerful life learnings with such clarity and ease. To take something so meaningful and make it simple without losing its essence—that is rare.

This is more than a book; it's an invitation to pause, to think, and to reconnect with life's finer truths. I believe every reader will find something personal in these pages, just as I did.

-Bijay Kumar IRTS CCM/PM

बस कुछ बीजों ने
दिखाई थी हिम्मत
और छलांग लगा दी थी
गीली मिट्टी पर
डूबते उबरते रहे वो
दिन महीने साल
और आखिर खोज ही लिया
अपने भीतर का पेड़..
मैं सोचता हूँ
क्या इनको डर नहीं लगा
बाकी बीजों की तरह
छलांग लगाते हुए
शायद नहीं, क्योंकि
छलांग बीजों ने नहीं लगाई ,
छलांग लगाई थी
उनके भीतर के पेड़ ने..
यह किताब आपके भीतर के उसी पेड़ को पोषित करेगी और आपकी क्षमताओं
से आपको रुबुरु कराकर आपको बनाएगी ExtraOrdinary

-Poet Sandeep Dwivedi

"How to be Extraordinary" isn't just a book; it's a life's manual. My dear Shiv Shankar ji has distilled years of practical experience into an accessible and powerful guide. What makes this book so remarkable is its simple and easy-to-understand language. It speaks directly to you, cutting through the noise to offer genuine insights that feel both familiar and deeply new.

The book holds a special significance, as It's built upon practical, relatable experiences that resonate with our unique context and ethnicity. It's a testament to the idea that true wisdom isn't found in abstract theories but in the lived, everyday journey, like he has taken himself.

Sharing the common vision of leadership development, I can vouch that this book offers more than just reflection; it provides a compass for the future. He extrapolates how the world is progressing, giving you an edge to navigate the complexities ahead. It's a book that not only helps you find answers but also empowers you to build a resilient and fulfilling life.

With the experience of rising from rumbles he has illustrated a few proven principles that can truly help you bridge the gap from ordinary to extraordinary. This is more than a read; it's an essential companion for anyone ready to unlock their full potential

- K K BHAGCHANDANI

Bharat Udyog Ratan

International Sales entrepreneur

Top 10 Leader in Pharma and Life Sciences

CHAPTER 1:

GANGASEVAK, MY FATHER- MY MOTIVATION...

“One father is more than a hundred schoolmasters.”-
George Herbert

Indeed, as Clarence Budington Kelland had once said ‘my father didn’t tell me how to live; he lived and let me watch him do it...’

Yes, it is often very rightly said that our “sanskaar” aka our general disposition and character is what truly defines who we really are. We may be a confluence of our experiences, our trials and tribulations, joys and sorrows, success and failures. And yet, at the end of the day, I strongly feel that it is our ethics that truly depict what we truly are at heart.

When I set up the “Late Ramchandra Singh Memorial Tennis tournament” in memory of my dad. I only did not think of it as a gift to Prayagraj in the form of a competition, a social event. I knew I was imparting something much more worthy, of solid substance. The best part? It stays on for keeps!!! And with a clear motto- to take my beloved city of Prayagraj to the highest echelons of fame.

The competition by itself is simply not about ethics alone. It is sportsmanship, thought process, skill building, talent

honing and most importantly, for me it is about bringing a revolution by dissipating my father's vision to the rest of the world.

You know I have always felt that my father's powerful approach to life, his inspiring thoughts and whatever he taught me by way of his life experiences and learning has been the biggest contribution to whatever I am today. Whether I have yet been able to bring about as much of a difference as I could have or not remains to be decided by you all. However, to pass on that nugget of wisdom, of leading a successful, focused and most importantly well-disciplined life is something I choose to do through this book of mine.

This is simply not a tribute, an ode to my father. It is a shoutout, a celebration of a personality I know is the ideal any individual ought to follow and look up to, to succeed in life. I know you will probably say that "you will say so naturally, because it is your own father na.." But no, I say this with an experience of having seen the world, learnt from my own tryst with humanity that Dad was someone who has left a legacy which should surely be followed and replicated by all, if they want to improve their individual life condition, elevating it to the next level. His ideologies right from resilience, to perseverance, hard work and dedication to the skill of staying productively focused on anything is what I wanted to impart to the next generation by way of establishing this particular tournament.

Yes, I do miss my dad. And even today, almost 24 years since he departed, I regret his passing every single day. As I sit down on my huge work desk, every evening,

remembering how I am what he made me to be- his principles, his teachings, his mannerisms all that he has bestowed upon me by way of his legacy I can never thank him enough.

I always say this-there is no age to truly learn and execute what you learn. That is discipline-perpetual focus for life. A thing taught to me by my dad that has stayed with me for life. A thorough disciplinarian-do you know that he used to get up each single day at 4 AM sharp to go and take a dip in the Holy Ganga? Every morning and that too without the assistance of any watch or alarm to wake him up!!!Be it any situation, any health condition, come rain or sunshine, my dad was always up at the same time, never ever breaking the routine he set for himself.

Discipline is truly the key to success. Papa taught me that-by not only preaching it, but practicing it for life and depicting it to me.

During the war of 1965, there was a shortage of provisions in our country.

Shri Lal Bahadur Shastri ji had urged the citizens to try and refrain from having both the meals and instead save up on the provisions for one meal a day, thus helping to send the provisions instead to the soldiers on the border. My father at that time, actually stopped having his meals both the times, switching instead to only a minimal yet nutritious diet of “sattu “ and water so as to send the provisions for the soldiers on the border. He waited for Shastri ji to actually announce that things had been

restored and normalized as far as the food provisions were concerned before resuming his diet!!!

That was my Papa-a man of integrity, a disciplinarian who saw beyond what people wanted to decipher what they actually needed. As you can surmise, it was sheer patriotism on his part to jump in and do something benevolent of that sort. After all, who said patriotism is only about going and fighting on the border alone. It also means that we stand support alongside all those who are fighting for the country and aid them as per the need of the hour.

One can show their true patriotism towards the nation thus, by following discipline at all times. Do not waste electricity or water at all. Yes, it is a natural resource but that makes it priceless and thus, truly invaluable, isn't it? I distinctly recall my Papa practically scolding us every single time he saw us wasting either of the two.

Friends, if all resources, be it natural or be it man made are used frugally, we all as citizens of this country can progress towards making a better country, brightening its future and also the coming future of our successors.

Papa always said winning is excellent but losing too, had its merits. If you lose you gain a whole new plethora of experiences that work as stepping stones, properly guiding you on your next pursuit, ensuring you win anyhow.

I also believe that celebrating too much over small wins is not exactly the best attitude to follow as one surely ends up ignoring and overlooking important aspects for a much bigger win he/ she might be poised at. Your hunger to

work towards and procure more and more the next time should never be satiated. At the same time, be happy with what you achieve and don't fret. However, do bear in mind that this is just the trivial start and you are destined for much better things in life.

Today as I sit at my writing desk, looking behind at my life, at this juncture, I am super glad to have come up with this book in the form of a means to share my thoughts with you all. What you will read herein onwards are some slices of life, personal snippets and tales of life, as and how I have experienced them to be. Worth extracting nuggets of wisdom from, the chapters ahead are put forward more as a conversation-from me to you, trying to connect to each one of you today with one goal. A goal to help you all become the best version of yourselves in life, becoming better along the way, every single day.

With this aspiration, I now invite you to dive into my bag of musings, my little collection of observations, taking one sliver at a time.

Go dive in and explore and decode life, at its pristine best.

From the eyes of this humble traveler, who chose the path laid down by his heroic and benevolent father to all of you.

Namaste and let's get it rolling folks!

CHAPTER 2:

SPARE TO PREPARE !

On 18th March 2025, something truly and gratefully miraculous transpired. Our two astronauts -Sunita ‘Suni’ Williams and Butch ‘Barry’ Wilmore, who had been stranded in space for around 9 months were brought back to Earth via the SpaceX Dragon shuttle, a feat which had seemed unlikely but was pulled off effortlessly.

Like the rest of the world, as I sit to rejoice for the astronauts’ safe return to Earth, I want to bring your attention to some extremely crucial aspects I noticed in this entire chain of events, aspects which have reinforced the power of focus as well as taught me a vital reality-you need to spare your past if you want to prepare for your future.

Let me explain my observation here. Well, there are viewpoints to this as I want to convey to you. The first one- whilst the first time the mission failed owing to the anomaly that occurred in the shuttle that had taken the two astronauts, as NASA somehow stepped back, unable to fetch back the stranded astronauts from space, Elon Musk’s company SpaceX which has often been shunned due to its private identity and also the fact that the initial test launches of its shuttles have been unsuccessful, came forward voluntarily to rescue the astronauts, bringing them safely back to Earth.

I want to now bring your attention to the owner Mr Elon Musk's attitude to work and life. It would have been easier for him to not intervene or offer help of any kind for this pursuit. After all, what has he ever received in the past by way of these endeavours as he patiently waited through all test launches, investing every single penny he had towards SpaceX. He surely was not in obligation to do this since he himself was struggling towards a successful launch. But, the point here is that instead of seeing a selfish standoff to the whole matter, Musk chose and prioritized a "greater good", volunteering to bring back the stranded astronauts home-giving humanity a much larger centrestage compared to vested commercial protocols and interests. Had he sat back dejected, demotivated with the initial failures of his shuttles he would never ever have been able to successfully float this venture, which today is the real hero responsible for bringing our beloved astronauts home.

The whole world, whilst more busy in either criticising the entire chain of events, discussing whether Suni and Butch would be saved, whether NASA would or would not be able to bring them back, was busy in a fruitless, vicious troll cycle, Musk, who emerged as a "positive force" in this entire episode showed the world the true power of focus and positive productivity. Unfazed by initial setbacks, immune and not bothered by trolling and criticism, he proceeded and succeeded in delivering the desired outcome.

And I must stress upon the attitude which Musk always has harbored upon in life-"never say die". There is surely

an uncanny quality about the man-to never ever give up on any pursuit even in the face of failure. He simply chooses to learn from the entire event, moving forward towards the next trial simply taking away the learnings from that particular failed attempt.

That, my dear friends, is precisely what I want to share with you all today. The ability to spare your past, take away only the positive learnings from your failed pursuits, and remain focused on your targets and goals is the way to truly proceed and prepare for your future.

People in life often get frazzled, demotivated with their failures. Unable to get to some place, to reach a particular target is an unpleasant scenario we surely do not want to be in right? And yet, when we do happen to be in that sticky spot, we only choose to be upset, not seeing through it or reading between the lines, the true meaning of why it happened and what can be done to avoid failure in the next trial. As humans, we are conditioned to perform near miraculous feats and yet somehow we keep ourselves so restricted that we cannot digest a setback or failure ever. We keep dwelling on it, a thing of the past and make that a sort of a bondage, which actually hampers and obstructs our path, refraining us from proceeding forward in life. The result being that neither are we able to progress to a more favourable outcome nor can we transcend to a better target in life.

Imagine if, realizing that she will have to stay for 9 whole months instead of the 9 days as planned, had Suni Williams sat down dejected? Would things have worked out the way they have now? Or for that matter, the way in

which SpaceX's rocket launches failed for more than 8-10 times before successfully being launched, would the company have achieved this feat had Musk decided to get cold feet and abandon this pursuit?

Life is all about the attitude to "go on and keep trying". You have to remain focused on your target and also make sure that you do not dwell upon your past in a negative, unproductive manner.

I always feel that this is an imbibed attitude, especially amongst those successful individuals who are highly focused and who eventually reach their goals. Such people do not give importance to what happened earlier, except that they incorporate the important learnings they have got from the failed attempts towards their goals. Take any such individual -say Colonel Harland Sanders for instance. At a ripe age of 65, he was undeterred by his earlier failures and setbacks. Using the 105\$ of his monthly social security check he opened the first KFC franchise in Salt Lake City Utah, in 1952. Today, even after years, it remains one of the most successful brands in the whole world!!

I strongly feel a balanced and controlled mindset is a driving force in order to be able to focus upon one's targets in this manner. One needs to be neutral, calm, collected and simply forward moving, incorporating learnings while also proceeding towards what one truly aspires to achieve in life. Neither getting too carried away with success, nor being affected by failures.

Well, that sort of rings a bell, doesn't it? Confused? Bhagavad Gita's 2nd chapter's 56th verse puts this for us in a nutshell way before the beginning of human society:

“Duhksheshv-anudvigna-manah sukheshu vigata-sprihah
Vita-raga-bhaya-krodhah sthita-dhir munir uchyate”

Meaning an individual who neither gets affected by sadness, nor does he desire for happiness, stays away from anger, fear, he and only he is an individual truly considered as the one with a collected mind, and he alone proceeds forward in the path towards a true Karma in life...

