

Indianpreneur

July 2022



10 Influential Indianpreneurs

To Watch Worldwide 2022

Indian Entrepreneurs Are Changing The World With The
Help Of Changing Technology





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Indianpreneur

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10 Influential Indianpreneurs To Watch Worldwide 2022

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Indian Entrepreneurs Expanding Business Globally From India



Dayan Hyanes
Managing Editor

With the rapid globalization of business and technology, everyone dreams big about their business. All companies of all sizes want to expand their business globally. Many entrepreneurs in India also want to establish their operations in foreign markets. This type of expansion can provide many benefits and profit to the business. Only 5% of the adult Indian population successfully establish their own business.

One of the reasons why online business is growing successful is because it expands the business globally and provides greater opportunities. Expanding business worldwide has many benefits, including introducing new markets, diversification, various talent access, competitive edge, and chances to foreign investment. The growth of something such as an industry, organization, or idea is its development in size, wealth, or importance.

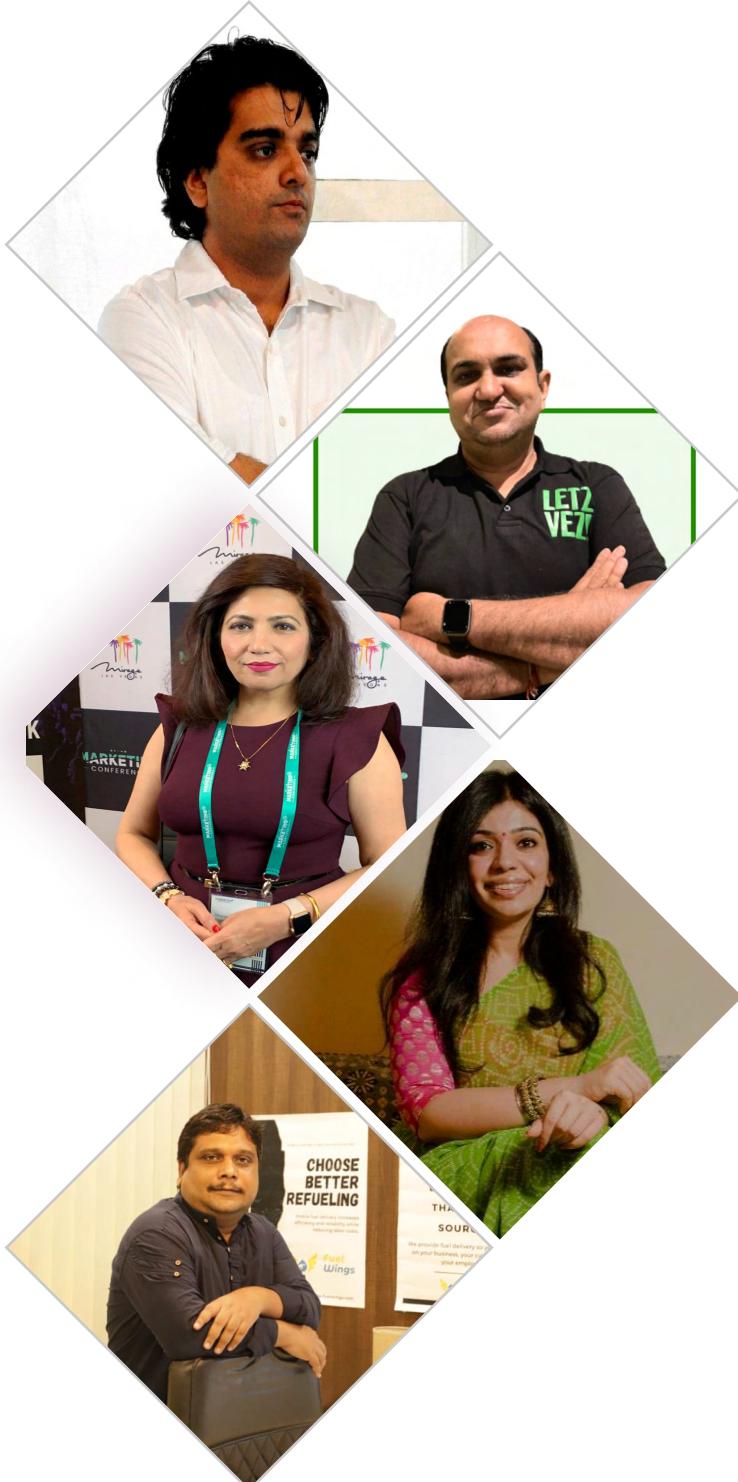
This era is the wave of Indian Entrepreneurs who are making India proud worldwide.

The success of Indian IT businesses also brought more prosperity to the country's middle class. Between the 1960s and 1990s, a typical middle-income household had one primary earner who was either employed by the government or a public sector undertaking or ran a small local business. As IT businesses grew, so did the paychecks of their employees, the effects of which also spilled over to other industries.

Since more money was now available to be spent, the Indian economy opened up to global markets, creating more avenues for consumption and setting in motion the next wave of entrepreneurship. Technology will continue to play an important role in the coming future.

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Co-Founder And CMO,
AcknoLedger



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About Company: AcknoLedger Is A Global Platform That Distributes Web 3.0 Digital Assets Seamlessly Across All The Metaverses And Gaming.

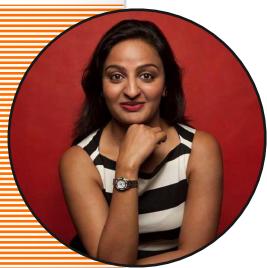


Vishal Baid Jain
CEO & Co-Founder,
Agromatic Nutrifoods



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Dubai

About Company: Agromatic Foods Pvt. Ltd Is A Dynamic/Community-Driven Food Company Focusing On Indian And South Asian Food Philosophy. In Addition To Spices, Have A Wide Variety Of Authentic And Ethical Food Products Like Ready-To-Cook, Dairy, Beverages, Snacks, Etc.



Munmun Ganeriwal
Munmun Ganeriwal



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About Company: Munmun Ganeriwal Is An Author, Award-Winning Nutritionist And Celebrated Lifestyle Consultant Based In Mumbai. She Is The Only Gut Microbiome Specialist In The World Who Combines Traditional Indian Foods, Ancient Indian Yogic Practices And Ayurveda Principles With Gut Microbiota Study To Understand And Fight Obesity And Other Diseases.



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About Company: Offer Spiritual/Metaphysical Life Coaching, Conscious Business/ Mindful Leadership Coaching, NLP Coaching, Cognitive Behavior Therapy Coaching (CBT), EFT Sessions (Emotional Freedom Technique) And Customized Guided/Mindfulness Meditation Sessions. I Help My Clients Learn Spiritual/Metaphysical Laws And Get In Touch With Their Inner Guidance System To Find Answers To Their Problems.



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About Company: Planning Boutique Luxury, Intimate, Unique And Understated Weddings That Truly Reflect Your Personality And Style.



Abhinandan Singh
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About Company: Pure Diesel Door Delivery. Pure Power. Order On FUELWINGS App & Get Fuel At Your Doorstep 100% Assured Quantity & Quality At Same Price



Kaizar Shakir
**CEO & Co-Founder,
Agromatic Nutrifoods**



Website: <https://www.gckuwait.com/>
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About Company: A Leading Multidisciplinary Consultancy Offering Design Services In Planning, Architecture And Engineering, Since 1967.



Ravi Mathur
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About Company: Insurance Grievance Redressal Solutions, Insurance Samadhan Find Solutions To Any Insurance-Related Issue That Include Lapsed Insurance Policy, Assistance In Case Settlement, Claim Recovery In Case Of Insurance Fraud, Assistance To NRI's In Servicing Their Policies, And Much More.



Asha Agarwal
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About Company: As The World's Largest Food And Beverage Company, Driven By A Simple Aim: Unlocking The Power Of Food To Enhance Quality Of Life For Everyone, Today And For Generations To Come.



Amit Kumar
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About Company: OLX Group Shape The Future Of Trade As One Of The World's Fastest-Growing Networks Of Trading Platforms, Operating In 30+ Countries Under 20+ Well-Loved Brands Including OLX, OLX Autos, Otomoto, Letgo, Property24, And Many More.

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Mr. Abhishek Singh Rajpurohit

Serial Entrepreneur, Co-founder and CMO
of AcknoLedger & Beeing Social

Primarily the reason was to be his own boss and later when he was able to generate employment opportunities for others, it gave him real satisfaction. This motivates him to become an entrepreneur.

AcknoLedger has partnered with 100+ NFT & Metaverse projects to map and index their NFTs and in coming future, will be partnering with more projects so that the Web3 users can make an informed decision by comparing the NFTs as per their utility, scarcity and prices. AcknoLedger will facilitate new ways of revenue for NFT collectors by leveraging arbitrage opportunities, interoperability, trending NFTs, brand promotions, etc.





How did he start in the Business World, and journey so far with AcknoLedger?

According to Abhishek, the start was not easy. He started his first business i.e. a marketing agency, **Beeing Social** with just **INR 30K**. And the first lesson that he learnt in this journey was - Accept failure as part of the journey. For the first few months, there was no business and patience plays a vital role in such a situation. Soon, started getting business and a small team of 4 was created.

In this journey, he understood that to stand out from the crowd and become successful, one needs to:

- Keep their eyes open for new opportunities
- Never stop creating
- Believe in yourself
- Give something back to the world (and reap the financial rewards)

Insanely hard-working team at **AcknoLedger** is a crazy bunch of people who have no chill in life, they are continuously working on:

- Building the brand
- Building the product
- Getting the partners on board

He and his team worked hard in the last few months and have closed a set of 100 partners, which involve NFT & Metaverse projects.

What is your opinion regarding the impact of the COVID-19 pandemic on the global industry? And how has the AcknoLedger managed to overcome this significant challenge?