Yes, if you go to see this, our example in question-Musk was actually undeterred by his initial failures, not affected with any criticism or trolling that came his way as he failed initially. Neither was he angry with anyone resorting to an unhelpful attitude when SpaceX eventually succeeded in launching their rocket and shuttle. Nor was Musk in any kind of grudge, with authorities or government or such related machinery when the time came for him to offer help and assistance.

Musk was simply focused on one thing-to do his bidding and also get it flawless and right, in the face of any crisis too. That is what I call a truly focused mindset, a productive mindset, a positive and result oriented mindset-the one which is bound to get one success always in life. Such an individual will not let any such emotional baggage from his past affect his future pursuit and will make sure he channelizes his energies in the right direction.

Similarly, even if you consider Sunita Williams's example itself, had she too wanted, she could have been demotivated by the complete chain of events. But no, she chose to utilize and invest that time productively in that state of 'zero gravity', meticulously and dutifully fulfilling her duties. I actually feel proud bringing your attention to a highly surreal thing here- a child is in their mother's womb for 9 months and comes to this earth thereafter. Sunita, a child of Mother Earth, was actually away from her "Mother Earth" in space, in zero gravity for 9 months(286 days) and yet she was a true Karma yogi, relentlessly proceeding with 'positivity to productivity' , using that time to do something which benefited the entire human race at large, by way of her space pursuit and contribution to the ISS and NASA.

She chose to pay attention to her work, her commitment to her duty. Indeed, if a person decides to become focused and committed to their work, miracles can truly happen. She is a shining example of how when a person decides to embark upon a "positivity to productivity" mindset they can outperform even in the most bleak of situations. We have heard of the dictum "every dark cloud has a silver lining" but turning the dark cloud silver completely and doing a "greater good", ah now isn't that the mindset we all want to adopt in life?

Remember, your past has learnings which can convert to earnings in your future. One can never ever "screw up" their past. Whatever be your mistakes in the past, instead of shying away from them or not accepting them, how

about confronting them and using them as a stepping stone for your imminent success?

Understand that holding onto the past, the negative aspects of the past, do not contribute to positivity to productivity. Positivity to productivity also implies that we learn from our past mistakes and use them as a means, a ladder to go forward on our target path to our goal.

At the same time, we need to ensure that we do the same without any kind of jealousy, prejudice, anger , fear or even greed, as the shloka of the Gita states. Albeit, when I say greed here, I do not mean the “thirst” or the “yearning” one has, in order to achieve better results, the desired goals and returns. Your feeling ‘to achieve’ has to be present. Your motive to ultimately reach your target has to be present always. But, you have to also be focused from the productivity point of view, without the over encumbrance of the thought-whether I will reach my goal or not? No, that has to be a pre-set mindset. The acceptance, that-” yes, I am going to reach that particular stipulated goal one day, very soon. I must simply remain focused, doing everything correctly, with a vow to improve and rectify each day as I go on”

LAYERS OF ADOPTION

One can never “screw their past”. Remember, you can only take away important teachings your failures will give you. Rather than seeing them as “bricks”, think of them as foundational “stepping stones” towards your imminent success.

One needs to “spare” aka let go of their past, avoiding dwelling too much on it. Although, one must take note of all errors committed previously so that they can improvise on them, performing better in the future.

Focus on the target, without paying attention to the negative environment around us, primarily working for the “greater good” is the ultimate “positivity to productivity” mindset, one which can truly take us places in life.

Remember, your past has learnings, which help you convert to your future’s earnings.

Be free from fear, hatred, jealousy, anger, greed and all such emotions that hamper your progress. Although, do imbibe a “thirst” for achieving the best always.

CHAPTER 3:

MONEY IS MAN-MADE

“An enterprising attitude is directly proportionate to the money earned”- Author

“The only sound that could be heard competing with the buzz of the ceiling fan was the jarring of Samar's keyboard. It was three in the morning and everything was scattered on his desk, with a computer screen casting a light on his face. Worn-out eyes beheld a jumble of numbers - stock prices, market trends, potential investment returns. Someone of his calibre would not be able to sleep when their next major contract was a click away.”

What did you think of it? Are you too living the same story? Do you too feel similar to Samar? Do you also forget about breakfast in order to get to that early office meeting on time? Instead of enjoying a soothing glass of milk with our parents or spouses and families, first thing in the morning, do you too think of having a sugary cup of tea, instant coffee, or a carbonated drink at your workplace later? Evenings are weighed down by deadlines, even though some of those hours could have been better spent with a loved one; visions of an Instagram-worthy life fill our social media feeds. Idealistic pressure is what makes you want to run after that sandbox. If we keep looking for that aching feeling of success that we have resolved to find

solely in our bank accounts, we will eventually become Samars.

However, as Samar's story states, being so focused on improving your so-called corporate lifestyle might cause you to miss out on the things that truly matter in life: your loved ones. Money is an artificial creation and we are all busy chasing it. The pursuit of "wealth-creation" can lead us away from what truly matters in life: our loved ones, our health, and the people who bring us joy and fulfillment.

We frequently sacrifice our personal lives in our haste to beat the morning rush and reach the next financial goal. On the other hand, the little things that can brighten our days are often free or very inexpensive. Having a hearty breakfast with loved ones is at the top of your list when you consider the perfect morning ritual. Instead of reaching for yet another coffee alternative and plunging into more work, how about a few minutes of genuine conversation at the kitchen table to kickstart your day? Spending time together as a family, with no responsibilities other than to those closest to us, is when our connections are most precious, and their beauty is most evident.

Your use of personal messaging for business purposes is another example relevant to our office workers' daily lives. Texting a friend "morning" and filling them in on your day is a lot more fun than sending an email to someone about business. This lifeline might connect you to the experiences that truly matter, enhance your daily lives, and help you stay connected. Avoid texting or talking on the phone while driving if you're a modern

driver who's always on the go. We can always listen to our favourite music or podcasts if we have nothing else to do.

Employees' mental health can significantly benefit from this frequent refocusing and reduction of stress in the workplace. Lunchtime is another illustration. If you had to choose between eating your sandwich at your desk or going outside to have a bite and talk to a coworker, which would you choose? Ultimately, these moments benefit your digestive system, mental health, and social life. After a long day, we may finally relax in the evening and either go to bed exhausted or put off sending those last emails. Isn't reading your new book or playing with your children more enjoyable?

Instead of focussing on relaxing and rejuvenating on weekends, the generation today prefers winding up work and ultimately keep working nonstop. People are spotted spending extra time at home on laptops instead of going on hikes or participating in community events. Going for a walk or relaxing at home on Sundays is not just a fun thing to do but also an investment in one's health and a legitimate element of any reasonable weekly schedule. These seemingly insignificant choices significantly impact our quality of life when added up. Both our capacity and the quality of life's simpler pleasures are diminished by the one-sided success story that places monetary value above everything else. That greedy, spiritual vision of human beings as a bank statement hurts our basic human needs for belonging, health, and a slice of cake. Samar sets his alarm for fifteen minutes before his typical wake-up time the following day, Monday. He

doesn't hit the snooze button every five minutes or hide under the blanket to get five more minutes of sleep. Regularly "waking up" sets his mind up for the day ahead, to put it mildly. He calmly prepares breakfast with these fifteen additional tasty minutes. It's always more pleasant to eat while staring aimlessly out the window at the trees against the backdrop of a massive, grey-bluish sky that's likely to rain. In this manner, he also has more options. He doesn't have to resort to unhealthy fast food because he has control over what and how much he eats. First thing in the morning, he has another opportunity to boost his self-confidence for the day, and it feels great. While eating breakfast, he mentally selects and rejects recipes for the day's dinner, considering the benefits and drawbacks of the more involved ones, all the while looking forward to tomorrow's lunch and the evening that follows. While doing so, he may contemplate several unimportant details, such as the state of football or the relative merits of a few new eateries that have recently opened shop in the city. He is fully energised for the day and will absolutely not mind being rushed as the clock strikes eight. During his commute this morning, Samar listened to podcasts about the history and trivia of motorcycles, a subject that has always fascinated him. This was to keep himself from worrying about the bureaucracy and other peculiarities of office work, which are issues with often tedious outcomes. While on the road, he recharges his mind and spirit, which in turn boosts his productivity and creativity. Through his own personal experiences, he has come to understand that amidst the many paradoxes, constraints, uncertainties, and allure of his workplace—precisely, amidst the chaos of his

migrant nation, which he longs to escape—lies the profound essence of existence. During lunch, he decides to ditch the workplace and go for a leisurely stroll with his college pal, Geeta. Today, he and Geeta will primarily talk about the most recent film releases and the most important events in their family life. As of right now, getting down to business was something for later.

Samar spends the majority of his workday engrossed in his screen, diligently attending to another duty. But every hour or so, he gets up and stretches. Occasionally, he'll even go over to a coworker's desk for a casual conversation that has nothing to do with business. His physical condition improves, and he maintains his energy level while working. He is unusual among his coworkers because he never takes his laptop home. Instead, he spends much of his evenings working on his model-building hobby, which involves purchasing a new kit every two weeks. In addition to giving him a break from work, it teaches him patience and concentration, which are valuable skills in a world where he's constantly juggling too many tasks.

Just like he does first thing in the mornings throughout the week, he sets aside time on weekends to do something he enjoys rather than because he has to. Whether it's relaxing with a mug of joe at a hip new café on the corner or going for a stroll in the park with loved ones, he finds ways to remind himself that life is about more than just making a living. Making a deliberate decision about how to spend one's leisure time is at the heart of all three instances. Making a living is critical, but so is taking care of one's

loved ones and oneself. This expenditure would lead to a more prosperous life, better health, more happiness, and, in the end, more productivity in all spheres of life, including work.

Believing that working less and enjoying more is essential to personal and financial growth is a leap of faith. We aren't told you will benefit more significantly if you work hard, right? From birth, We are hardwired to work harder to make a living. When we are indoctrinated to view time as a constraint, the idea of investing in oneself becomes murky. Still, when we put our attention where it belongs—on ourselves—we become more capable of more. It gives our lives purpose and allows us to be an inspiration to those around us who are struggling to breathe under the weight of their responsibilities. Elon Musk has stated that he now gets at least six hours of sleep every night and takes a shower every day, even though he used to stay up all night. He still can't bring himself to put his family first or ignore his demands, even when juggling three businesses at once. This isn't some magical formula that made him wealthy overnight; it's just a way of thinking that keeps him focused on the reason he works so hard and the people he wants to spend time with.

MY THOUGHTS

I look at money daily; it pays the bills and gets me groceries; it's a fact of life. But lately, I've been reminding myself that humans created it. Before money, people traded things directly – a skill for a chicken, a fish for some fabric. That made me realise that money is just a tool

for exchange, not something inherently valuable. What truly matters most to me are my bonds with the individuals I care for. A lavish supper is agreeable, but an authentic discussion over a home-cooked meal feels more meaningful. Helping a companion relocate or simply lending a listening ear – those moments are priceless. I'm concentrating less on currency and more on building those bonds. An extra embrace for my partner, volunteering to carry out chores without being asked, being present and engaged when someone's sharing – these little gestures are my way of expressing "I care." I keep reminding people around me that "genuine connections are beyond price" or "Love is the greatest form of payment." After all, no quantity of money can purchase a strong tie with someone I love.

A particular incident that I would like to bring to light is when a dear friend brought his broken laptop to me which cost him a whooping 20k in the market. Being in the same industry, I knew that the actual cost was way lower and agreed to help him due to the bond we shared. I got the task done and returned the laptop back to him. He asked for the amount to be paid, but I refused; not because I wanted him to feel indebted but because I weighed my relationship with him more than the value of the laptop.

I have heard parents often yell on their kids for breaking things or causing loss. What do we actually intend to teach our kids, “brand value” or “self-value”? Is it that your child is important to you or the object that he/she has broken/damaged? Think before you move on. “Just keep in mind money is man-made!”

LAYERS OF ADOPTION

Money, although an important aspect in life, is not the eventual destination.

Understand that it is actually a means to ensure that one does go on about their pursuit seamlessly.

One has to ensure that he/she is more mindful of what they do or contribute by way of their actions, rather than going on aimlessly. Yes, it is important to hustle in order to achieve one's targets but the same should not be done at the cost of compromising one's personal and mental health.

Take the leap of faith and prioritize today!!

CHAPTER 4:

WEALTHY V/S RICH

Success stories of illustrious manufacturing families like the Tatas and the Birlas have defined riches in India for many decades. In the end, having a large bank account and abundant investments served as the standards. However, this description has now come off as artificial, a forced definition, or even worse, a golden cage rather than uninspiring. I realised this after watching a video: wealth is much more dynamic. The quality of our time together, the strength of our connections, and the impact we have on the world all contribute to the fabric of our wealth. The passage of time makes this point crystal clear. It is our most valuable asset, and we have the freedom to spend, give, or hoard it as we like. Unfortunately, we can only earn 24 hours every day, unlike rupees. Steve Jobs, the genius behind Apple, also lived by this principle.

Despite being the CEO of a highly successful digital company, having over a billion dollars in equity, and dealing in bitcoin, time is of the essence. Even though time is fleeting, we don't always make the most of it by spending it with those we care about, being alone, or doing what makes our souls truly liberated and at peace. Silicon Valley best shows this paradox. The amount of time spent working, networking, interacting with contacts, and racing to complete one goal after another gives the impression that a typical workday is intense. But most believers will

eventually become part of the "Rat Race" movement. Therefore, we must alter our relationship with money and begin to perceive riches not in terms of monetary value but of time. The fast-paced nature of life makes it simple to become engrossed in it. In the midst of the billions of messages that demand our attention and the millions of duties that require it, we need help.

Along the road, though, we must make time for activities that feed our spirits. What if, first thing in the morning, I want to devote four hours to a puja ritual that helps me calm my mind and soul, overcome my anxiety, and learn to control my breathing inch by inch? What if, once a week, I want to see my friend's face change and grow as we sip chai—even though chai isn't my favourite drink—and focus on her? What if I wanted to go on a pilgrimage to a sacred site and spend a day singing devotional songs to restore my energy and make the world a better place to see?

Every moment seems to be vying for our attention because it is "more important." But is there anything you need to do more pressing than giving yourself permission to live and enjoy life? So that we may reclaim what we have lost in our crazed quest for illusions. Doing this on purpose is what's known as "reclaiming your time". The capacity to establish limits at work must be accompanied by time reclamation. A popular strategy that is gaining traction in Indian IT organisations is to negotiate more flexible hours. Because they can't keep their own cart from toppling over, those who have lost their work-life balance do more than just live; they save the day for a complete stranger. Part of

the problem is also ensuring your work networks are healthy.

Recognising opportunities to develop individuals we trust is crucial, but we must be taught how to assign duties appropriately. The next phase could be challenging; everyone was instructed to avoid fighting and instead take on seemingly significant chores; it is complex to admit when you are overwhelmed, lazy, or want to handle everything on your own. This is an essential first step, though, since if you ever want to get your life back on track, you'll have to accept the idea that you shouldn't let your sense of duty be buffeted by the "important" but instead focus on fulfilling the responsibilities that the world has given you. Not everyone masters the skill of leaving work at work, not letting it take them home, and continually grinding their soul.

Relationships are the foundation upon which our entire existence rests. Isn't it the reason we're here? You are more fortunate than those who are content to only satisfy their own wants; take advantage of the deal on saffron shampoo and relish in cunnilingus if the people in your life are flourishing and learning from you. Take the life of the illustrious Indian businessman Ratan Tata as an example. He frequently mentions his mentor, JRD Tata's counsel, as a contributing factor to his phenomenal achievement, alongside his ideal upbringing. And if we disregard things like love, understanding, a feeling of belonging in the world, hugs, and the time and effort put into our relationships as pointless waste or immoral luxury, consider who will benefit from them.

Relationships, on the other hand, are two-way streets at all times. Love and support are reciprocal; therefore, it stands to reason that we should repay the favour. For example, we can show compassion and understanding when a coworker is going through a tough time, lend a hand to a neighbour in need, and express our gratitude when someone brightens our day with praise, a smile, or an encouraging word. Envision all our relationships without realising it, but which ones make us happy? When individuals work together to bring good into the world, it's called Condition Green. When people are truly wealthy, they also have something to offer, be it time, money, or something else entirely. Dr. Kiran Bedi is a prime example of this. By enhancing both the Indian Police Service and society at large, she amassed genuine wealth.

Consider the immense value a person and their community might get if they took advantage of their distinct abilities and traits. My donation to the local ashram is another excellent example. The locals are living in abject poverty, so I volunteer a few hours a week to assist them. Picture this: I gave impoverished shields my money, and they bought crafts. These are the ways I give back to and am a part of the community.

Making services available, helping others, and leaving a trace in the world are all possible with the resources at your disposal. To get to the bottom of what matters to us, we must ask ourselves. What brings us happiness and contentment? We can make choices based on our values once we've established them. It may begin to value our families more than our late-night work shifts. Making a

career choice that truly matters to you—even if it means settling for 20,000 less than your former job pays—could be one example. It would help if you tried to figure out what makes you happy and fulfilled and then do more of it. Changing our routines to reflect these revised standards of prosperity is essential. Here are the most important few:

Being grateful is expressing one's appreciation for something. Gratitude has been linked to improved sleep, less depression, less anxiety, and greater resilience, according to multiple studies. A gratitude diary is an excellent tool for developing an attitude of thankfulness; you can record your appreciation for a single nice deed each night. Some such reasons include engaging in friendly sibling rivalry, enjoying a steaming mug of chai on a rainy day, or waking up to the sight of the Taj Mahal as the sun rises. These are mundane, everyday things that go unrecognised. These simple yet delightful moments add up to a life of plenty.

Being mindful means focusing on the here and now. Negative thoughts about the past or fears about the future prevent us from appreciating the good things happening right now. "Yesterday is history, tomorrow is a mystery, today is a gift, which is why we call it present," Eckhart Tolle taught. Meditating or doing breathing exercises is one example of a mindful practice; another is not using electronic devices during mealtimes and getting Off the Grid. Regularly taking a break from technology is essential in today's rapidly evolving technological landscape. Take a break from the city's digital streaming and social media for a certain amount of time every day,

or plan an exciting getaway from the city for a weekend. You can go away from it all, refuel, and get back in touch with the natural world in this way. Not only that, but the wide range of real-life experiences will amaze and excite you, while the digital experience alternatives will serve as a source of motivation and inspiration.

The path to a wealthy life is more important than the end goal. Being a better person and striving to have a more significant impact are two sides of the same coin. Take immediate action and pave the road to financial success by remembering the words of Mahatma Gandhi: "Be the change you wish to see in the world." Here are a few contemporary applications of this assertion:

A Sustainable Way of Life: We play a pivotal role in our worlds. Our future and the generations to come are shaped by the decisions we make on a daily basis. Taking the bus or searching for ways to cut down on your car use are two examples of sustainable lifestyle practices. Regarding money, support firms always strive to do what's best for their customers. If you want to be the first to invest in a new, lucrative business without sinking into poverty, you need to learn how to manage your money correctly.

Being financially educated involves budgeting, saving for retirement, and investing wisely.

Perineal evolution profoundly affects our identities, so it's essential to keep learning new things. We should always be ready to adapt to new situations and seize new chances.

If you tune in to your heart, it will guide you on what to do next. Create your own destiny and amass fortune in

every way imaginable. Wealth is not about material possessions but about living life to the fullest, making meaningful connections with others and positively impacting the world. Accumulating real wealth is an ongoing process. There will be challenges, and making hasty mistakes or losing direction is possible. But if you keep in mind the ideas presented and work hard to live a more purposeful and disciplined life, you can amass wealth that is impossible to price. This wealth has the power to improve our lives, the lives of others around us, and the world at large. This kind of wealth is like the vibrant colours of Holi—they stay with people for a long time.

MY THOUGHTS

First, wealth isn't measured by how much money you have in your bank account. It's about what you intend to do with the funds to help those around you. For instance, in my life, I believe the person who has helped me the most is my mother. During my childhood, she supported me, and I never wanted to disappoint her. I think that ensuring she is secure and having the best time possible is what I can do, not what I must do. I am not a person who likes to build relationships on money spent. I need the people I involve in my life to be connected with me through love and respect. My family's situation should be stable, including being financially stable. I ensure everyone associated with me and helping me is taken care of. If we talk about an individual, for example, my first employee, Manish, was loyal and very hardworking in the

initial years of the start-up. Today, his family is covered by a health insurance plan similar to mine. I don't feel obliged; I feel lucky because of everyone who helped me. They are my base, and their health is wealth for me.

LAYERS OF ADOPTION

Amassing wealth is very good, but to be able to put it to a use that is of benefit to all, ah now that is a cause, isn't it!!

A person needs to balance out all aspects, allocating wealth in the best possible permutation, saving, spending as well as investing in the right things.

Gratitude is the best attitude in life. After all, being thankful for what you have got is the only thing that will take you places.

Remember, being mindful is always beneficial since that is the way one can truly avoid negative unproductive thoughts, focusing on better, fruitful pursuits in life.

Think of what you are truly contributing to society as an entity.

CHAPTER 5:

TIME- A SCARCE RESOURCE

As a marketing professional, Sarah felt she needed to catch up due to the deluge of deadlines that poured into her inbox. A continual email ping-pong at breakneck pace, rounds of anxious phone conversations, and last-minute creative rushes consumed her from the moment she got up until right before she hit the pillow. Every night after she finally made it home, she was too exhausted to do anything more than collapse onto the couch with her takeaway and stare at her frigid blue phone screen.

She had a lot on her mind that morning, including answering a client's call on her cell phone and planning an upcoming website overhaul. In her mind, she was telling herself, "It is not easy!" Something inside her snapped as her anger level rose, even though she received notifications across all her social media platforms about a meme featuring cats that went viral. Mountains of paper were about to topple down. The last papers exploded from her laptop like confetti as it shut down.

She studied the mountain of work on her desk and said, "Surely, there must be an easier way." And so it was. While doing so, a fresh alert appeared on her phone, inviting her to a free webinar called "The Art of Owning Your Time." Instantly enrolling, Sarah was both captivated and in a state of desperation.

Mr. Kumar participated in the webinar. He was a captivating productivity coach who was more than just another generic expert on time management; he was a genuine magician. Posters with inspirational quotes or corny slogans will not be present. Kumar told a story about Time Detectives and Productivity Pirates, and Sarah related it because she experienced daily victimhood. He recasts it as a time-ticking origin of life being robbed by nameless thieves rather than a vicious opponent.

The main point? It was time, not them, that was their enemy, and they weren't going down. Time was always on their side; the tragedy was that they had no idea how much of it they had squandered. Following this was a time audit, which entails meticulously documenting every event within a given day, down to the minute. A glimmer of optimism appears in Sarah's sneer as she responds directly to the news ("Who has time to track every minute?"). With any luck, the time detective formula will be the key that unlocks the door to a future free of her current predicament.

Sarah set out on her mission the following day, prepared with a notebook and a stopwatch. She recorded every communication—whether by phone, email, or social media—and even the time it took her to locate the staple remover, which had been concealed beneath a pile of papers on her desk.

Wow, those results hit you hard. Sarah squandered considerable time aimlessly perusing social media, viewing amusing videos of characters playing with string. She has not received any critical emails despite checking

her inbox every five minutes. (Alternatively, the "quick" internet research rabbit holes)? We discovered that they are endless time wasters. These individuals, whom Ben lovingly calls "time vampires," would quietly drain her of precious moments of her day daily.

With that insight, Sarah devised a strategy. Several valuable tips were provided at a Ben Webinar, and Sarah was already planning to utilise them stealthily! At first, she set what appeared to be an inconceivably strict schedule: specific times each day to work on essential tasks. This meant giving up on her skills. Even with superhuman concentration, she still couldn't manage five meetings in one hour. Was there time allotted to complete chores between the two concentrated sessions, and were their agendas specific? That was a recipe for success, my friend.

Sarah also gave time boxing a go, giving each activity a specific amount of time to complete. Because of this, she was able to avoid analysis paralysis and avoid wasting hours on end on a single assignment. At least in theory, if you were an influencer with a 30-minute "email block," you wouldn't have time to read the news or respond to comments on social media; instead, you'd be able to focus on getting your inbox in order and communicating effectively with your followers. Instead of constantly being distracted, people started taking "social media breaks", and social media notifications were turned off. What was formerly the devil on one shoulder—her phone, a source of distraction and isolation—is now an angel with

a stopwatch who ensures she stays on track and does nothing else.

I struggled at the beginning. The marathon, not a series of sprints, is the only way to overcome bad habits. She had an overwhelming need to check her phone every five minutes, and she couldn't resist the hypnotic lure of social media. Even a push kitten video notification engendered her, but she forced herself to go on by taking a deep breath and resolving to be strong.

But I started to feel some command, bit by little. Sarah finally finished her work to-do list and had lots of time to spare—tasks that had previously taken hours were now accomplished in minutes. It was as if a burden had been taken off her shoulders, and as someone constantly helping others, she felt liberated to have her own "personal to-do list finally." She rose earlier, resumed her workout routine as before he came, dug out that old, dusty guitar from the corner, and discovered a book she could lose herself in for hours.