The pandemic sweeping the world, COVID-19, has rendered a large proportion of the workforce unable to commute to work, as to mitigate the spread of the virus. This has resulted in both employers and employees seeking alternative work arrangements.

When users were only able to work in online mode, AcknoLedger came up with an idea to bring a solution to map and index Web3 content, where the Web3 users could now make an informed decision.

AcknoLedger Genesis NFTs Explainer Video



Future of Metaverse and Gaming Universe- AcknoLedger

AcknoLedger has been one of the best performing Metaverse projects, and we want to become leaders of Web3 and Metaverses. We plan to keep our long-term vision aligned with sustainable growth. We envision it to be the nervous system of Web 3.0 digital assets.

Accessing NFT and Metaverse data today is challenging. We are currently working on opening a new avenue of 1000x more users entering the Gaming NFTs and Metaverse space.

There are limitations to API calls and there is a limitation to infrastructure. We can't fire complex queries on blockchain. We are working on a solution for it and we have already created an ecosystem of 100+ Web 3 companies and that is our USP.

What according to you is the advancement in this industry in terms of technology? Do you think your adoption of such advanced technologies has brought you to this elite position?

Web3 is a new iteration of the internet that harnesses blockchain to “decentralize” management thus reducing the control of big corporations, such as Google or Meta, and making it more democratic.

Adopting such advanced technologies is mainly motivated by our desire to participate in the future. What we do today will determine what the future holds, not what we plan for tomorrow. For this reason, AcknoLedger is exploring different solutions for the third generation of technology evolution.

A piece of advice from Mr. Abhishek for aspiring Indian entrepreneurs and challenges while expanding business the global market: Believe, “*Entrepreneurship is living a few years of your life like most people won’t, so that you can spend the rest of your life like most people can’t.*”

The aspiring IndianPreneurs should remember below 3 things and they can succeed in any sort of business:

- Keep learning
- Networking will help you more ways than you can imagine
- Be a problem solver



If you have these 3 qualities in you,
sky's the limit.

The global market is harder to crack as each country or region has distinct tastes and preferences. The wording you use to target companies and consumers may vary, too, making it challenging to build a one-size fits-all solution. And, building the local brands can be a costly and time-consuming affair for startups. For entrepreneurs to succeed, they need to show that they are able to offer more than just lower prices to unseat incumbent competitors.

- Currently, we have Launched the Andromeda platform where we fulfilled below mentioned promises for Q1 2022:
- Deployment of Genesis NFTs and Integration with AcknoLedger Ecosystem partners.
- Mapping and Indexing Digital Assets for first 10 Metaverses of AcknoLedger Ecosystem.
- Integration of NFT DeFi offerings(Lending, borrowing, fractional NFTs) on Monetization.
- Layer of AcknoLedger DeFi Ecosystem.

AcknoLedger plan of action for year 2022:

Launch of Platform Triangulum (Phase 2) Development of Alpha Trianguli

- Expansion of AcknoLedger Ecosystem
- Launch of promotional business platform for AcknoLedger Ecosystem
- Mapping and Indexing Digital Assets of 25 Metaverses of AcknoLedger Ecosystem

Development of Beta Trianguli

- Expansion of promotional business platform for AcknoLedger Ecosystem
- B2B revenue Generation by NSO(NFT Search Optimization)
- Mapping and Indexing Digital Assets of 50 Metaverses of AcknoLedger Ecosystem
- Development of UCNS — NFT Naming Mechanism

Development of Iota Trianguli

- Developing B2B Growth Platform and affiliate marketing of NFTs
- Deployment of NFT User Search Analytics platform for NFT Owners
- Mapping and Indexing Digital Assets till 100 Metaverses of AcknoLedger Ecosystem
- UCNS Testnet Launch



In the beginning, what motivated you to become a business leader?

I come from a business background so business has always been there in my DNA. Post Graduation from Kolkata I have done various jobs in different domains to learn all aspects of business like finance, marketing, sales etc. Gradually I discovered an entrepreneur in myself and hence embarked on this entrepreneurial journey. I have started and successfully established multiple businesses in the paper, IT and FMCG industries so far.

Tell us how you got started in this business world, and how your journey so far with Agromatic Nutrifooods?

I wanted to bring a change in the world, while also fulfilling my ambition to make a mark with a successful career. With the help of my co-founders, Sunil Baid Jain, Shreyans Singhi, Ashutosh Mishra, and a diligent team, I was able to achieve it and more. The onset of the pandemic was another catalyst that surged this shift in consumption patterns. More and more people have adapted to a plant-based diet to encourage health and mindfulness towards the environment. Shreyans who operates out of Singapore, which is the vegan capital of the world with 100 companies in plant-based meat, closely having seen the growth of the plant-based meat sector in the South East Asian market, reached out to me to tap into this emerging field as a business opportunity. He proposed setting up an entity and becoming an early leader by cashing on this lucrative market opportunity which is still very nascent in India.

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CIN: U15136KA2021PTC150351

AGROMATIC NUTRIFOODS PRIVATE LIMITED

I was initially not sure how people would adapt but then through the past year, having spoken to 1000 odd people like customers, stakeholders etc. I have realised that there is huge potential for this, which is why I have decided to dedicate the next 10 years of my life to this cause, building up this company and bringing value to this sector. After giving it much thought, I realised that this will be a great idea to consider because it will help people give up meat and switch to a plant-based diet. It was nothing but spreading the cause of Ahimsa (non-violence), which is one of the key elements of Jainism. LETZ VEZ was launched on 26th Oct, at FOODEX 2021 with just 4 SKUs and we started selling in the market in Dec 2021. Within a very short period, we clocked a turnover of 21.40 lakh. We have engaged with more than sixty thousand people through various flea markets and college fests at Bengaluru to reach Gen Z and have served more than six thousand plates and counting. LETZ VEZ now has a hamper of 13 SKUs in the span of 7 months. LETZ VEZ is currently at a validating stage.



What is your opinion regarding the impact of the COVID-19 pandemic on the global industry? And how Agromatic NutriFoods managed to overcome this significant challenge?

Supply chains were impacted badly due to major dependency on China hence, realising this, the world decided to decentralise the supply chain. Further, many conventional businesses like ours were badly affected due to Covid but it gave us an opportunity to take a leap in diversifying our domain.

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Agromatic NutriFoods worked with various clients. Can you provide us with one or two case studies describing the challenges that your clients were facing and how your solutions help them overcome those challenges?

Challenges:

I have a married couple at my home, Himanshu Jain and Deeksha Ramesh as our case study. Deeksha is a Flexitarian and loves to eat meat whenever and wherever she wants and Himanshu is a born vegetarian. As a couple, they too love to have meals together. To keep each other happy, they looked for a meat alternative meal to satisfy each other's sentiments. No hurt feelings !! So how? Next problem... Both, like 70% of other Indians, Deeksha and Himanshu too have protein deficiency. So what? People of all ages are very health conscious, especially after Covid. The highest quantity of antibiotics produced is given to animals only and India is the 4th largest consumer of antibiotics

Solution:

Plant-based meat is definitely an answer to the questions raised here. Now Meat is such a big category like chicken, mutton, pork and so on. 60% of Indian meat eaters prefer chicken & our Deeksha is one of them. So we present LETZ VEZ which is at present an interesting range of plant-based food mostly including chicken meat alternatives. Our first-generation products are launched in both categories: We have western foods like sausage, burger patty, pops and nuggets And Indian foods like Keema, Seekh Kabab, Samosa and Momo. So Himanshu and Deeksha can now enjoy their guilt-free meals together and these Gen Z are willing to spend. LETZ VEZ is already on-boarded on Vegan Dukan and has a soft commitment from Namdhari Fresh. We'll be on-boarded on Zomato Swiggy for cloud kitchen.



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What is your future plan for your company and what more are you planning to offer your clients in the coming future?

We are opening the 1st QSR in Bangalore city in the 3rd week of July 2021 & have plans to reach 132 QSR in 32 cities by 2026 in phases. We are covering all metro cities, tier1 tier2 and cities across the country. We are also having plans to cover holy cities like Kashi, Mathura and Ayodhya where meat consumption may get banned. Air Travellers looking for mid-air food options beyond instant noodles will be surely interested in our healthy Instant Meals which are ready to eat with the addition of warm water and a tastemaker. It's going to be a juicy, delicious yet healthy & convenient plant based meal with good calories per serving. Very soon we would be registering the IP for it. We have received soft commitments from the aviation industry for trials. We expect it can also become popular among the masses as an instant snack. We're also working on a plant-based chicken Biryani mix. Biryani is the highest-selling dish at Zomato. We are also working on alternatives for other fast-moving food items like curry cuts, chicken breast & leg pieces.

What according to you is the advancement in this industry in terms of technology? Do you think your adoption of such advanced technologies has brought you to this elite Position?

Plant-based meat market share is less than 1% of the overall Indian retail meat market which is a lucrative opportunity for the industry. Unfortunately, the fact is that most plant based brands in India are doing 3rd party manufacturing and lacking in R&D. We do not intend to be a copy-paste brand while focusing on both R&D and self manufacturing. This will make our price affordable and bring better taste and texture with a range loved by India and abroad. We intend to create delight for the consumers through extensive R&D with the help of advanced technology. A dedicated R&D centre at the Central Food Technological Research Institute (CFTRI) Mysuru led by Senior Scientists, is not only helping us in extensive R&D but also solving our talent pool requirement for the future, which is the biggest challenge of this domain in India.

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We are working on peanut an indigenous protein, to replace soya in future through advanced technology. We are committed to starting our state-of-the-art manufacturing facility soon at the Govt of India-approved Favorich Mega Food Park.