Redesigning a website for her largest client presented the actual test. She used to get into a tailspin when faced with projects like this, turning them into all-nighters with deadlines that made her anxious. Sarah was prepared for it this time. All of her workflows were severely timeboxed. She spent much of her days lecturing on different design ideas, reviewing and analysing competitor sites (great for inspiration), and brainstorming with her team. After I got rid of these interruptions, I could maintain a steady flow throughout my project thanks to my daily routine and the concentration I gained from my

extra free time. After overcoming her crippling anxiety and panic attacks, Sarah felt revitalised and refreshed rather than like an exhausted wreck.

Delivering to the client at the last possible minute causes a surge of anxiousness. However, this time, the worry was distinct. For the rest of us, it was just the nervousness and hum of an upcoming athletic event. Thanks to timeboxing, Sarah has almost everything balanced between her practice blocks, so she won't have to cram for the final performance. She had already practised each component of the performance during her practice blocks.

On the surface, the presentation was flawless. Sarah maintained composure and easily exceeded the client's expectations with her presentation, which continued with this absurd parallel. The assessors were especially pleased by her improved public speaking and organisational abilities and by the flood of fresh ideas that resulted from her intensive brainstorming sessions. It was the sound of confirmed victory as her employer praised her.

Since Sarah's adversary was never a shortage of time, she understood that the focus should have always been on herself. Instead, she felt helpless and ignorant of its existence, or so she believed after giving it some thought. So, she went from being controlled by the clock to having complete control over it after becoming a "time detective" and discovering the time vampires. She also used her tried strategic strategies to manage her time effectively. It dawned on her that this one was useful in every facet of her life. The thing is, her work-life balance was far better. Her coworkers even sought her advice on better managing

their time because she was experiencing her happiest state of mind in years. Lost in a sea of ever-increasing due dates, Sarah had become a symbol of efficiency in the face of inane emails and overflowing inboxes.

David, a usually punctual and reliable coworker, once asked Gesa to wear this embarrassed grin. He spoke up about the online time management seminar and how crazy it sounded to Sarah. Would you be interested in mentoring me?

Sarah felt the warmest smile that could be described. I am here for you, David. Her life was turned upside down when she found a notepad with a stopwatch that might teach her the little things that add up to a significant impact... minute by minute. With Sarah at the helm, a time management revolution was born from solving the Case of the Missing Minutes.

Layers of adoption:

I believe that the best ways to increase your time are:

Streamlining processes, reducing redundancy, and improving information accessibility.

- Develop clear guidelines for document creation, storage, and retrieval.

- Create reusable document templates to accelerate content creation.

- Implement platforms for centralised knowledge storage and sharing.

Employ tools to track document changes and facilitate collaboration.

Technology Adoption

Leveraging digital tools to automate tasks, enhance collaboration, and optimise workflows.

Identify repetitive tasks and implement automation solutions.

Utilise platforms for efficient team communication and project management.

Employ data-driven insights to inform decision-making and optimise processes.

Leverage cloud-based solutions for increased accessibility and scalability.

Mathematical Analysis

Utilising data-driven insights to identify time sinks, optimise resource allocation, and predict performance.

Implement systems to accurately monitor time spent on different activities.

Define key performance indicators (KPIs) to measure productivity.

Use data to identify bottlenecks and inefficiencies in workflows.

Forecast workload and resource requirements to optimise planning.

I personally believe that time is the most valuable resource but it's not valued by us. I have devised techniques like documentation, technology adoption and mathematical analysis to increase my time not just for my profession but also personal life. I have seen youngsters complain of no time to interact with near and dear ones due to their hectic schedules. How often do you call your mom, dad or grandparents in a week? I do this daily. Time, often taken for granted, is the non-renewable currency of life. It's the equaliser, bestowed impartially upon all, yet hoarded by few. We squander it on mindless scrolling, unproductive meetings, and the relentless pursuit of more. But what if we could reclaim these lost hours? What if we could engineer our days to prioritise what truly matters?

My loved ones are nudged regularly and I also document and plan my day. A day that is not planned well is a day well wasted. You will be cluttered all day and will come home drained. The little pocket devices that we have today are a storehouse of great delight.

Download google calendar and see how it streamlines your meetings. The WhatsApp messenger helps you stay connected even if you can't call everyone everyday. **Young adults today are trapped in a relentless cycle of work and obligation.** The constant barrage of notifications and demands leaves little room for connection. It's a paradox: we're more connected than ever, yet more isolated. Regular check-ins with loved ones are not just acts of kindness; they're investments in relationships that sustain us. Our ultimate goal should be not to be busy but to be productive.

CHAPTER 6:

ENERGY WITH MOTION=EMOTION

There was a man named Arjun who lived in the hustle and bustle of Mumbai, India, among all the honking horns and people who were determined to achieve their aspirations. Arjun was the picture of success—a rising star in the advertising industry. But behind the surface of his hectic life, a storm of weariness was building. A whirlwind of customer requests, deadlines, and meetings consumed his days. His mind raced with a million things at night, making it difficult for him to sleep.

An indicator of Arjun's stress levels was his hunger. Satisfying his hunger with rich, greasy foods comforted him, but they also made him feel lethargic. Despite his body's protests, his taste buds often rejoiced as he devoured biryani or vada pav. He had no idea that his body was facing an uphill struggle with every fatty meal, wasting energy on digestion instead of fuelling his ambitious brain.

His tongue was sharp and humorous in the boardroom, but at home, it was just as sharp. Once his friends, words now appeared to be working against him. A seemingly innocuous comment might quickly become an angry confrontation, resulting in a cascade of hurt emotions. His mind's incessant chatter constantly depleted his energy.

Anger was a familiar guest at Arjun's house. Whatever set him off, be it a delinquent customer, a frustrating traffic block, or a missed deadline. It would take a long time for him to recover from his outbursts, as his words were sharp like knives. As the city slept through the night, he would feel a pang of guilt as he realised that his wrath was engulfing him more than the person he was angry with.

News networks were always by Arjun's side. When viewed via television, it appeared as though the entire globe was a battlefield of pessimism. He was constantly exposed to terrorism, criminality, and corruption. The abyss of despair would ensnare him, and he would lose sight of his aspirations and ambitions.

As night fell on Arjun's business journey to a distant village, he saw an older woman tending to her garden. Her wisely wrinkled face exuded an air of tranquillity that sharply contrasted his tumultuous existence. He started talking because he was curious.

Arjun vented his frustrations to the elderly woman, Amma, who listened attentively and merely grinned once he finished. She started by saying, "My son, the world outside is a reflection of the world within," in a voice as gentle as a summer breeze. You have to look inside yourself for the answer to finding serenity.

Amma emphasised the vital life force energy or prana. She said everything we eat, say, think, and feel is energy. We lose prana when we indulge too much, get irritated, or think negatively. However, our vitality is restored when

we feed our bodies healthy food, talk gently, think positively, and surround ourselves with positive people.

After hearing Amma's remarks, Arjun felt compelled to seek the truth about himself. The first thing he changed was his diet; he ate lighter, healthier meals instead of heavier ones. As a form of meditation, he focused on his speech. To control his emotions and calm his racing thoughts, he studied meditation. Instead of watching the news, he started watching documentaries on nature and reading literature.

The transformations become apparent with time. His mental clarity, vitality, and relationships all took a dramatic leap. He discovered a newfound love for life through his voluntary work with a local NGO. His life served as an example of the transformative potential of self-aware behaviour.

There were obstacles in Arjun's path. Unfortunately, he was not immune to occasionally reverting to his old behaviours. But he learnt from his mistakes and became more potent as a result. He realised that having a balanced and content inner existence was more important than attaining exterior achievement.

One evening, as Arjun sat on the beach and watched the sun cast a rainbow of colours over the sky, he was filled with an overwhelming sensation of thankfulness. He was now a formidable force, having discovered his vitality.

Those around Arjun were captivated by his metamorphosis. Even his sceptical coworkers started to notice the shift. He was more effective, made better

decisions, and was an inspiration to follow. Many looked up to the formerly anxious and agitated Arjun, who had become a serene and collected figure.

Even others outside of his office heard about his trip. Seeking his counsel, people from diverse backgrounds flocked to him. Energy management and mindful living became the foci of his workshops. Inspiring and straightforward, his lectures hit home. Harmony, quiet, and appreciating the here and now were some of the themes he covered.

Arjun found refuge in Amma's village. On weekends, he would go there to commune with nature, learn from the ages-old knowledge keepers, and take part in community events. The village's peace helped him figure out who and what he was here for.

He launched a campaign to educate city dwellers in India about the need to reduce energy use and adopt more sustainable lifestyle habits. 'Ujjwal Bharat' was his initiative to encourage eco-friendly lifestyle choices that would have a positive impact on people and the earth. The project took a comprehensive approach to health by supporting organic farming and public transport.

An extraordinary tapestry of thankfulness, compassion, and purpose was woven into Arjun's life. He was now adept at turning his deficiencies into strengths and obstacles into opportunities. He had taken control of his life and was no longer helpless against external forces.

As the sun dipped below the horizon, casting long shadows on the Mumbai skyline, Arjun would often sit on

his balcony, watching the city transform. In the heart of the chaos, he found peace. He had discovered the energy within, and it was a power that illuminated his world and the lives of those around him.

Layers of adoption:

To truly nourish and flourish, we must prioritise our energy.

Rest is essential for rejuvenation, allowing our minds and bodies to recharge.

Fueling ourselves with wholesome foods provides sustained energy.

Movement not only burns calories but also invigorates our spirit.

We can harness our inner power by mastering techniques like mindful breathing and stress management.

And let's remember the importance of hydration for optimal bodily function.

When we cultivate and preserve our energy, we unlock the potential to communicate with intention, transform anger into drive, and develop a positive environment. This empowers us to break free from limitations and create a life of abundance and freedom.

CHAPTER 7:

SETTLED AND ESTABLISHED

Is India's population between 25 and 40 currently its most significant challenge? Yes, absolutely!

"Study, get settled and get established" is all they've heard. Has anyone ever considered the bigger picture, though? It's customary to think creatively these days, but do we really have the tools to go beyond? The middle-aged people in our country have genuinely lost the ability to see beyond their interests. Like their own family, the government needs them. I have done my best to argue this vital piece of argument in the narrative below.

A dilapidated radio sprang to life in the cramped Mumbai flat and filled the air with a sad Hindi song. Nisha's bare feet touched the floor as she sat precariously on a wobbly stool. Her eyes sparkled with the potential for countless fantasies. But instead of staring at the broken cup in her hand, she was fixated on the fuzzy TV screen whirling across the room. In a frenzy of exquisite balletic movement and otherworldly beauty, a ballet performance unfurled on it. A peculiar rhythm echoed through Nisha's chest as her heart raced to the beat of the screen music.

Ashok, her exhausted father, looked up from his newspaper across the room as he struggled to keep up with the hectic pace of city life. A look of mixed disdain and worry crossed his face. "Nisha," he said in a raspy voice

that betrayed his years of unmet ambitions, "what are you watching?" We aren't good at ballet. This is reserved for the well-to-do and trendy. Priorities should be set to allow us to put food on the table.

Nisha felt her heart sink. Her father's remarks were like a heavy blanket suffocating her fledgling hopes, crushed under the weight of society's expectations and their limited existence. However, the picture of the graceful dancers on TV did not go away. Something about it sparked a desire in her that went beyond the limitations of their tiny flat.

Much like the plot of the film *Yeh Ballet*, this scene depicts the misery of young people whose ideas become entangled in the mental snares of routine thinking. Like many middle-aged people, Ashok succumbed to the crushing grip of a "settled" mindset. As the years passed, he gave in to the crushing weight of responsibility and accepted life as it was. This hampered his own development, his daughter's, and the country's prospects.

Instead of sitting on the sidelines, Nisha dove headfirst into the drama unfolding before her eyes. After an accidental contact with the art form, she developed a deep connection to ballet. For her, it was a way out of her mundane life and into the unknown, an opportunity to let her spirit sing its symphony.

The teenage heroines of "*Yeh Ballet*" had it tough. Constant challenges came from a lack of resources, the social stigma associated with unusual endeavours, and her father's unwavering rejection. However, Nisha possessed

a quality that her father lacked—steadfast conviction in her aspirations and the bravery to pursue them.

As a child who dared to rebel against social conventions, she sought comfort in the company of fellow dreamers. They worked out together under the guidance of a patient teacher who recognised their untapped potential and worked tirelessly to help them reach it. He saw that these were more than just kids learning dance moves; they were people liberating themselves from a restrictive worldview.

Confidence grew in tandem with Nisha's competence. A new confidence emerged in the once-frightened girl hidden from her father's criticism. Her perspective shifted as she began to challenge the prevailing wisdom that dreams had a finite lifespan. On her road to perfect pirouettes, she demolished the barriers of self-doubt and cultural expectations.

Getting the chance to play on a famous platform was the turning point for Nisha and her companions. This was their opportunity to shine, demonstrating that talent could be found in the middle of a busy metropolis as much as in lavish studios. Feeling excited and nervous, she showed up on the performance day. Her father's criticism weighed heavily on Nisha as she stood backstage. But then she saw him in the crowd, his expression a mix of astonishment and begrudging admiration. His once disapproving look now had a hint of pride.

What a revelation the performance was. The kids' unfaltering enthusiasm propelled them to a level of poise that belied their socioeconomic status. The audience's

resounding applause was a powerful expression of their devotion and the power of art as a universal language. With a rare smile on his lips, Nisha's father approached her after the performance. The words "I never thought... I never knew..." from his lips after he struggled to find the right ones. His words faltered, but the expressions of regret and reverence in his eyes said a great deal.

Like the one shown in "Yeh Ballet," Nisha's narrative inspires and proves that dreams may change lives for the better. It reminds us that the human soul has an infinite potential for development, mainly while we are young and unencumbered by societal norms.

Well, it is evident isn't it? We all need to surely step out of our comfort zones if we truly want to strike hard and hit it big in life. It does not favor one to dwell on simply dreaming without hustling for it. Of course, one needs to also be passionately focused on what they intend to achieve as well. It is essential that one remain constant, relentless in their pursuit of their dreams, going on about it unwaveringly.

Layers of adoption:

You are only settled and established once you learn to look beyond and outside your comfort zone

Don't stop, otherwise you'd only be "established" and not "settled"

It is only our thoughts that remain constant, rest, the entire world is expanding and changing constantly.

The only way forward is through immense hard work.
Nothing tastes sweeter than perseverance that shines
though like droplets of sweat on a person's face

Give up or grow up.

Until and unless you step out of your comfort zone you
will never be able to truly test the power of your own
wings. Yes, we are born to fly but why must you not even
try and jump out of the pond when you get the chance?
Why wait and linger on like the 'frog in the pond'?

CHAPTER 8:

PAY ATTENTION TO AVOID TENSION

Rishabh sat right next to his grandma after a tiring day at work and asked her to light him up with her charm of stories. He had not forgotten the life lessons that his grandmother gave with her simple stories. After the stressful office hours, he often preferred sitting right next to his grandmother, Mrs. Sudha and finding solutions for himself through the stories.

But today, Mrs. Sudha had different plans. She wanted her grandson to rest. She began her narration with the seven wonders of human life. Rishabh was both startled and excited. He eagerly waited for his grandmother to begin. As Mrs. Sudha began, she asked Rishabh, “What are the various wonders of human life?” Rishabh was surprised as usually grandma never questioned during her stories. But he spoke after a deep thought, “Amma, everyday is a new wonder. We begin our day thinking that we would be following the same routine as we do, but each day brings in something new and exciting, something wondrous...” Grandma was happy with Rishabh’s response. She continued, “In a similar way, each child is put through various wonderments in life. We see how school life suddenly appears to have taken a turn as soon as a child enters ninth grade. One is often asked to focus

on his/her grades as THE BOARD EXAMS are around the corner. But on the other end, there are also those kids, who take it all at ease. The bell only rings for them when the board exam dates are announced. Kids are even seen burning the midnight oil during this time.” Rishabh realised how true these sayings were and even he was one of those kids who took work seriously only at the eleventh hour.

Mrs. Sudha further elaborated, “This is not just the end of wonderment, this continues till the end of school. And then begins the second wonder of Higher Education. As we are all running the so-called rat-race, kids often prepare for competitive exams and if they face failures, they drop the year to prepare again. As it is only marks and grades/ranks that we are running around for. Afterall, Mr. Sharma has to flaunt to his neighbours and friends about his sons AIR #1.”

During this time, Rishabh was still wondering how under-pressure kids are during this time. If not guided properly, they often feel lost and burdened. This was when grandma shook Rishabh and continued, “The wonderment does not end here, as we move towards the next phase, the third wonder of life, career selection comes into picture.” Rishabh had all ears now as he knew that he was into this stage and his answer lies here. Mrs. Sudha told, “Now is the time for these kids to wake up from their slumber as they are still indecisive of their career choices. They still need a break to understand what they actually want from life. While a few struggle to make the right choice

between government job and private job. But what they actually forget in this entire process is the key to success.”

“Key to success grandma? What is that?” exclaimed Rishabh. “Yes, the key to success is to prepare in bits and pieces rather than taking the entire load in one go and then crying about it. We all know of our goals and aspirations, then what actually stops us from moving in the right direction?” “Procrastination grandma!” blurred Rishabh. “Yes, and overconfidence. We need to understand that these are just phases of life and no great wonders that we give them all this importance. It is our life and our fight, no one else is going to come and fight for us, while if you want, they can definitely add fuel to the fire. As per data, 3-5% people drop out of the competition only after failing in the first attempt. They do not even have the courage to move ahead. While the remaining 55% will make this failure a wonder and keep that in their heart and mind forever.” added Mrs. Sudha.

Rishabh was still thinking while his grandma continued, “One needs to understand, these are not just wonders, we need to understand our surroundings and keep pace with the developments around us. We are all fighting and struggling to make tomorrow better. But are we actually thinking about what we are losing today? Will it come back to us? The fourth wonder will definitely take you in a fix. When one is settled and established, has a family, we keep planning for things ahead. But we are often left in wonderment when things actually fall in place. I have seen parents struggle both physically and financially as soon as they plan to get their kids admitted into the

educational arena. But my question is why? You have thought about it for a while now. You were aware of this process from the beginning. Is it that you did not plan well? How did you label yourself as settled and established then? There is no wonderment in this. This is your child and you should plan accordingly.”

Rishabh was thrown back to the time when he saw his peers/colleagues often discuss their financial decisions and difficulty to identify the right education systems for their kids. He reflected on that time and questioned himself, “why did I not question them about this back then? Why did I participate in this discussion and become a party to it?” Mrs. Sudha comforted Rishabh and asked him to relax. Everyone today calls themselves settled and established but one needs to understand the difference. Education is a lifetime investment. It needs proper planning and execution. One small error spoils the entire show. It is often seen that the more puzzled the parents, the greater the child. This is also the legacy that these kids carry forward. And here comes the next wonder, the wonder to get your kids married and settled.

This was the question that even Rishabh was often asked by his parents. The most common statement being, “this is the right age, get settled”. But are the parents even prepared for this big move? Financial discussions are often done under the table in Indian households. It is common and is a part and parcel of life. Man often keeps running behind money but investment is something that we think about only in our thirties when it is too late. We need to keep track of our investments in terms of our

insurance and savings. Do not wait for anyone to tell you these things. The time is now. Start over.

Layers of Adoption

.Finance is not a discussion that should be done under the table, or in wraps in any family. Yes, it is actually a topic that should be frankly and openly discussed so that each and every member of the family can actively provide their views on it and also work on insights to improve it. Nah, finance is not a single faceted exercise, to be treated only as the priority of the one who is the breadwinner of the house. Each and every member is an equal contributing party to it.

Instead of having a veiled, grey sort of a discussion, parents should actually encourage children to come forward, actively discussing all possibilities and permutations of leading life, getting settled, career and such major crossroads with them openly.

CHAPTER 9:

YES I CAN...

A young man named Srikanth stood at a crossroads in his life in rural India, a place where social expectations typically dampen aspirations. The dreaded statement, "Tumse Na Ho Paayega" - "You can't do it."—echoed through his otherwise darkened surroundings, caused by his sight impairment. But an unyielding determination kept Srikanth's spirit from giving in to the constraints of his illness.

A little village surrounded by verdant fields was the starting point of Srikanth's voyage. Despite their hardships, his parents gave him optimism and a strong will. They pushed him to accept his singular viewpoint and discover solutions to his problems. As he matured, an extraordinary capacity to perceive his environment through touch and an acute ear for sound were gifts bestowed on Srikanth. Despite his impairment, he learnt to manage his environment confidently.

But Srikanth was hit with a deluge of disappointments as he grew older. Many people, including teachers, counsellors, and even loving family members, warned him against setting lofty ambitions because of his condition. The slogan "Tumse Na Ho Paayega" dampened his ambitions, which became a persistent refrain throughout his life.

Srikanth remained steadfast in his conviction that his mental state, and not his physical health, dictated his limits. He started delving into his passions and found that entrepreneurship was his calling. Srikanth set out on a quest to found his own company with the help of a few mentors who saw his potential.

Difficulties abound along the way. Innumerable obstacles, periods of uncertainty, and incidents of prejudice occur. Srikanth's will to show his sceptics that they were mistaken drives him to keep on. He mastered the art of shifting gears, capitalising on his singular skills to uncover fresh approaches.

Srikanth encountered a formidable obstacle in raising capital for his enterprise. Financial institutions and individual investors were wary of backing a blind entrepreneur due to the stigmatisation of those with disabilities. Nevertheless, Srikanth remained resolute. With confidence and enthusiasm, he presented his company concept to prospective investors in his never-ending pursuit of networking opportunities. In the end, he was successful in getting a modest loan from a nearby cooperative, which gave him the seed money he needed to launch his venture.

Srikanth's path did not come without sacrifices. Attending social events and engaging in hobbies that required sight were among the numerous things he had to give up, much like his classmates. However, he took comfort in his job and had great joy from creating something significant.

When his business started to take off, Srikanth became an inspiration to those going through tough times. People of many backgrounds could relate to his narrative, which served as a powerful reminder that one's abilities should not be diminished by external factors. He was suddenly driven to break beyond previously unimaginable barriers, driven by the phrase "Tumse Na Ho Paayega"—the very thing that had held him back in the past.

The encouragement and belief in Srikanth from those closest to him—his family, friends, and mentors—was just as important as his perseverance and drive. Because of their faith in him, he was able to triumph over adversity and realise his dreams.

Giving a speech at a local school was a watershed point in Srikanth's journey. His story of triumphing over hardship and realising his ambitions was enthralling to the young pupils in the audience. His remarks profoundly moved the pupils, many of whom were dealing with personal issues. Afterwards, a number of students went up to him to convey their appreciation and respect.

Many people find inspiration in Srikanth's story, which encourages them to go against the grain and chase their aspirations. His story is a stirring reminder that our constraints do not define our potential but how we live our lives despite them. Instead of being a demoralising mantra, the word "Tumse Na Ho Paayega" is now a rallying cry for individuals who refuse to let their circumstances define them.

Looking back on his trip, Srikanth contemplates the wisdom he has gained. In his opinion, perseverance, resilience, and the capacity to learn from one's mistakes are the three most crucial attributes for achieving success. He goes on to say that believing in yourself and having a strong support system are equally crucial.

Srikanth's narrative shows how the human spirit can triumph over hardship to accomplish remarkable things. It serves as a poignant reminder that there is always a way to discover strength, inspiration, and hope, no matter how overwhelming the obstacles may appear.

Layers of Adoption

It is the power of the human spirit which is truly indomitable and can make an individual go places in life.

One needs to believe in themselves in order to triumph remarkably.

Remember, follow the right path to discover your true boosters, your beacon of hope and at the same time remember there is always strength shrouded between the layers of trial.

You simply need to cast away the veil to discover it.

Believe in yourself and the rest will follow, it has to. That is the circle of life you see..

CHAPTER 10:

360 DEGREE LEADERSHIP

Awyan, a budding entrepreneur was enjoying the peak of his career when he was shaken by his management to wake up to an alarming issue of employee attrition. Initially he thought that this was just a routine process where people left jobs and roles for better opportunities. But lately, his top talent too was slipping away. Alarmed, Awyan asked the board for suggestions. “You should simply offer a better pay scale” exclaimed the Head of Department. “Or probably, we should offer better engagement to our employees,” added another member of the board. “But people prefer change and we get new blood in the organisation only through this process. Also, people staying in the same organisation for years deters its working conditions. We should accept this change and go with the flow.” exclaimed one of the Managing Directors.

To his surprise, people preferred exaggerating the issue and adding fuel to fire rather than finding a solution to the main issue. He understood that this would only ruin the game and he would lose his perfect team. Awyan was anxious and deeply concerned. He thought of acting quickly to save his dream. The only thought that he had in mind was to sit with the team to actually understand the issue. This was his only chance to save the world that he had created with dedication and care. He did not want to miss a single chance to save his dream. Awyan got into

the depth of work. Within a week, he understood that leading by example was the only solution to the current problem. The few concern areas that he could identify were: lack of proper leadership and guidance, lack of recognition and inflexible work environment.

After much thought, he concluded that he needs to be the one who leads by example, just by being the example and setting expectations. The team was actually looking for a leader who would have their back through thick and thin. Things were not as simple as Awyan had thought. Taking the first step was the toughest. He faced multiple setbacks. The team was only treating him as their boss and not as a colleague who was there to help. “Thank you sir for your help and cooperation” They said on the face of it to please Awyan. But the reality was way blurr and things were only mismanaged. Errors had to turn into learning opportunities and productivity had to increase.