LETZ VEZ is in an advanced stage of discussion for co-product development with a cutting-edge Israel technology pioneer who works on High Moisture Extrusion, to improve our ingredients and product development roadmap.

**What advice would you have for aspiring Indianpreneur in general?
According to you What challenges will there be for an Indianpreneur to expand business globally?**

My only advice to aspiring entrepreneurs is to be focused, perseverant and try to innovate something different or try to solve any problem differently. In my opinion, post covid, business opportunities for intrapreneurs have exponentially increased but lack of R&D and shortage of funding opportunities (crowdfunding, low valuation etc.) as compared to western countries, are the biggest barriers to going global.

According to me, there's a lot that needs to be done in the R&D and data science fields in India. Indianpreneurs just need a big push & support from the ecosystem and we can see the herd of Unicorns in our country.

“

I Don't Measure Success In Monetary Terms, Essentially. Success To Me Is Providing Some Easy & Accessible Solutions To The Complicated & Critical Problems Of Society.

”

~ Mr. Vishal Baid Jain

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Vibha Sharma

Founder, CEO, #1 Bestselling Author, Speaker, Mindful Leadership, Spiritual And Transformation Coach At Cosmicways.Com

Vibha Sharma is the CEO, Founder, and Holistic Spiritual, Mindful Leadership and a Transformation Life Coach at Cosmicways Holistic Life Coaching, San Francisco, CA, (www.cosmicways.com), #1 International Best-selling Author, California State Chair, G-100 Oneness and Wisdom, Global Goodwill Ambassador, Global Peace Ambassador, Silicon Valley Women Warriors Lean In Circle leader, and San Francisco Chapter Chairperson for Mindfulness, ALL (All Ladies League) USA.

She works with entrepreneurs, corporate leaders, and top-performing women in Business & entertainment industry and helps them rise above the stress, anxiety, guilt, conflict, and limitations. She enables them to step into their own power, make room for self-love and self-compassion, and transform their lives from the inside out.

She facilitates a process for them to help them realize that their happiness and well-being does not depend on achieving higher goals, people, things, or outer circumstances but by expanding self-consciousness and aligning with their true nature.

She was Nominated and Featured in 'America's Best Business Coaches Magazine along with Tony Robbins & other top coaches in the country and on FOX, NBC, ABC, US-News, Hollywood Times, CEO-World, Voyage-LA, ShoutoutLA and several other publications.

She received the 'International Woman Icon Award', 'International Achievers Award', 'India Start Icon Award', and just recently 'Outstanding Leadership Award' in Las Vegas, USA.

She is the author of two #1 International Bestselling books. Her first book 'Turn within-Reconnect with your inner peace and well-being' is on the importance of meditation and daily quiet time that will help people deal with stress and fear and develop balance irrespective of the uncertainties of life. She also co-authored another book 'Asian Women Who BossUp'. Women Who BossUp profiles women who have broken the mold to achieve, overcome difficulties, or inspire change through the relentless endeavor. Hailing from across the globe, diverse walks of life, and varied disciplines including STEM, healthcare, finance, coaching, and non-profits. She is in the process of publishing her 3rd co-authored book on the impact of soul-centered coaching, mindfulness, and spirituality in work and life which will be a part of a curriculum at a university.



Tell us your story and what makes you unique.

I am a personal transformation and mindful leadership coach. I work with individuals, high-achieving professionals, leaders, and entrepreneurs globally.

As I reflect on my journey to become a coach, I wanted to do something that I was naturally good at, help others, feel fulfilled, can do all day long and it doesn't feel like work. I realized I was acting like a life coach to my family and friends all my life but when I decided to be a professional coach, I had no idea that I'll be able to touch so many people's lives on a daily basis.

In my personal as well as professional coaching, I emphasize on living purposefully, fostering a state of inner and outer well-being, empathy and adding value to the true meaning of life, and transitioning from the traditional B2B and B2C model to the H2H human to human concept in our daily lives.

Instead of always thinking about getting ahead of others, impressing your boss, and getting another promotion, ...showing up with the intention of adding value being your best, helping your teams and co-workers with authenticity, creating alignment and positivity at work and in life. And it changes everything!

I feel blessed to be able to serve my amazing clients and see them transform their lives from the inside out.

I read a quote somewhere “If you can go to bed at night knowing in your heart that you made someone’s day just a little bit better, you know you had a good day”.

This is how I feel when I contemplate my day during my nightly meditation and I am so grateful!

What type of business do you run?

I am the Founder, CEO and Life & Business Coach at Cosmicways Holistic Life Coaching (cosmicways.com)

My coaching practice revolves around the spiritual teachings, personal and professional development, providing simple stress management solutions, conscious business practices and mindful leadership depending on the needs and goals of the clients.

I work with Individuals and Corporate organizations globally.

I bring the transformational power of holistic spiritual life coaching, conscious business/mindful leadership coaching, cognitive behavior therapy coaching, NLP (Neuro-linguistic programming) coaching, EFT (Emotional Freedom Technique) sessions, and personal/professional development workshops to private individuals and corporate organizations.

What motivated you to get started with your business?

During all these years, I have studied several self-development books and practiced different spiritual modalities and for a single reason to develop and become a better version of myself every day.

I realized that if there is one thing, I can do all day long and feel fulfilled is study, practice and share the knowledge I have acquired over the years and its application to solve all kinds of problems and help people.

I remembered how on multiple occasions, several people told me that a small casual conversation with me inspired them to make important changes in their lives, write a book or change the perspective about a situation they were facing at that time.

It made me notice how effortlessly I have been inspiring and motivating my family and friends all through my life.

I decided to become a full-time holistic coach to continue my own growth and help others through my knowledge and skill.

What would you say are the biggest challenges and obstacle when starting a business?

One of the biggest challenges was the decision to start the coaching as a business. I was thinking helping family and friends is one thing and doing it as full time is another. Waiting too long to realize that I was ready a long time ago to be able to help my clients professionally.

Another challenge was reaching out to my ideal clients and the marketing effectively.

You know that your work is changing people's lives on a daily basis, but being a full-time coach not being able to spend much time on the marketing part of the business, reaching out to the potential clients on a larger scale who need your help and will benefit by working with you.

What inspired you to get into this industry?

Like I mentioned before, my whole life I have been fascinated with spiritual teachings, self-development, meditation, and the law of attraction.

I took up meditation, read several books by different eastern and western philosophers, attended classes and events whenever I got a chance to deepen my knowledge.

I realized I was happier than ever by adopting regular daily meditation and saw positive changes in myself and felt a great strength inside of me to deal with life's challenges, which are a part of everybody's life.

It helped me become a more grounded, aware, and peaceful person and I was inspired to help other people with my experience and knowledge.

My first book: 'Turn within- Reconnect with your inner peace and well-being' is about spreading awareness regarding meditation, daily quiet time, stillness or centering to help people deal with the stress and fear and live a more peaceful, blissful life.

How important is mindset when starting your own business?

Mindset is extremely important because you need to believe in the value you offer.

When you know and are fully focused on 'Why' you started the business in the first place and the value you provide through your product or service, you continue growing.

You need to have a positive mindset irrespective of the time and investments it demands.

What's your advice for those trying to start their own business?

My advice would be to start working towards your goals, start taking baby steps and inspired actions and keep learning everyday.

Hire a coach or mentor who can help you achieve your goals, develop confidence and provide support.

Develop a strong relationship with your inner self and always listen to your heart/intuition.

What does fear mean to you?

Fear is the expectation of some negative coming in your life. Fear is believing that something wrong is going to happen. When you are fearful, it means you believe that your life is dependent on outside forces and circumstances.

It's a misalignment with your spirit-self. Establishing a relationship with our inner self, trusting intuition, and understanding consciousness with the help of daily meditation helps us deal with the challenges of everyday life and live a more peaceful, blissful life even among the outer chaos.

What does success mean to you?

Success for me is:

- When you feel a sense of purpose and fulfillment through your work.
- When you feel excited every morning to start working with your clients.
- When you hear success stories of your clients.
- When you feel that every single day you add value or make a positive difference in your clients lives.
- When you lose track of time talking to your clients.
- When you see your clients already logged in and waiting for you :) in every single session.
- When you see your clients ask for extensions to work with you over and over.
- When your ideal clients come looking for you and find you.

What changes have you seen as a result of the pandemic?

Due to the nature of my work, being mostly virtual, more and more clients are reaching out for help now through phone, online, and text. Virtual coaching is needed more than ever to help clients experiencing personal and professional challenges because of the shift to remote work.

People prefer remote or hybrid work now, but are forced to live an isolated life and are looking for ways to deal with this situation.

Coaching organizations are scheduling online virtual sessions for the members to connect and address the challenges and to bring our community closer together to support one another. Online coaching is an excellent alternative to face-to-face sessions and means to work with clients.

Juggling with managing work and family, overworked, stressed, and isolated, people are becoming more open to exploring their inner lives, start meditating, and find ways to feel better.

Through your expert coaching, you work together with the clients to strip away the layers of conditioning, fear, doubt, guilt, and limitations from your soul. Share a few success stories.

Coaching helps clients re-discover their strength. It helps them heal from past traumas and reconnect with their identity. It boosts self-confidence, enhances self-love, and helps them find the answers. It motivates them to live empowered, joyful, grateful, and peaceful lives without any preconceived notions, judgment, or bias.

The most common challenges people seek help with are about regaining lost confidence and self-esteem, develop self-compassion, emotional regulation, procrastination, lack of productivity, stress, relationships, conflicts, work-life imbalance, finding life's purpose, among others.

One of my clients was struggling with anxiety, which was affecting her health and negatively influencing her work-life balance. She was taking various medications to combat her condition, but after a month of regular sessions, she was able to wean off the pills.