He also discovered that he had to become a guardian/parent and help people overcome the fear around his designation/position. Just as our parents fed, bathed and taught us when we were young, he thought of becoming this helping hand to his team and solving all troubles that came their way. Awyan started using phrases like “I am there for you. Do not worry, we’d make it happen together” and as rightly said, that the first few steps of the toddler are most awaited by the parents/guardian, they early look forward to supporting and handholding the littleone during this phase. Awyan took care of his team in the same fashion. The team understood that Awyan was making an effort. They

quickly understood and aligned themselves accordingly. Awyan too took special care of each individual. Once things started getting in place, he decided to throw the ultimate challenge to check if the team was perfectly aligned or not. Awyan called everyone together and announced, “A 30% rise in productivity is the need of the hour and we need to work together to push for the same.” To his surprise, the audience was abuzz and in unison, they called out, “Yes sir, we are in it together.”

Soon things fell in place. Awyan also understood that errors are a part and parcel of everyday working. Errors are our greatest source of learning as well and people learn the most by doing. Thus, he decided to involve his team in decision making so that they are well-versed with the happenings around and they feel involved and associated. Awyan soon announced “Each one of you here is a stakeholder of this company. How you act, work and react would directly affect its working both directly and indirectly.” This phase brought in a great deal of change in the entire team. They took-up responsibility and did not shy-away from taking decisions. Awyan took the load and was happy to see the change begin. He not only took the ownership but divided that ownership amongst his team.

During this time, Awyan also analysed the training needs carefully and encouraged his team members to learn not just from one another but also focus on their individual development. The team today is stronger and closer than ever before. Awyan saw a 30% rise in productivity over a year and was elated with his hard work. Awyan's journey teaches us that leadership is not about titles, but about

taking the load and empowering others. By doing so, we create a ripple effect of growth, motivation, and success.

Layers of Adoption

Treat your team as your family members

Nurture the team member as your own baby

Transform your qualities with patience and coolness.
Remember, patience is the key to everything.

Be better so that you can make others the best to serve the world in a better way.

Remember, leadership is not about titles, it is about taking the load of others and empowering them. It is called the ripple effect. Sending across growth, motivation and success and dividing out the qualms...

CHAPTER 11:

PHONE-O-MENIA

Young and ambitious Arjun, who was in a high-pressure profession, did not seem to live up to his high-pressure job no matter how hard he tried. This was despite him working harder than ever before. All these meetings and notifications he had to deal with meant he wasn't as healthy or productive as he could have been. He still had to learn how to do all of that stuff. Work and stress had become his way and his vision of life. His life, which was more meaningful and fulfilling, had become little more than a pipedream as he could not break the cycle.

Arjun decided to get on a path of self-discovery and, by extension, self-actualisation. He decided to get a list of everything he does daily, draw a line through everything that brings no value and rank the things from most to least urgent. His thoughts on quality were the same quality-wise; after pausing to reflect, he realised he could accomplish more in less time if he focused on what mattered.

Arjun's point of view underwent significant change, with his views on technology undergoing the most remarkable change. He ignored alerts from each program he didn't deem critical and also scheduled specific periods for reading Emails and returning calls. By preventing himself

from looking at his phone 24/7, he focused on the task and built self-discipline.

After Arjun started prioritising his tasks, he observed a drastic improvement in his health and productivity. So, his organisational skills improved immensely. He achieved incredible results because not only did he exercise a ton quickly and finish his work without getting crazy, but he also squeezed in some playing and having fun.

Arjun was in for a rude awakening; it only struck him later that good communication skills were equally as necessary as time management. He learned the art of prioritising his work, clearly communicating to coworkers and clients what was required, and setting boundaries so that he carved enough time and energy out of his day for himself. He learned active listening, which made him more aware of others' emotions and needs, allowing him to fulfil them better. This was enabled through his unique approach to active listening.

His abstraction and decomposition skills were what made Arjun so efficient with respect to the division of labour. Recognising that specific tasks could be performed better by others than in a passionate team, he latched them to the other employees working in the same team. He granted them enough independence to own their work. His staff became empowered and accountable, and he had more time for himself.

An inner shift began as Arjun continued pouring himself into what mattered most. As a result, he started looking at himself in a more constructive and self-aware way. As a

good pupil, he learned the dance of self-reflection enabled him to negotiate the delicate balance between his strengths and weaknesses and set practical and achievable goals for himself. To make matters worse, he became the owner of a growth mentality, which means viewing misses not as barriers to achievement but as opportunities to learn and progress.

He says one of the most powerful tools you can develop is living in the moment. Mindfulness techniques — including deep breathing and meditation — may help him stay present, reduce stress, and boost his emotional and mental health. Focusing on the hard work each day made a significant difference for Arjun. His three metrics — confidence, focus and success — shot up. You know, having good relationships and leaving a good legacy that's more important than almost anything.

As a result of Arjun's improved ability to focus, communicate clearly and efficiently, delegate, and practise mindfulness, he has seen an incredible increase in productivity and overall happiness. He realised that success was a life that vibrated in harmony, brought joy, and contained people one could call friends.

In a world as fast as today, it can become overwhelming to hold on to the various demands of our time (and attention). The phrase "pick a side" is everywhere, used in different contexts, such as juggling work life, personal life, and family obligations. It gets tough sometimes. The other side is that we might take control of our lives, accomplish more, and be happier if we learn how to set priorities.

The crux of my conversation here is not to get trapped in notifications, instead, get noticed. And in order to get noticed, notice others. Do not be carelessly trapped in your electronic devices as they take away your personal life and loved ones. Be present in the moment and available for those in need. Prioritisation is about identifying which activities matter most and concentrating on those. AA's good prioritisation of tasks can help us stay productive, avoid stress in getting things done & achieve our goals. Having a plan before will help us remain committed to what matters most.

Strategies to Help You Prioritise Your Work

Short-term and long-term goals should guide everything you do about this matter. It may help you navigate to actions that are more aligned with your values if you follow them.

One such method that helps you effectively get more done is The Pomodoro Technique, which breaks extensive work into shorter, flexible chunks. This can help maintain attention and avoid procrastination.

Can you explain the Eisenhower Matrix? The Eisenhower Matrix is one way to prioritise work based on urgency and importance. It will enable you to focus on what matters the most and save it on the item that is not essential.

Learn to Say No: When someone asks you to do something that does not match your priorities, be strong. As a result, we will have more time and energy to pay attention to things that need our attention.

Reduce Your Exposure to Distractions: Spend less time checking emails, social media, and other notifications on your phone. Put your own spin on things by personalizing the workspace and doing everything in your power to minimize distractions.

Mindfulness training, which could include breathing exercises and meditation, has many health benefits. They can help you be in the present, destress and improve health. Being productive is important, but a good work-life balance is too. So sleep, eat and move, all forms of self-care that need to be prioritised if you are going to be able to find the energy for the human connection you crave. Engage in activities you love, and be with people who mean everything to you.

Effective communication is critical when setting priorities and managing expectations. Tell your clients, co-workers, and team what your priorities are. You can be firm and set boundaries when appropriate. Equally important is the need for active listening. Pay attention to what others are saying, ask questions if you need to make sure you understand, and respond thoughtfully.

By delegating certain things to other people, you will have more time at your disposal to focus on more strategic activities. But the practice of effective delegation is paramount. Trust your staff, articulate your expectations and support them when they ask for help.

Some advantages of practicing mindfulness are improved focus, reduced stress, and increased decision-making abilities. Regular mindfulness practice helps you get a

better understanding of your thoughts, feelings, and bodily sensations. Knowing yourself allows you to be more mindful of how you spend your time and energy.

LAYERS OF ADOPTION

1. Mobile is there 24 hours with us, so why notice all the notifications?
2. Prioritize and value your loved ones.
3. Gadgets and technology are for our convenience, not to rule on us.
4. Real freeness in today's world is not just staying free from worries, rather being free from mobile and other gadgets which have held us closest.

CHAPTER 12:

WHY STARTUPS FAIL

The Mumbai sun blazed above Avani's head, relentless, like the ambition courting through her veins. At 25, she was a ball of energy, her mind racing with "Sparkle," her groundbreaking food delivery app that matched home cooks with hungry eaters. Startups were all the rage in India, and Avani was young, idealistic and just a bit foolish — ready to take over the world.

The initial days whizzed by in a haze of excitement. She pitched investors who were so swept up in her vision that they threw tens of thousands of dollars her way, which she took to validate her dreams. Buoyed by its success, Avani pursued aggressive expansion. Marketing campaigns burgeoned on social media, her team swelled with hungry young professionals, and even a smaller competitor was brought up. Sparkle took off, and the scores downloaded its app, orders pouring in, Avani revelling in ascendant status.

But beneath that facade, cracks started to show. Heady from the high growth, headiness and cash flow, Avani couldn't smell the coffee. Scalability — the capacity to multiply efficiently and sustainably — became an afterthought. While passionate, the team was out over its skates. Orders flooded in, resulting in delays, annoyed customers and a damaged reputation. It's the lifeblood of

any business — the profitability — and that was unattainable. Addicted to new users and the next round of funding, Avani failed to prioritize creating sustainable income that outpaced costs.

Avani turned to debt, pressed by fear of missing out and the pressure to sustain the "startup hype." Banks, who were happy to lend money to what looked like a winner, easily handed out loans. Drawn by the allure of high returns, personal lenders followed suit. Avani was so blinded by the prospect of making easy money that she overlooked the possible long-term impact of her actions. Did she ask herself, "How will I pay this debt? What if your customer growth stagnates? What if something goes wrong?"

The crash came sooner than anyone expected. With orders plummeting, customers became increasingly dissatisfied. The growing debt, along with falling revenue, had become untenable.' Sparkle, once looked upon with optimism in the Indian startup ecosystem, started to dim. Avani watched her efforts come crashing down in front of her eyes, the weight of her financial obligations and her employee's dreams crashing down with it.

Reflecting on Avani's Journey: A Lesson in Sustainability

Avani's story is a heartwarming reminder for entrepreneurs in India. The startup ecosystem in India is a vibrant and promising landscape. Yet it's also a cruel landscape, where many potentially great companies fall

victim to what tends to be the perils of hypergrowth and the seduction of free-flowing capital.

Avani's downfall serves as a stark lesson:

- **Scalability is Key:** Growing more significant is not enough; growing smarter is essential. Can your business cope with increased demand while maintaining quality and customer experience? Are you equipped with the infrastructure, technology, and skilled team to enable sustainable growth? Will you be able to onboard new customers efficiently, fulfil their orders seamlessly, and provide them with the same level of service as your customer database starts to grow?
- **Profitability is Paramount:** While revenue is key, profits are the lifeblood of any business. Will you be able to generate sufficient revenue to not only cover your costs but also to reinvest in growth and ultimately ensure sustainability over the long term? Can you weed out inefficiency, optimize pricing, and increase customer lifetime value?
- **Funding is a Tool, Not a Savior:** Funding is a way to accelerate growth — not a magic wand. Pursuing every funding opportunity, disregarding a clear growth strategy, can make startups fall into a plethora of unsustainable debt and fail. Focus on delivering a business that has the potential to be profitable and scalable without the excess reliance on capital.

- **Understand the Indian Context:** The Indian market is fraught with challenges and opportunities. Success hinges on a deep understanding of the Indian consumer, the competitive landscape, the regulatory environment, and the cultural nuances.
- **Build a Strong Foundation:** Establish a solid foundation before hunting for third-party capital. Get some early adopters to validate your product or service for you, and build an MVP (the minimum viable product) to showcase and present some early traction.
- **Focus on Customer Delight:** Customer satisfaction is critical in a competitive Indian market. Focus on customer experience at all touchpoints, nurture customer relationships and instil brand loyalty.
- **Embrace Continuous Learning:** The startup life is riddled with unknowns. Be in the habit of learning, growing, and adjusting your strategies based on changing market conditions over time and feedback gained from your customers.

Avani's fictional tale is somewhat of the present-day story for many Indian startups. It highlights the need to return to the basic principles of having a scalable and profitable business, financial prudence, and a broader and longer view instead of just chasing fleeting profits.

Moving forward for young entrepreneurs in India, attracting funding, attracting the proper financing,

building the right foundation towards a product and having the right growth metric for survival is essential. By adhering to these crucial guidelines, entrepreneurs can successfully steer through the intricacies of the Indian market and create enterprises that not just endure but excel, contributing significantly to the Indian economy.

Layers of Adoption

It is essential to grow smartly. Scalability is the key.

One also needs to understand that profit is of paramount importance whilst funding is a tool that merely helps to accelerate growth and cannot be the ultimate savior.

Customer satisfaction is one of the most critical aspects of the Indian markets. One needs to understand the business and its perspectives in the light of Indian context.

Be adjusting to multiple shifts and changes in scenarios. As an entrepreneur one can only grow by adjusting their work strategies to suit the changing needs of the market scenario.

CHAPTER 13:

KEEP GOING; KEEP GROWING

Have you also felt that toxic tug of stress, emotion, struggle amidst relationships?

“Let go of what went by and focus on the future..”. Indeed, this is a dictum that actually prevails from the time we know about society and its followings. Again, “ Raat beeti, baat beeti...” is something we have often heard from our ancestors and elders, nudging us to focus on the future, rather than craning your neck towards the past and getting unnecessarily tangled in its useless folds. Folds which contain things that cannot be changed, truths which cannot be altered. However, looking forward, in the opposite direction, positively whilst taking in your stride the takeaway from that is what we are taught to aspire at.

I feel adapting to change, especially adopting newer mindsets, perspectives or cultural shifts that are progressive is the key to unlocking one’s maximum potential. After all, change is disruptive and has the potency to bring about a significant, poignant growth, financial and otherwise for any individual. The only thing herein is to understand the fact that you keep yourself flexible enough to focus on your target and incorporate the change well in advance.

Failure to adapt to the change will never benefit you. In fact, in the long run it leads to one’s skill and growth

becoming negative and redundant, with one only going flipside.

I remember as a child seeing Ram, the local toy vendor who used to cycle for several kilometres in a day, to sell his wares. During that time, I noticed that he used to wear old, torn footwear. Slippers which were peeling away at the seam and the soles. In spite of being so uncomfortable in them, I noticed that Ram simply did not make an effort to get them repaired or even get new ones. Simply being content and adjusting with whatever was there with him at that point of time, Ram chose to make peace with his fate, dragging on about his tasks with sheer pain each day. As the calluses and blisters on his sore feet grew people advised him to change to a new pair to which Ram blatantly refused. Well, he kept losing a lot of business because of this very soon, since his productivity started getting affected with his speed being hampered, courtesy the torn footwear. What was more was the fact that he actually lost zest and zeal in what he was doing and slowly the passion with which he did his work disappeared into nothing.

I will reiterate this here- adapting to change is perhaps the biggest driving force that can help an individual scale to better heights and become better every single day. Being a frog who is scared to jump out of the pond because he is not aware of the world outside is not the mentality one should be practising as such a mindset is only detrimental in the long run. Until you go forward and give it a try you cannot truly comprehend the complete potential of what is in store for you if you were to adhere to the suggested

change. Unless the ball is bowled, one cannot swing the bat. Unless the bat is not swung and the shot is not played, you shall truly never know. So, remember to take that shot...

Adaptability to change is the biggest key to exponential growth, I also feel that instead of fuming and brooding over the possible list of 'ifs and buts' one needs to simply envision how they can possibly move forward in life.

Fighting and squabbling too, over what has already transpired will never give you anything, I feel. Let bygones be bygones, do not waste any more time, effort and energy over them. Shift your perspective, change your mindset and adopt a forward moving approach, one which is flamboyant and dynamic and helps you achieve what you truly desire for.

Let me illustrate this more clearly with a short little incident here. A fellow co-mate at our office, Mr Ram Prasad, a highly amicable and hard working individual, nevertheless, fell short in life when it came to following this golden dictum of fight or futuristic flight. A highly passionate and driven professional, when Mr. Prasad got a new luxury car, he somehow, unfortunately got into the misconception that none should be overtaking him, especially when he used to drive this particular SUV. As fate would have it, one fine day thanks to this 'road rage' stance by him, he landed up in a very sticky situation. When another fellow co-worker, who also had recently purchased a new sports car, decided to race it around our office complex, preening it for all to see, Mr Prasad,

already daggers at the seeming ‘competition’ decided to race and outrun him.

Well, outrun he did, but at the cost of smashing the new swanky SUV onto a nearby tree, at the side of the road in the process. In the hullabaloo of overtaking him, Mr. Prasad somehow missed seeing the speeding bike coming from the opposite end. In an effort to save the bike from crashing into his SUV, he took a sharp turn , ending up dashing the tree.

Moral of the story? Well, the fight, to give it its proper title, surely did not turn out to be favourable for Mr Prasad on any ground whatsoever. Yes, he may have overtaken the co-worker and proved his point that the SUV was way faster than the other car. However, in the process he ended up damaging several of his widely acknowledged important elements in life. Not only did he end up damaging his car, he also suffered the financial brunt of it. Having said that, I am not even getting at the emotional trauma his family must have gone through, hearing the news of the car’s accident.

Such ‘road rage’ incidents are quite common on a day to day basis, especially in our country where overtaking, speeding past others is considered as a necessary ego booster, the pursuit of which is the lone driving force that fans our unnecessary human discretion. Excelling at what you do is now an obsolete mindset, slowly but steadily being replaced by parameters such as your financial and social standing. The entire plethora upon which the so-called societal standard of assessing a person rests is by itself such a lopsided and biased mechanism that I only

marvel at its nuances and shallowness when I see others run by its meagre standards.

And coming now to the grassroot cause, do you think he did get to make the point he had set out to prove in the first place when he decided to display this ‘road rage’? Definitely not!

In the scenario, instead of debating that the other person had possibly bought a better vehicle, Prasad would have done better to instead focus on setting his sights to upgrading himself and aspiring to work towards something which would lead him to an even better car than he had now. But no, he chose to divest all his energies negatively, thereby not gaining anything in return and instead ending up damaging his own.

That is the thing with life. Fight or futuristic flight. The dictum, which if you ask me, is one of the most crucial ones to learn in one’s lifetime. People often choose to compare themselves with others, setting their goals as per other people’s targets. Not only that, there is this strange human tendency to simply grab, acquire and go on a field trip to hoard material possessions instead of focusing at a 360 degree development.

Is such a behaviour truly progressive? Nah, not at all.

Let me tell you another incident. Another co-worker had once decided to pick a fight with a pedestrian who was walking on the street, simply because he happened to come from the wrong side. The argument amongst the two became so heated that cops had to come in and intervene and take matters in their hands. The argument was actually

quite frail and unfound, escalating simply from a heated exchange of words to a war of egos. When my coworker decided that he was the 'right' party in this debate, his PoV being the ethical one, there was little anyone could do, to turn his thought process and show him beyond what he was actually bringing onto the table by way of this escalated argument. Had he decided to simply relay his point to the opposite person, behaving thereby in a manner where he showed 'conflict resolution' as a solution instead of an 'ego gratification' things would have been better. However, he chose to simply fan his own ego, at the cost of deeming himself to be the correct one. Not that the other guy did any better. He too, got into the heat of the moment, pushing the argument to something that was uncalled for.

I also say this-Learn to let go, if you can. Understand this-dragging a thought, an issue will only lead to damage and nothing else. How does it matter if the point you are trying to put across does not hold good at all, having no significant impact only, in the first place?

Yes, you may argue here that to be able to communicate our point of view, our thoughts across to the other can only be possible with debating the issue but trust me there is a reason when I say this today- that you'd rather work towards a higher reason and purpose than waste time unnecessarily, brooding over what has traversed and changing it.

One can never change the past. But, at the same time it is definitely possible to peruse that past, extricating the necessary takeaways from it and applying those to a more productive outcome.

You know it actually amazes me when I see that in our country especially if you observe, familial fights over ancestral property go on for decades together, with no outcome of peace and settlement. Would the parties involved make an attempt to sit down together, talk and solve things out amicably, taking legal help or intervention only if needed, such conflicts wouldn't need to see the light of the day. Unfortunately, people see the acquisition more as a token to boost their individual egos than to get the financial, material benefit of it.

Think of it this way. You have been fighting for a piece of land which is 100 acres. Why not shift focus instead, diverting your energy, towards a higher potential return, say maybe of 1000 acres. Leave it if it gives you emotional turmoil, mental disturbance and a loss at productivity. You can easily acquire more than 10 times of what you have been fighting for by divesting your spirit and channelizing your productivity and focus towards the right path.

Money, property, valuables of any sort simply do not serve purpose to anyone whatsoever. Lying shut in a cupboard, they do not have any multiplication of their own, right? So why then must one get into conflicts and arguments for them in the first place? Why not work instead over expounding on them, in a growth oriented forward manner.

A human mind is blessed with the potential of endless creation. Instead of fretting and fuming over why did another person take/ grab it from me, why not focus instead on how to possibly try and create an equivalent of

it, of your own accord, divesting the same strength and resources, perhaps even more larger than what you have potentially foregone in the particular tryst?

The progressive mindset or to call it by its fancy name-the millionaire mindset is exactly composed of this. To let go of all that is negative, unproductive, redundant and obsolete and threatens to hamper your growth-personal as well as professional. You need to replace such toxic elements instead with a focus and growth oriented outlook, targeting your former self as a stellar competition and attempting to excel at outrunning the same instead of getting into unnecessary cat fights with others. Remember, no one but you alone can help your own self to become the best version of its own. What you work towards today is what you shall set for yourself as a benchmark in the future. Choose wisely. Squabbling over a few units-be it a few acres of land is much more of an obstacle to your overall productivity vis-a-vis achieving a much more substantial result.

So my dear friends, remember, futuristic flight and not fight is the ultimate mindset you need to incorporate right away, especially if you are aspiring for a higher productivity, success and growth in life. Stop wasting time over trifle fights and shift your vantage, aiming at 100X of what you have been looking towards. Then, you shall be truly amazed witnessing the true sheer power of your own individual skill set. Exponentiating your true ability you shall be amazed at the kind of the output you derive from your own pursuit. An output which is not only

financially but also holistically and intellectually much higher than what you may be deriving currently.

LAYERS OF ADOPTION

If it disrupts your productivity and peace of mind, that particular acquisition is simply not worth it.

Learn to let go and shift your perspective by setting your sights on higher targets.

Make peace with the past and move your vantage towards a growth oriented future, sharpening your skill sets along the way.

Think and decode upon the ergonomics of how you can achieve 10X of what you have been unnecessarily brooding upon, blocking your potency and resources in the melee.

Once you get that thought process clear in your mind, the future holds something truly bright and outstanding for you.

CHAPTER 14:

KUMBH 25'-THE MEGA MANAGEMENT

At the time of writing this book, there was a truly fortunate and rare cosmic coincidence, happening not only in my life, but in the life of countless others. Yes, you guessed it right-I am referring to the Maha kumbh Mela 2025, a holy event that was all the more special this year as it took place after 144 years. Coinciding with a rare astronomical event, this celebration of faith and sacred pilgrimage brought together devotees, tourists, scholars, sadhus and practically the whole of humanity on one single plethora. Whilst millions of devotees bathed in the holy waters of the Triveni Sangam , washing away their sins in a bid to attain salvation and peace and purity of soul, the entire event was technically humanity's shared quest-an attempt at spiritual growth, self discovery and a means to attain moksha aka salvation in its earthly form.

With over 660 million people taking a dip in the river, this was a confluence bringing together India's rich cultural heritage in a magnanimous celebration of harmony as well as devotion and faith. Actually speaking, the rare celestial alignment that took place made the event rather special this year.

“ Na bhootam ,na bhavishyam...” - an event which can never ever repeat in history, this festival benefitted both local tourism as well as the industries of our country.

Being someone who champions “Make In India” stringently, I have always stood by the purpose and want to take a moment here to confess my humble contribution to this celestial religious event by means of my company Securenet aka Stek systems. Providing solutions on call, by way of dedicated call centres, our company created an environment of safety and security at the Mahakumbh 2025. Along with security through surveillance cameras installed by our company in the entire area, we also ensured that we facilitated provision of a smooth passage to travelers coming to the Mahakumbh from different areas of the country.

For this purpose, we converted and placed an entire team of our dedicated personnel at Stek Systems exclusively devoted to the purpose of setting up and managing a huge call centre for any kinds of queries related to the Mahakumbh 2025, right here in the heart of Prayagraj. Right from entering the Triveni Sangam areas, to navigating through places available for stay, halt, eating , drinking and all sorts of other help, dedicated Securenet personnels had been dispersed, ready at your service, not only at the above mentioned call centres but also across the roads, waiting to guide you , should you be stuck at any point.

‘Securenets Mahakumbh MahaSeva’ was our humble endeavor towards guiding our dear visitors at the

Mahakumbh seamlessly towards the rare event, aiding them in the experience of their lifetime without a hitch.

Flawlessly charted and meticulously planned, hiccoughs and roadblocks are a part of any major event and hence, we must relentlessly work towards removing those. Accordingly, in tandem to it, here are some of my observations:

- A. The government gave an impetus to unleashing the complete power of HUMAN TECHNOLOGY.

Human technology, at its optimum best, is the ultimate driving weapon to avoiding a hitch of any kind and ensuring a perfectly pristine arrangement, similar to the likes of those that are held around the world, outside India.