With some initial handholding, during the session practice and homework, she started meditating regularly, changed her mindset, developed self-awareness, and became more conscious about her eating habits. Soon, she was back to normal. The change reflected in her work, as well as in her relationship with her colleagues and husband. She continues to be my client, even today.

Another client was suffering from low self-esteem, self-doubt, limiting beliefs, filled with negativity, and had a strained relationship with her boss. She liked her job and was good at it, yet growth was not happening for her. She didn't seem to her boss suitable for a promotion yet. Although she loved the place and wanted to stay to gain promotion, she was considering resigning as the only way to progress in her career, which made her gloomy and a little uncertain of the future. I asked her to dig deep, find the reasons holding her back, work on getting rid of her own limiting beliefs and self-doubt, and shift her focus to her strengths, potential strengths, and skills. This allowed her to change her self-perception to a more positive one. Just after a few weeks of working with her, she found new confidence and perspective about her power to make essential changes in her life. Through the new ways and patterns she formed in her life, she soon availed new opportunities and also achieved the promotion.

In another case, the client was going through a problematic relationship with her mother for several years.

My client was also expecting her first child and was concerned about her mother's old-age and deteriorating health conditions. She wanted to repair the bridges and establish a healthier relationship with her mom, but all her exertions so far had gone in vain, and she was having a hard time staying optimistic. But due to her hectic schedule, she did not have enough time to work on her relationship with her mother. With her help, I identified the problem and urged her to draw a imagine how she wanted her new relationship with her mother to turn out. She wanted to try but was having a hard time imagining that, and was totally unable to come up with any ways she might move herself to that new goal state I helped her realize that the reason behind this is that she is still secretly carrying old grudges towards her mom and needs to work on forgiving her internally. This new perspective helped her let go of the hostility and anger which occupied this area of her life and she could finally think of a thousand methods to restructure a new relationship discovering that giving love without expecting something in return was a concrete option.

In coaching, with a collaborative process, clients report improved stress management, sleep, calmness, executive presence, being more centered, mitigation of self-doubt, more confidence, worthiness, and growing mindfulness. They develop more social intelligence and empathy to assist with navigating difficult but needed conversations on personal as well as professional fronts.

What are your next projects this year?

Apart from being the Founder, CEO, Personal Transformation and Mindful Leadership Coach at Cosmicways Holistic Life Coaching, I am the Global Goodwill Ambassador at Global Goodwill Ambassadors (GGA), Global Peace Ambassador, California State Chair for Oneness and Wisdom G-100 and San Francisco Chapter Chairperson for Mindfulness, ALL (All Ladies League) USA, the world's largest all-inclusive international women's chamber and a universal movement for the welfare, wealth, and well-being of all by empowering women leadership.

I am working on my vision to connect, invite, and support as many women as possible and provide them a safe, nurturing space to share, care, grow, and expand the circle of like-minded women and create a bigger impact.

And create more self-help and support groups, fostering a caring, helpful, and engaged community where every person participates and contributes with inspiring thoughts.

As a chair, I want to be there for all women who need support and networks, irrespective of their economic, social, cultural background.

What does financial freedom mean to you?

Financial freedom for me is to be able to work from anywhere and at your own schedule.

To be able to not only take care of yours and your family's needs but help others without waiting for them to reach out to you.

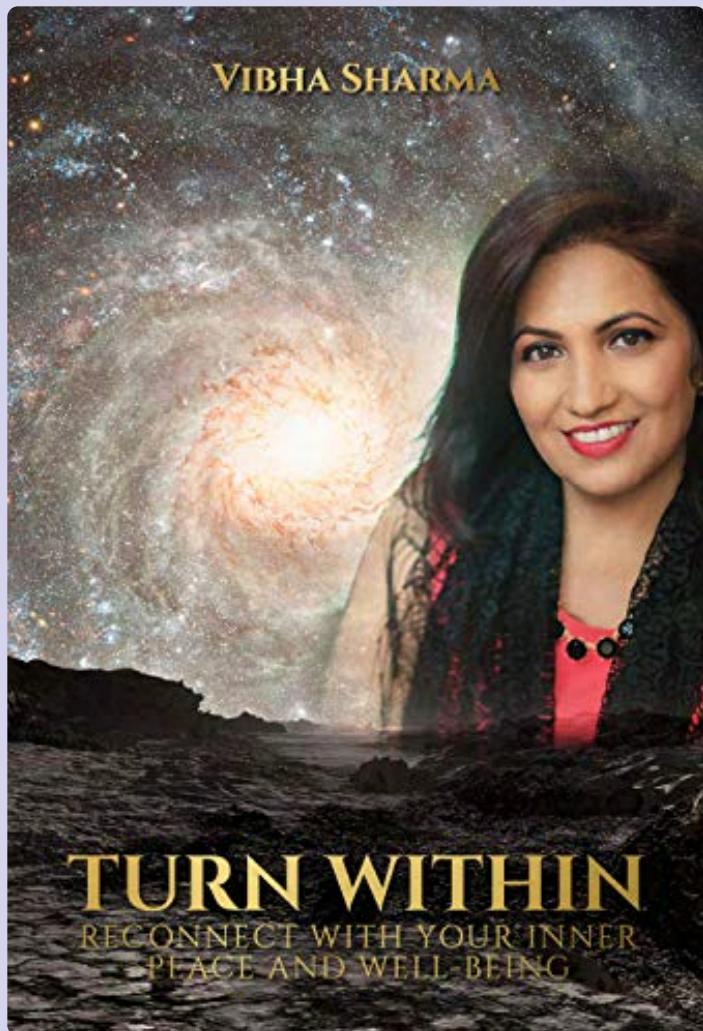
Anything else you would like to add that would help us tell your story to the media?

Now more than ever during post pandemic, it is important for people to get in touch with their inner peace, authentic self and inner guidance system to find answers to their difficulties and live a more stable, heart-centered life.

I published my first book called 'Turn within- Reconnect with your inner peace and well-being' for the purpose of spreading awareness regarding meditation, daily quiet time, stillness or centering.

This book can help many people who silently suffer alone for years, sometimes having all the material success and still relying on drugs to deal with stress, depression and mental issues.

I feel the need to educate more and more people about the daily practice of connecting with the spirit, higher power, divine through meditation to live a more peaceful, blissful life.



Blurbs/Quotes from the Book:

"The increasing rate of depression and other mental illnesses is because people are finding happiness, not within themselves, but outside, relying more on worldly stuff as a source of satisfaction, happiness, and joy."

"Life is not just about waking up every day, repeating the same routine, working at the same place, and then dying one day, leaving everything behind you have invested your blood and sweat in. The crux of a healthy lifestyle lies beneath the thick layer of self-discovery and self-actualization."

Readers will be able to realize that spirituality is pretty straightforward and practical, as well as it can be easily adapted in our everyday life.





Kaveri Vij, Chief Dreamer Designer Events Inc.

Kaveri Vij is the Co-Founder, Chief dreamer & Wedding Planner at Designer Events Inc. A hospitality graduate, her varied influences flow through everything she creates as a luxury boutique wedding planner. She has been planning weddings for over eight years now PAN India with personalised & intimate weddings being her core USP. Envisioning to start a boutique wedding planning company in a world of big fat Indian weddings was truly a risk she took. Having stuck to her ground of not planning weddings for more than 250 people, she has mastered the art of intimate wedding planning by adding the magic of details to every wedding she touches. She likes to call herself the Chief dreamer responsible for making the wedding dreams come true.

A top finalist for the Jury round from 6000 plus entries from the country in the Times She UnLTD. Entrepreneur Awards - an endeavour to honour woman entrepreneurship. She is also an academic writer having co-authored & contributed to various hospitality books, research papers and hospitality journals. She is also a wedding coach & educator conducting workshops for budding wedding planners. It is her continuous endeavour to break the glass ceiling in the wedding industry by ensuring more woman led teams and educating the parents to allow their kids to live their dreams.



In the beginning, what motivated Kaveri Vij to become a business Leader?

Well to be honest, entrepreneurship happened to me and Akshay Chopra (Co-founder), like it was our meant to be. It found its way to us silently. And now that we know this world, we wouldn't trade it for anything. Starting out in the hospitality industry, Working 18 hours a day in hotels, was definitely not the life we wanted for ourselves. But irrespective, we never complain because that was our strong foundation and we are so grateful for it for teaching us all that we know. For Us, we always wanted to build a world of our own, our very own recognition and somethings that had our hearts & souls. That's exactly how Designer Events Inc. happened. We were 25 and took the leap of faith and jumped into taking this risk of starting our own company to plan weddings. Our motivation was our undying passion for our work and our commitment to create something that the world would remember us for.



We realised being an entrepreneur was not all fun, but a very big responsibility. A responsibility towards yourself, your people, this society and to the people you provide your services too. But at the same time, being a master of your own time and a dictator of your own decisions is definitely the most empowered feeling. Building an empire brick by brick takes a lot of grit, hard work and commitment. We found our ways through failures, our little successes, trading our nights for days, and burning our mid night oil to get to a place. A place which is never defined. It is a place which you feel you will arrive once you have accomplished x,y or z, but the irony being — you will have more to do in this constant journey to be better than the previous day. And this is how the life of an entrepreneur is — A rollercoaster.

Tell us how you got started in this business world, and how your journey so far with Designer Events Inc.?

Me and Akshay have studied together in DPS R.K Puram and then went on to do hospitality together. I was a science student and Akshay was a commerce student. Akshay wanted to study design, but ended up at a hospitality school. I, after giving precisely 15 engineering exams, wanted to become a chef after reading an article about Sanjeev Kapoor. So here we both found our way to a hospitality school. We worked in London for a year as a part of our course. Right out of college, Akshay & I took divergent paths in life. I, after wanting to do a MBA, got selected to work with Pullman Hotels, ACCOR as an events coordinator. Akshay on the other hand got selected at Trident, Oberoi Gurgaon in the Kitchen department. He's always been very fond of baking, and this was his golden moment in time.

Being in the hospitality industry didn't give us much time for ourselves. An industry which calls for being on your toes round the clock became our literal life. I always wanted to be a wedding planner and Akshay had always wanted something of his own. On getting my first promotion and being extremely disappointed with my raise, I decided to quit to pursue my MBA dream and Akshay meanwhile shifted to handle marketing for a spa chain. Just while we were going through these shifts in our life, we got invited to our best friend's sister's wedding in Chandigarh. One of the most chaotic weddings me and Akshay have ever attended! On our drive back to Delhi, me and Akshay started discussing how we could have done this differently. We both felt Aunty & Uncle, our best friend and her elder sister did not enjoy one bit of the wedding, as they were only bogged down with endless wedding work. Uncle also fell a little ill at a function. Me and Akshay felt there was a gap in the market, and we felt we could fill this gap by being extended family members. Our prime thought was to take the stress away from the families and be there for them to handle all the work. Oh! Sorry missed mentioning, Akshay was still working unlike me who was only preparing for MBA. When we got back to Delhi, we both got back to our life and got busy yet again. It was holi after a week, and we were invited to a holi lunch. Me and Akshay decided to ditch the lunch and go on a drive to discuss our business plan. And the next day, yet again we were back to being busy. After seven days, Akshay called to tell me he's quitting his job. And I couldn't be more excited. I had got admission in two colleges — but it was time to make choices.

Akshay had made his and I made mine too. Just like this, we took the risk at 25 years with a mere investment of INR 25,000 to get our website in place and some fancy business cards, we were ready to take on this world. We started out from our cute home office planning the most memorable days for our guests, and started what we call Designer Events Inc. — 8 years, 124 happily ever afters, unconditional love and a treasure of priceless memories.

What is your opinion regarding the impact of the COVID-19 pandemic on the global industry? And how Designer Events Inc. managed to overcome this significant challenge?

While the world was going through a turmoil, Being Boutique Luxury Wedding Planners and Designers, the situation remained the same for us. We have always planned only an intimate set of weddings with only 250 people. The only blessing that came through this situation was that more and more people started to choose intimate weddings.



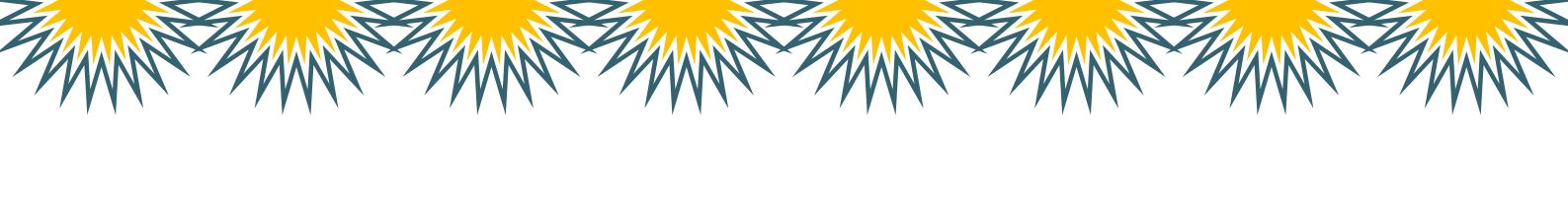


According to Spillan & Hough, crisis management is “the function that works to minimize the impact of a crisis and helps an organisation gain control of the situation. It also operates to take advantage of any benefits that a crisis may present” They further go on to establish that in certain times, the crisis dictates the recovery process rather than an organisation adapting to strategies to solve the crisis, just like Corona did for the wedding industry.

Post the lockdown, when the Indian government allowed 50 people at a social gathering, Indian weddings saw a three sixty degree paradigm shift. From an average guest list of 500 in our country, the real challenge was to fit the guest list to an intimate number of 50. A lot of wedding experts dictated the trends post covid, but in our opinion, these trends were a forced consequence of Corona, a few commandments which came by as a result of the rules enforced due to a corona hit country. The industry saw a varied response among the people willing to get married amongst this pandemic — a certain section decided to postpone their wedding, some people opted to go ahead with the rituals with the most important people by their side and some couples found it as an escape route to run away from the big fat Indian wedding their parents have wanted and opted for the intimate weddings in the given scenario. Weddings are a festival in India, and curtailing their level was a new challenge in itself.

Following are the measures we took to cope with the situation:

1. Intimate weddings : To ensure lesser number of people gathering at one place and ensuring social distancing, the first obvious trend that found its way was Intimate weddings. It wasn't a predicted trend but something that found its existence as a result of the regulation announced by the government to allow a 50 people wedding. Intimate is a word which can be influenced by the local meaning of any country, we would like to call them Micro Weddings or Pop up Weddings, with a selected handful of people alongside the couple. This wasn't difficult for us, as we have always had a boutique wedding planning style.
2. The uncertainty reflected in the shorter timelines for wedding planning. We entertained anyone who needed to plan a wedding in these difficult times by offering our services as consultants virtually, and not being physically present.
3. We saw a drastic decrease in the wedding budgets. A sudden slow in the economy combined with the mindset of organizing a wedding for a lesser number of people, reflected in the reduced average spend on weddings by 65%. “When people have to cut back on expenses, eating out and entertainment outside the home are the first things to go.” (Hsu and Powers,2002). It was difficult to explain to guests about the minimum charges for us, but we did not take up any project where the amounts for our services weren't accepted. We did not resort to desperation of getting business, and were fully confident the industry will bounce back.
4. A lot of new things became a part of our life — masks, gloves, PPE Kits, gloves etc. A new set of rules were imposed to ensure safety guidelines by each and everyone.

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5. Considering the uncertainty, we saw the bargaining power of the end user increase considerably as compared to pre-corona times. We battled this by sticking to our ground and explaining to the guests about our fixed costs and expenditures.
 6. Wedding meetings found their way to a virtual world. A way no one could have imagined. With the evident need to meet and discuss the wedding query pre-covid times were replaced with zoom meetings. This showed us a new way of perhaps saving time and also incorporating this style in our daily ways of working.
 7. We also saw a very unusual and an unacceptable trend of Indian society moving away from the very essence of auspicious days, and the more important factor being the availability of the right resources to get married in the safest way possible. A country who wouldn't indulge into any wedding rituals without a "Muhurat". This also gave us the opportunity to work with more dates in hand and allowed flexibility to choose the projects to space them out.
 8. We started to suggest immunity boosting foods in a number of weddings in the buffet spread, just like a Jain food section.
 9. Concepts like E-Shagan (Contactless money gifting) and wedding registries which have always been a very foreign concept in India, had a booming market post covid. As per HriDei, a wedding registry firm in India, they showed an increase in sale from May to September by 25% in the post covid times.
 10. There was a drastic increase in online shopping post covid. We capitalized this opportunity to identify the products anyone could buy online for a wedding and had it conveniently delivered to one's doorstep.
 11. India is a DFM country — Do it for Me, but there was a sudden wave of DIY — Do it yourself as people have decided to tie the knot and the restraint on budget also made them self-sufficient. We promoted a lot of DIY ideas through our social media pages to constantly help people — not to compromise on their big day.
 12. These times saw a drastic increase in the rental of things — from clothes to jewellery because of the direct pressure on people's earnings. Our wedding rental business saw a boom too.
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Apart from the above listed ways, a lot of couples thought marrying amongst the Pandemic was definitely creating history. There was an increase in the rush of people wanting to get married post the lockdown. A defined shift from a mass to a micro approach found its way to the Big fat Indian Wedding World. To build relationships and authentic connections over an online world, was the new normal of the wedding industry.

The wedding planning checklist had some interesting new additions : Thermal screening, hand sanitisers, gloves and cuddle curtains. UK Based — Anthony Cauvin invented the concept of cuddle curtains to hug his quarantined grandmother. How can weddings be complete without hugs. He invented a hugging station — where a shield is made between two people, so it's a shield guided hug.



Above all, the pandemic guided the weddings to be a hybrid mix of the best of both the worlds. The ceremony took place in real time and the relatives who weren't able to attend the wedding in person, were present virtually to bless the couple. Till now, if someone wasn't able to come, we would only regret them not coming, but very rarely have an online setup for them to view it. Considering this, Now the planning points are — time of the day, the information that needs to be mentioned on the invite — instituting a dress code for everyone attending the event virtually, any specific background for pictures, any specific drink to cheer for the newly weds etc. Two lawyers got hitched in March in Bangalore, and 400 people attended their wedding virtually. Rather than a relative being the star of creating stress, this has now moved on to technical glitches., if any.

What is your future plan for your company and what more are you planning to offer your clients in the coming future?

1. We have been taking online Wedding planning classes since 2019 to educate the budding wedding planners. We wish to establish a wedding planning school in the next five years to bridge the gap. We feel the students aren't educated and don't understand this field very well. We want to train them and most importantly help them identify — are they even made for the world of weddings ?
2. We launched a luxury rental boutique last year — 50 shades of Weddings which empowers every individual to design their own décor by choosing props, linens, decorative backdrops from our inventory. We wish to establish an A la carte menu kind of an affair and empower brides and families to do DIY with our expert help. We wish to have a boutique for this in the next two years which would have a walk-in closet concept. Choose what you like and rent the same for your big day.
3. We wish to collaborate with a lot of foreign wedding planners over the next 5 years to promote Indian art, craft and the intricate work done by the India artisans. We are working towards establishing a product range — Made in India by love, for wedding planners abroad to use it for their weddings there.
4. There is a lot of wastage in the world of weddings — we are trying to tie up with different Not for Profit Organisations to recycle our flowers and convert them to usable goods like colours which can be used as festivals or incense sticks, which we would then be sold under our brand name and the earnings would go towards educating girls of our country who are unable to afford quality education.
5. Weddings — see a lot of male manual labour, We are in process of bringing a change to this. We are teaching the techniques of flower making, stitching linen for the tables, making DIY props to a group of women who are then empowered to run their households too. We aim to spread this as much as we can and We aim to have an equal men to women team in the next three years.