- B. Digital pre-analysis by the Government authorities: Before allotting spaces and permits for the same to gatherings at any place, government did a complete, detailed analysis of such areas, taking into consideration all facets such as maximum number of people permissible, maximum and minimum number of people expected in the area per sq. metre, buffers allottable if any, sanitation and public utility service provisions allocated and fulfilled sectionally, transport and hygiene etc.
- C. Head count technology : The adoption of the high end technologically advanced surveillance cameras which come preloaded with the 'head

count' feature. , imbibed with 3-D binoculars, were the perfect tool to keep in check the rising numbers at any major gathering and hence avoid any impending potential catastrophes.

- D. Real time monitoring: Apart from employing all such high tech surveillance, a real-time monitoring was employed in place and conducted, so as to avert the risk of any major disaster that might befall the particular gathering as a result of negligence or miscalculation or any kind of an oversight.

Friends, a 'positivity to productivity mindset', a mantra I always champion and also sincerely feel that many of the developed Western nations adopt in a bid to remain successful was followed by the government. Truly championing the spirit of true Sanaran Dharma!!

THE MEGA SERVICE APPEAL AND ITS IMPACT..

Prayagraj, the true place of pilgrimage, the ultimate sanctum sanctorum to all those wishing to seek the ultimate 'Nirvana' in life, has truly played its ideal part this MahaKumbh 2025. "Vasudev Kutumbakam" - yes, the true feeling of holding our guests akin to God, is something all our dear Prayagvasis have truly dispersed, contributing to this phenomenal

"Digital Mahakumbh" in multiple small and big ways, making this event an unforgettable experience of a

lifetime, not only for those who attended it, but also all those wished to witness this religious spectacle from the sidelines.

Be it the most trivial, basic of etiquettes , from welcoming all those who entered the pious city of Prayagraj, with a genuinely warm and helpful vibe, locals, specifically, to the best of my knowledge have risen beautifully to the occasion, playing the best possible and gracious “informal” hosts to all devotees coming here from around the world. Indeed, a welcoming smile, a cup of tea , a bottle of water, a space perhaps to recline a bit before moving onwards towards the 100 odd “Rein Baseras” (aka halt shelters designed and erected by the government specifically for the devotees to use as a halting camp) were some simple yet highly efficient gestures by the locals which have beautifully contributed to the overall enigmatic experience of all those devotees who came to the Mahakumbh 2025.

Not only did the government excel and outperform themselves at the Prayagraj with flights operating 24 hours a day from the airport, with more than 13000 regular trains, 3000 “Mela special” trains, more than 7000 special Kumbh buses, 550 shuttle local buses specifically allocated for this experience of a lifetime, they also stepped ahead of the preparations, actually inducting a “Lost and Found” QR code stamped across all the 5000 plus light poles so that along with being able to report a light issue , one could also help connect a “lost” individual to the main control rooms of the government in order to help them locate back to their families and base. Yes, I

know there is a dictum-”kumbh ke mele mein bichhad gaye” but thanks to this initiative by the Indian government in this Mahakumbh 2025 , this dictum is now a thing of the past.

You must have heard of the ancient fable where even the most trivial attempt by a tiny squirrel, shifting sands across the Ram Setu had got Lord Ram’s attention, earning her univocal, permanent love and blessings from the revered deity himself (am sure you must have noticed the thick stripes at her back, which are touted to be the mark of Lord Ram’s hand as he caressed it lovingly that day, looking at its hustle). At Prayagraj, we too, have made a similar attempt and because we truly believe that “Sangam hai sadaa ke liye” aka the confluence of the holy rivers is an infinitesimal phenomenon, we too, must take inspiration from it, holding onto these practices, even after the Mahakumbh is over. Adhering to such practices hence, which encompass not only kindness and grace along with compassion but also humanity, it is important that we put to practice all that we have learnt in our life, by way of this phenomenal religious spectacle. Hence, I want to add a few words here-”Kumbh ke baad bhi jaari rahe har din sangam...” meaning even though the Mahakumbh might be over, the practices and various ways of life we have adopted during this period, be adhered to, for life...

LAYERS OF ADOPTION

This year the MahaKumbh 2025 has been a huge success and also a shining example of digitization, adoption of technology which has not only enabled us to enjoy this

rare cosmic, spiritual experience to the fullest, it has also set forth examples for the future.

Securenet by way of its company Stek systems, was one of the major contributors in providing this digital support and surveillance by way of unflinching, dedicated call centres as well as surveillance and digital support and assistance to all those who came to Prayagraj for this enigmatic event. A humble endeavour by my company to contribute to this celestial, spiritual pilgrimage of a lifetime..

CHAPTER 15:

THE KARMA BANK-FOR LIFE AND BEYOND...

During the normal course of life and work, I have noticed some truly amazing character “traits” in humans in recent years. Oh yes, at the point of being light-hearted today, friends, there seems to be absolutely “no patience” left when it comes to people. “Zero tolerance” aka intolerance is a word I had heard , doing the rounds of discussions on the internet often. And when I bent forward one day, to examine this unique aspect of humanity, I realized how almost everyone around me seemed to be in a hustle, having a “sprint attitude” and leaving behind a lot of important life skills on the way.

You know it amazes me to see, how in any place, say any office for instance, both the owner as well as his subordinate see the watch, keeping track of the time, but for different reasons, with a diverse mindset altogether. The owner keeps track of the time to see how much more work/productivity can be dished out for that particular day/time period while the subordinate is busy trying to see how much more time is left before he can leave for the day.

The viewpoints are completely different here. The subordinate simply does not want to give any extra effort to the workplace, by way of dedication in terms of a

committed attitude often. He has no patience left at all. He simply follows the watch, working in a monotonous fashion, not bothering at all about any kind of growth or improvement. At the same time, the owner too, seems to be baffled with this kind of behaviour of the staff. He thus, ends up simply trying to ‘worm out’ more results from the subordinate without empathizing with him in any manner.

Teams/societies or groups where people look at the same activity, but with a totally diverse approach such as the above do not progress as expected, ending up falling flat eventually. On the other hand, if the same subordinate decides to pitch in his best, not looking at the watch perfunctorily, but instead concentrating on his deliverance and what value he is adding to the output of the company as a whole, it is another level of result achieved.

Similarly, the owner too, should think multi dimensionally, keeping not only the company’s growth and overall profit in mind, but also the well being and progress of his subordinates. It is, after all, a 2 way street...

Moral of the whole discussion? Well, as each wants something in return, presumably from the other party, they are just not ready to give in anything in return for it and simply deem it fit to not “go beyond the usual” and out of the way to deliver something extraordinary...

Friends, even in a society, when one individual “stands” for another, rooting for them, helping them out whilst in a tight spot, only then does the other person come forward, rooting for you in your time of distress. At the same time,

being kind and inclusive, showing empathy to all those around you is a characteristic which is sure to not only make you win people's hearts but also resonate with them in a manner where you are in a position to seek their help should a need arise.

Think of it like a "Karma Bank". The more you put something in it, the more you get into a position of surplus as far as your character goes. People start connecting with you on a higher level. In fact, you yourself will feel the change of it as you will start living a life with a much higher purpose and since you have already created a huge "surplus" of building of building a plethora of wealth in the form of respect, kindness and empathy, a sort of a Karmic bank which will set you on a much higher platform in life. After all, money and material wealth go only so far as to be with us till our last breath. "We have come empty handed in this wide world and will go the same"- as stands the infamous dictum. And indeed, why not because what we can truly gather and amass by way of wealth which is truly 'permanent' in nature is not the riches and material goods but rather our good Karmas which truly get deposited in our Karmic account.

You know I fondly recollect the story of a dear friend who is a kind, benevolent human, personally as well as professionally. When a worker from his team met with an accident while on-site at the factory, the gentleman went out of the way to not only get the medical expenses covered but ensure that the worker got full support in getting back to his bay. A behaviour well expected but at the same time meted out very well too, by him. But, what

surprised me was the attitude with which he had once taken charge of another injured worker of another company, with the same empathy, even though he was not on his team.

When I questioned my friend about his action, he simply smiled and replied -"Shiv, is it important that every action of ours is simply based on the next result? There is humanity and compassion above all else and that for me is enough..." I was struck with the weight of his words.

FOCUS ON ACTION, NOT ON RESULTS

“Karmanye Vadhikaraste Ma

Phaleshu Kadachana,

Ma Karma Phala Hetur Bhur Ma

Te Sangostvakarmani...!!”

One of the most iconic Gita quotes, this one means that an individual when he/she does something by way of work , has only the sole right to that work and not to its outcome/fruits

It also states that you must not let the fruits of your action become your motive at any point of time nor let that attachment to the fruit become a cause for you to be inactive.

Yes, we have a choice to not do something but at the same time, it is only fair that in such a scenario we do not expect anything too from the Universe. So, it is thus rightly said that one must not work at something only from the

purpose of bearing a fruit for themselves in all circumstances. One needs to understand this important facet that they cannot stop doing Karma simply because they are not expecting results out of it.

DETACHMENT AND SELFLESSNESS

Similarly, to behave amicably always is not something one must do solely because they would derive something from it. We need to learn how to act selflessly in life, if we truly want to become a better person.

Remember, when you give respect you will get respect and the cycle continues. It is like a “Pandora’s box” where when you put something first, you are sure to get something back. I know so many people who do charity, donations and acts of kindness simply as a means to show off. However, there are countless others who quietly do good deeds, without so much as batting an eyelid. What is more, such people do not even let others know about their good deeds.

See Sonu Sood ji for instance. Being an actor, he has a full time glitzy career and needn’t bother about anyone. But it is Sonuji’s self discretion, quietly helping those who need help the most. That is true philanthropy, helping those in distress without any expectations in return. I am sure you all must have noticed how during COVID 19 Sonu ji emerged as a star humane personality, with the kind of work he did for fellow strangers, to simply help them out of nothing but sheer kindness.

INNER PEACE AND PURPOSE

You know when a person dies, he might be remembered for a few years later for the wealth owned. But, the respect, empathy they create in the course of their life-living is what truly makes life a shining example, even after the person dies. That is the true beauty of life, to be able to be present in spirit, with your good deeds. Otherwise, material wealth is multi faceted and each of us has it, deriving it over the course of our life. But, what truly stays on forever in the true sense is the deeds we do, our ethics, behaviour, genuineness and integrity in all our actions.

See Sir Ratan Tata's example. A super successful businessman, a philanthropist, what truly has remained after he passed away are simply the purpose and peace with which he continued to serve mankind, inspite of the luxuries he had. Working for a higher cause of humanity always, it is people like Tata Sir who are remembered for centuries after they are gone, simply because of the good work they have done. Along with purpose, such enigmatic personalities are also blessed with a surreal sense of peace, something which truly scatters in the aura of wherever they are present too.

WORK YOUR WAY THROUGH...WITH LOVE AND RESPECT

You know there is another very famous dictum in our land which translates to -"if asked with love, the opposite person will go so far as to even cut their throats and offer you, inspite of reducing their own self to dust...". Aka if

love is the language of communication you use, the most rigid of the circumstances can be transformed to a win-win scenario for all, only if you blend in that empathy and kindness in your actions. After all, “a leathery tongue does more harm than good and it is essential that you understand the short term benefits of a behaviour which is just sweet on the surface and switch instead to a genuinely good discretion in life.

That friends is the biggest Karmic earning you can truly gather for yourself, over the course of life and truly deliver something good to the world before you go. Material wealth is something you aspire to achieve but its fruits are enjoyed only by your next kith and kin. Karmic bank is something you have to fill of your own accord, for your own transcendence, to become a better version of yourself, in this life and beyond...

Do you know Mukesh Ambani, one of the most successful businessmen in India, has moved forward in life because of the same love and respect? Yes, his techniques and business practices are well seasoned but at the same time when it comes to discretion he is a thorough gentleman which is what sets him apart from others in his field, making him miles ahead of others. Treating everyone with the same iota of respect is something Mukesh bhai has imbibed even in his children and it is evident from their behavior that they too are inspired by their father.

LAYERS OF ADOPTION

Respect is the only true earning one can gather truly, over one's course of life. Materials, fame, money and all sorts of physical wealth is important but it is the respect people give you, the position you hold in others' eyes, in the society which truly brings about the difference, setting you apart in life, making you extraordinary.

That is your one true earnings, which you take away from this world, from this life to beyond.

It is also imperative to note that whilst you may perform an action with selflessness, kindness and empathy, it is important to not expect anything back in return.

Earning respect is the ultimate goal of a successful life for any individual and one needs to ensure that their actions and discretion are in perfect harmony to something they truly champion

In order to be able to move from an ordinary to an extraordinary aka a champion's mindset ,you need to be able to truly adhere to these life skills, incorporating them out in your day to day discretion seamlessly, without any expectations in return. That is when your behaviour shall automatically integrate a genuine discretion and you shall truly make a difference to the world, both in life as well as in spirit. That is the ultimate secret towards becoming extraordinary...