What according to you is the advancement in this industry in terms of technology? Do you think your adoption of such advanced technologies has brought you to this elite position?

There has been a lot of technology intervention in the wedding world in the past couple of years. Whether it is the latest gadgets for the photographers or virtual reality integrations to weddings. We have surely come a long long way. However, being such a people sensitive industry just sometimes the human connection holds more weightage over technology. It is a perfect hybrid mix of human task achievement with the right kind of tools that would help you maximise the days. With so much technology integration, we feel the real meaning of weddings of it being a celebration with your loved ones is fading away. Thus, we at DEI, like to operate an old school where the essence of the wedding remains and the wedding is always a story to tell for generations to come.

This is what Kaveri and Akshay would like to advise aspiring IndianPreneurs.

1. Never fear making a beginning. It is always about the first step and everything else follows.
2. Never fear taking risks or trying something new, after all if a bird never tried, it would never fly to know the entire sky is her home.
3. Never fear failure, that is where the true learning lies. Your failures show you a side of you, which you wouldn't see in a normal situation. They will be mirrors to make you realise — you are capable of handling much more than you imagine.
4. Every day is a new day, take it as it comes. Never let your past mistakes take over a new day. Always start afresh.
5. Entrepreneurship is a journey, making the most of each day. Every day becomes a part of your story to be told to this world.
6. Nothing comes easy, if you want something you need to work for it and work for it with a grateful heart. There is no substitute for hard work and commitment.
7. Never stress about situations which aren't in your control. No one gets anything by stressing, so rather deal with this world with a calm mind.
8. Always be your biggest cheerleader..
9. Be so crazy and so dedicated to achieving your dreams, that when anyone looks at you, they can read this in your eyes. Otherwise, don't do it.
10. There is nothing like work life balance as an entrepreneur, you have to struggle, make your mark and strive for your success. There is absolutely no shortcut. You got to hustle and make it count for your own self.
11. You have choices and chances. You need to always choose to take a chance, and never give up.

12. The first most important lesson from our journey is — doing the right thing at the right time. Timing is very essential. Your choices make your destiny and choose the path of your life.

13. We have learnt how compassion can make a big difference to your way of working. Understanding the needs of others can always put you at a better place to deliver. Always always think from others point of view. As an entrepreneur, committed to making a difference to the lives of others, being compassionate definitely takes you a long way.

14. A lesson — Me and Akshay abide by is “People might forget what you said, who you are, but they will never forget how you made them feel.” — This is our living mantra. We live to make people feel special. And if you are able to do this in your own little or big way, happiness is added to your days.

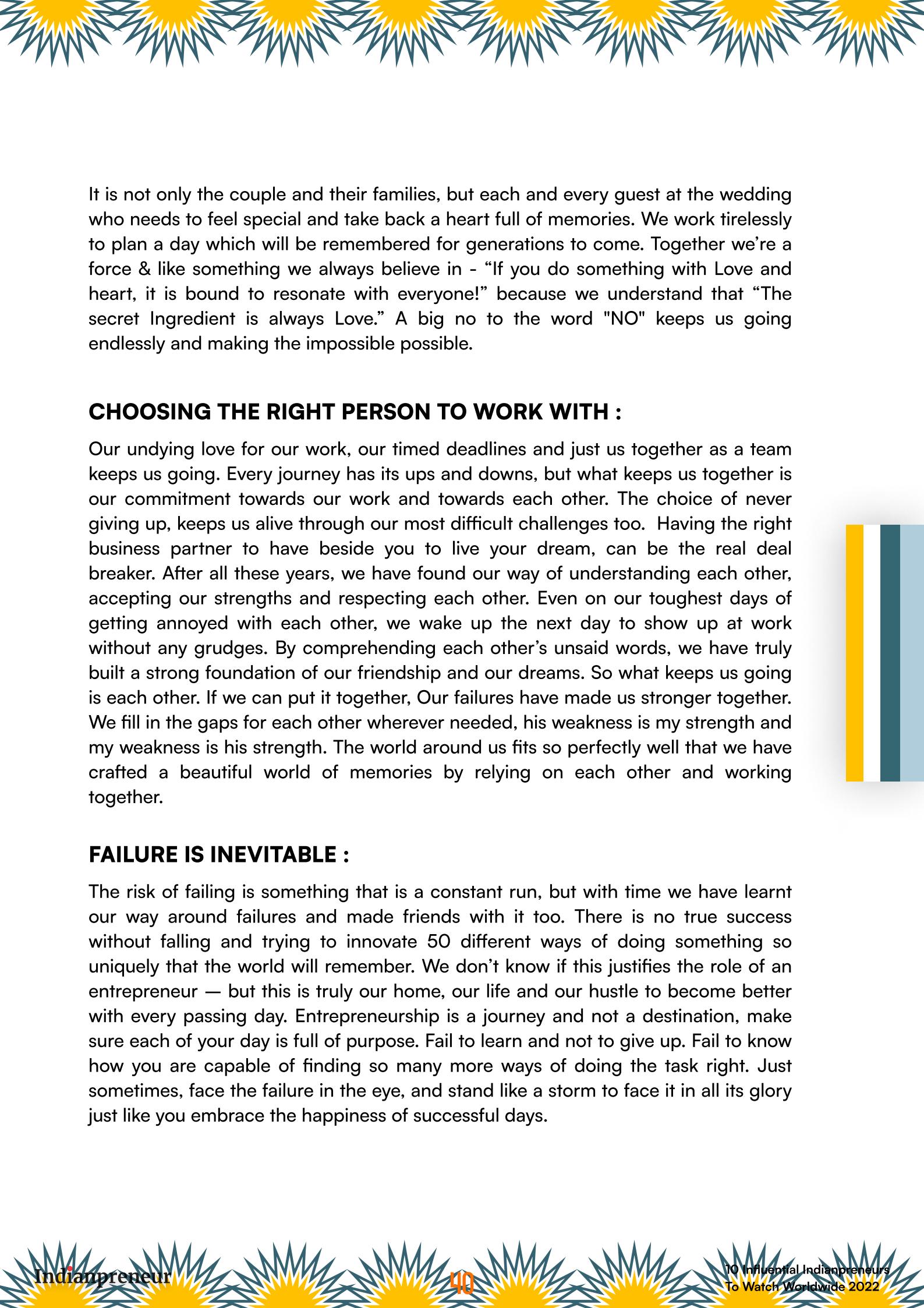
Challenges faced to expand business globally.

The only limiting challenge is you and yourself. Nowadays, especially after covid we are such a close-knit world that there is nothing impossible to achieve to expand globally. The only thing that might pull you back are some rules and regulations. However, finding the right network and doing the right kind of research will always always help you achieve your goals. The world is your canvas, paint your dreams away.

Vision Of Designer Events Inc.

In a world of big fat Indian weddings, we still focus on the smaller numbers to personalise every detail of the wedding. We do not plan weddings for more than 300 people. Our vision is to plan boutique luxury, intimate, unique and understated weddings that truly reflect the family's' personality and style. We work to create a bespoke authentic experience and the happiest celebrations. As a boutique luxury Wedding Planning and Decor design, with a vision to live for the moments we can't put into words, we want to empower to celebrate the most special day of someone's life hassle free.

With our love for life, passion for weddings, creative stride, boundless energy, devotion to work and commitment to their couples, we design celebrations full of style and character. Every wedding is a story to tell and we work tirelessly to plan it just the way you have dreamt of it. Inspired by you, our wedding planning style is infused with personal touches, a lot of detailing and a big no to over the top shenanigans. We weave in your very own personality to create something that feels just like love. As Luxury Wedding Planners & Designers we weave in your own character and personality to create an atmosphere that feels just like home.



It is not only the couple and their families, but each and every guest at the wedding who needs to feel special and take back a heart full of memories. We work tirelessly to plan a day which will be remembered for generations to come. Together we're a force & like something we always believe in - "If you do something with Love and heart, it is bound to resonate with everyone!" because we understand that "The secret Ingredient is always Love." A big no to the word "NO" keeps us going endlessly and making the impossible possible.

CHOOSING THE RIGHT PERSON TO WORK WITH :

Our undying love for our work, our timed deadlines and just us together as a team keeps us going. Every journey has its ups and downs, but what keeps us together is our commitment towards our work and towards each other. The choice of never giving up, keeps us alive through our most difficult challenges too. Having the right business partner to have beside you to live your dream, can be the real deal breaker. After all these years, we have found our way of understanding each other, accepting our strengths and respecting each other. Even on our toughest days of getting annoyed with each other, we wake up the next day to show up at work without any grudges. By comprehending each other's unsaid words, we have truly built a strong foundation of our friendship and our dreams. So what keeps us going is each other. If we can put it together, Our failures have made us stronger together. We fill in the gaps for each other wherever needed, his weakness is my strength and my weakness is his strength. The world around us fits so perfectly well that we have crafted a beautiful world of memories by relying on each other and working together.

FAILURE IS INEVITABLE :

The risk of failing is something that is a constant run, but with time we have learnt our way around failures and made friends with it too. There is no true success without falling and trying to innovate 50 different ways of doing something so uniquely that the world will remember. We don't know if this justifies the role of an entrepreneur — but this is truly our home, our life and our hustle to become better with every passing day. Entrepreneurship is a journey and not a destination, make sure each of your day is full of purpose. Fail to learn and not to give up. Fail to know how you are capable of finding so many more ways of doing the task right. Just sometimes, face the failure in the eye, and stand like a storm to face it in all its glory just like you embrace the happiness of successful days.

What success means to you?

Success to us means, every minute and every time we make a difference to someone's life and we succeed in making them smile.

An ideation brought to life with the right kind of team, is magic of a very different kind and that is exactly how we celebrate success. Success for us is those smallest details which shine bright to make their presence felt, that gleaming smiles of the family members because they chose to hire us, the bride trusting us with her lehenga choices, the groom understanding our vision for the Baraat and Nani getting her perfectly warm food to eat. At DEI, everything we achieve, every small step is success.

Being leaders to our team, me and Akshay always choose kindness in our style. Being successful means to see our team members achieve their tasks by us believing in them. We feel, believing in someone can get them to deliver much more than their potential.

Success to us is, empowering our team members, to have them a part of the decision-making process to have a variety of opinions and also instill responsibility in them. This in turn helps us to create weddings which are unique in its true character and leave behind a legacy of kindness and love.

Choosing the right people is a very important step to determine the success of a company. For us — whether it's an idea or people or just anything in life, we feel anything which has our full heart in it will surely be a super hit. "Connection" is what we thrive on, if we can't feel connected with anything, Me and Akshay wouldn't go for it.

Success to us is to be able to live our passion every single day time and again and make memories for people around us. It is celebrating our commitment to show up no matter what every single day and to always go above and beyond to achieve the impossible.



Interested in the intangibles of the world, Abhinandan is passionate about building strategies, organizations & impact. He learned the ropes of running an enterprise at the age of 20 while leading design consultancy firm.

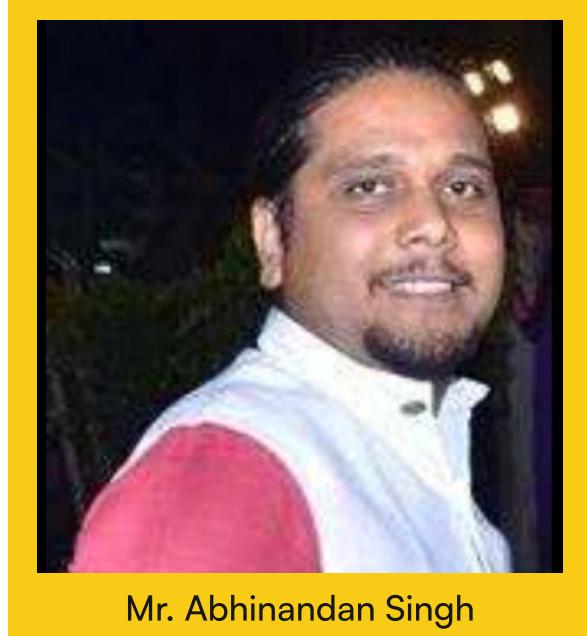
Alumni of **Birla school, Pilani** and learned **Architecture** at ASA, Rajasthan Technical University Kota.

He is founder and CEO of Entrancezone.com (Education web portal) and Edtechsurge.com (Education Technology & Enabler for Quality Education) and being Ex Google Education Trainer & Microsoft Innovative Education Trainer, He played a key role in numerous enterprise deployment and training's in India. His expertise and ability to deliver technical and non- technical training's during on-site and virtual sessions especially in Google education apps, He has a genuine passion for mentoring and that's what makes him a thorough and passionate Facilitator and consultant of ICT in education.

His session has been one of the most useful for educational institutes in the past and adds a lot of value to both GAFE and non-GAFE schools. He has been invited as speaker & trainer by many GAFE Summits in the region for his session owing to his experience of working with the Google Educators Group, Design Thinking in Education and Research Network besides schools and colleges across India.

Abhinandan is proud to bring the magic of **TED Talks** to the Education community. He is TEDx License for TEDx@Youth & TEDxWomen.

Abhinandan also served as a Unit Chief at Sthapna Incubation and innovation center, Hisar, Haryana while working as OSD/ Director of Technology at Prannath Parnami Universe, assisting interested students, academics, and alumni to build sustainable, scalable, technology and social-based ventures. Heading Learning management System, ERP, Google Education Apps. He also worked as consultant for Whole Brain Schools at South African Creativity Foundation.



Mr. Abhinandan Singh





**Pure Diesel Door Delivery.
Pure Power.**

Fuel Wings provides doorstep diesel refuelling services for static or heavy equipment. Our convenient solution ensures timely diesel delivery with the assurance of safety, zero wastage and easy-to-use technology to place orders anytime, anywhere.

Fastest growing company in Diesel Door Delivery For industrial, mining and heavy vehicles fuel requirements

Founded in 2020, The Fuel Wings is presently operating in Delhi-NCR and launched North India i.e NCR, Rajasthan, Haryana. Soon going to launch in Bihar, Uttar Pradesh and Madhya Pradesh. Fuel Wings is registered under MoPNG, DPIIT, and HPCL for pan india operations.

Kaizar Shakir: A Leader With The Credibility To Translate Vision Into Reality



Kaizar Shakir
Director & Chief Financial Officer, Gulf Consult

Educational and professional background? What motivated you to pursue a career in finance?

I received my Bachelor of Commerce degree from Mumbai University in 1991. At that time I was also an officer of the rank of Lieutenant (SCC) in the Sea Cadet Corps, Training Ship Jawahar, Mumbai with aspirations of joining the navy. However, due to the circumstances at that time, I had to abandon ship and pursue a career in accounting and finance.

Passed my Final Chartered Accountancy Examination in 1994 and joined Arthur Andersen & Co., though my first job as Article clerk was with Vasani & Thakkar, Chartered Accountants, Mumbai. This is where the foundation of my career was laid. A job offer from Arab Commercial Enterprises, Kuwait got me to Kuwait in September 1995 and since then, I have been working in Kuwait. I joined Gulf Consult in April 2003 as Financial Controller and steadily graduated to becoming Director and Chief Financial Officer of Gulf Consult.

About Gulf Consult and its current position in the industry?

Gulf Consult (GC), founded in 1967 by Hamad Abdullateef Thunyan Alghanim, is one of Kuwait's oldest and most established design consultancies. Our reputation for providing high quality services on time, intelligent design, and a commitment to client satisfaction has helped us grow into one of the region's leading inter disciplinary consultants. In addition, the firm has a long track record of successful work and collaborations with world renowned experts on numerous significant projects in Kuwait. GC is currently listed as one of the top 100 architecture firms in the world by World Architecture 100 and is one of Kuwait's leading and oldest architecture and engineering firms.

Unique services that are provided by Gulf Consult that makes it stand out from the rest in the market.

We are a multi-disciplinary firm, which enables us to help the customer and see their vision thoroughly from beginning to end. Gulf Consult depends on the experience and knowledge of long serving team members to provide specialised assistance that begins with project conceptualization and continues through the design working drawings and construction supervision phases.



Success mantra that constantly helps Kaizar Shakir arrive at positive outcomes

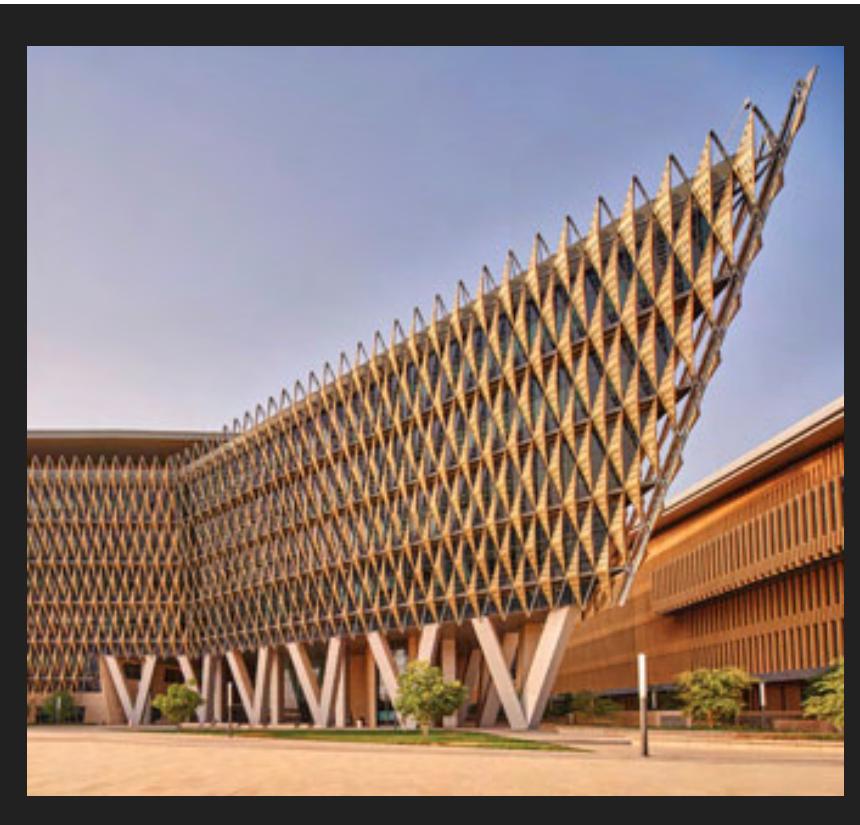
While in the Sea Cadet Corps, one thing that impressed me the most was Discipline and Time Management. While in New Delhi for the Republic Day parade in 1984, I read in our naval barracks, a quote that said, 'Discipline makes a Nation Strong'. This has stayed with me throughout my life. I am convinced that we are what we repeatedly do. Excellence, then, is a habit, not an act. Success is the outcome of positive behaviour mixed with positive thinking. Train your thoughts to look for the good in every situation. Trust the five Ps: Passion, Persistence, Planning, People, and Positivity.

Being the Director, how do you plan to apply your exceptional understanding of this domain into Gulf Consult and take it to the next level?

Our team at Gulf consult is led by our Chairperson, Najla Hamad Alghanim, an Engineering and Finance graduate with more than 20 years experience; CEO and Managing Director, Ubed Arain, who has over 50 years of expertise and a strong team of highly skilled Architects and Engineers. As a Director and CFO, I am responsible for defining corporate strategy (and operational structure), leading financial communication, overseeing and directing the company's financial operations, serving as a strategic advisor to the CEO and C-suite peers, and overseeing other key financial areas such as controllers, treasury and forecasting.

Advice for the upcoming Indianpreneur in the same industry.

With rapid technology improvements, the success mantra is 'Innovate or Evaporate' As a professional, one must accept change. Learn new and diverse skill sets. Be tech aware, a team player, and broaden your expertise by implementing continuous learning methods while keeping an eye out for new insights and opportunities. Remember, "what got you here won't get you there". People who feel they can succeed perceive chances where others see threats', says Marshall Goldsmith in his book of the same name. The most crucial skill set that will set you apart from others with similar qualifications and experience is your SOFT SKILLS: Leadership, Communication, Behavioral and Temperament.



Kaizar Shakir, Director & Chief Financial Officer, Gulf Consult

Born in Mumbai, in a Middle Class Dawoodi Bohra business family, Kaizar's childhood was as ordinary as it could be like any other child of his age. Aspirations and Expectations were always high. He wanted a leadership role from his early childhood. Avid Quizzer that he was, he actively participated in quizzes and literary activities during college days. Compared quizzes and won various inter collegiate quiz competitions. From Sea to CA was a memorable journey. He got married in 1998. His better half teaches young lads in a school in Kuwait. Blessed with two boys who are both Studying Engineering abroad

Awards & Recognition

- Hon.Treasurer — Indian Business and Professional Council, Kuwait (Current)
- Chairman — Institute of Chartered Accountants of India, Kuwait Chapter (2020-2021)
- Hon.CFO — Kuwait Cricket — 2008 to 2011
- Lieutenant(SCC)— 1991
- Platoon Commander(Sea Cadet Corps)— Republic Day Parade Mumbai — 1991
- Platoon Officer(Sea Cadet Corps)— Republic Day Parade New Delhi — 1989
- President's Award for Best Cadet (Sea Cadet Corps)—STS Varuna in the year 1989
- Contingent Member(Sea Cadet Corps)- Republic Day Parade, New Delhi—1984 to 1987 Host Quiz Master—All India Radio(AIR) 1989

Hobbies: Writing, Reading and Travel

Favourite Cuisine: Indian(Bohri Cuisine)and Arabic(Lebanese) Cuisine

Favourite Book: The Things You Can See Only When You Slow Down By Haemin Sunim; Blink And Tipping Point By Malcom Gladwell What Got You Here Won't Get You There By Marshall Goldsmith

Favourite Travel Destination: Giethoorn and Zaanse Schans in Netherlands Kusadasi, Eski Datca, and Aphrodisias in Turkey;Lucerne, SaintUrsanne and Andermatt in Switzerland

"BE TECH AWARE, A TEAM PLAYER AND BROADEN YOUR EXPERTISE BY IMPLEMENTING CONTINUOUS LEARNING METHODS WHILE KEEPING AN EYE OUT FOR NEW INSIGHTS AND OPPORTUNITIES"



Insurance Samadhan is the Future of India



Mr. Ravi Mathur Co-Founder & CTO,
Insurance Samadhan

Happiness of their customers and changing the game of Insurance misselling where people are getting duped- Any pain point in any type of customer journey is an opportunity. Technology gives the leverage to solve it for everyone - Tech used with the right intent to solve customer problems is the real gamechanger. This always motivates Mr. Ravi Mathur. Co-founder, and CTO of **Insurance Samadhan**.

In 2018, Insurance Samadhan was launched with a vision to address the unmet needs of mistreated policyholders of insurance companies. The company focuses on solving any insurance-related problems of people and providing them the assurance of clarity. To help policyholders who are facing issues due to communication gaps in the ecosystem, Insurance Samadhan launched India's first technical platform for resolution of Insurance complaints.

"We are building India's first tech platform for resolution of Insurance complaints. We work in both B2B and B2C channels. We represent the customer if his/her insurance claim is rejected or he has been mis-sold " says Mathur. In a mere three and a half years since its inception, Insurance Samadhan has solved more than 14500 cases, and they have grown three times during COVID. "We are solving one of the biggest problems India is facing.

In the world of Insurance Misselling/Claim rejection, they are hand holding the aggrieved customers and bringing the revolution

Crossways of his Career

Mr. Mathur, started his career in 2011, he always wanted to build but wanted to gain experience in how things work. After working for close to 4 years, he decided to bite the bullet and did his first start-up which was in the ed-tech space in 2016, however he failed and had to move back to a full-time job but **Josh** was still inside. In 2019, he joined **Insurance Samadhan** and in 2021 he was promoted to co-founder position - Josh is still High and he is a gamechanger now using his technical skills to solve customer problems in the best way with more than 10000+ Happy Customers.

Covid-19, A Technology Booster

We have all seen the disastrous effects of Covid-19 being on the population or the economic growth. But Mr. Mathur has his say, "*It has accelerated the adoption of technology. It's inevitable for every business to become a tech business, and covid has accelerated that trend.*" At Insurance Samadhan, they had a tech-first approach from day one, so it was easier to overcome the covid period. On the other side, Insurance Samadhan grew during the covid phase. Insurance Samadhan is one of the few startups to have hired and appraised people during the covid duration.





Shark Tank India was a great opportunity for Insurance Samadhan.

Apparently, there are no shortcuts to being a successful entrepreneur. But there is always a guided path carved for you, that will take you to your destination and **Shark Tank India** was a great opportunity for **Insurance Samadhan**. Team showed great effort and decided to be real on the National Television - they pitched the sharks in the same way, what they do in every meeting because they believe that "It is always better to be real".

How is Insurance Samadhan solving client's grievances?

We get grievances from various walks of life, from a farmer to a CXO. A govt employee to armed forces personnel. We work with corporates as well. A use case of a microfinance firm is that when they distribute a loan, it's covered with insurance. If Unfortunately, the loanee dies, the micro finance company claims for the insurance to recover their outstanding loan. If an insurance company declines that claim, we assist micro finance co in representing the claim if the claim is genuine.

Similarly, a lot of miss selling happened with the elders and MSME business owners.

elders are FD's and after a year they get to know its an insurance policy. Similarly, business owners are sold insurance policies during which they will get business loans immediately post buying policies but the loan never comes. When these aggrieved policy holders come to us, we filter out the complaints with our tech intelligence and pick complaints which are genuine and with enough proof. We help customers in representing their complaints. The platform picks customized responses which helps insurance companies to take an informed call.

"**Insurance Samadhan empowers every customer as a policyholder by knowing their insurance rights**" they are the category creator in the grievance management space and are leading it. They have been giving event-based solutions like miss selling and claiming rejection resolutions. They will start assisting the larger universe of insurance policy holders in various other services like quality check of their policies which is the first of its kind feature, policy management and claim filing.

The primary focus of Insurance Samadhan will always be the **Grievance Management**". However, when the company started, they had planned for 3 fold strategies that would eventually yield customer satisfaction. They are:

- first and most important strategy is to resolve the most complex problem i.e., grievance management with technology.
- Secondly, they want to become part of every insurance policyholder's journey on their **app**, where customers can use various services with a click of a button.
- In the next 18-24 months once they have boarded sizable policy holders on their app, they will come up and execute their upcoming strategy.

Ravi says that in this decade, the 2020's belong to InsurTech. As the world has faced a *Pandemic* situation where people want to be insured with the best insurance policies and Insurance has come up the ladder in people's lives. As a Programmer, he can understand how technology is making it easier to reach out to a wider audience and it is helping Insurance Samadhan to make decisions for the authenticity of complaints.



Insurance Samadhan App - POLIFYX has its USP which is their filtration process where the customer needs to answer some simple questions to validate his/her insurance grievance and use the same technology to communicate with every stakeholder which helps them to make accurate decisions, faster processing by automating processes.

Mr. Mathur's advice to aspiring Indian entrepreneurs is to always focus on execution. Ship as quickly as you can. Let the customer be the judge and keep iterating till the customer is satisfied because “*Customers don't expect you to be perfect, they DO expect you to fix things when they go wrong*”.

This is the perfect time for IndianPreneurs to go global as the world has become one during covid and Globalization is a deep trend pushed by technology and right ideas, as much as anything else. Some of the Indian founders are building some fantastic products for the world out of India and even the Government of India have also helped the start-up's ecosystem in India to bloom.

“

**If One Has A Right Intent And Builds Great Team
Around It, Nothing Is IMPOSSIBLE**

”

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Munmun Ganeriwal is a best-selling author, awardwinning nutritionist and celebrated lifestyle consultant based in Mumbai. Over the last 20 years, she has worked as a nutrition and exercise consultant with a diverse set of clients from all walks of life and across the globe. Her clientele includes Taapsee Pannu, Rakul Preet Singh, Lady superstar Nayanthara, Ekta Kapoor and many more.



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M.Sc. Dietetics and Food Service Management
ACSM (American College of Sports Medicine)
Certified Health Fitness Instructor

Winner of the 'Award for the Best Nutritionist' by Femina, Munmun is the only gut microbiome specialist in the world who combines traditional Indian foods, ancient Indian yogic practices and Ayurveda principles with gut microbiota study to understand and fight obesity and other diseases. She has a master's degree in nutrition science, is an internationally certified fitness instructor and is a yoga teacher following the Sivananda lineage of yogic traditions. Munmun has also been studying Advaita Vedanta—propounded by Sri Adi Shankaracharya—for a few years now.

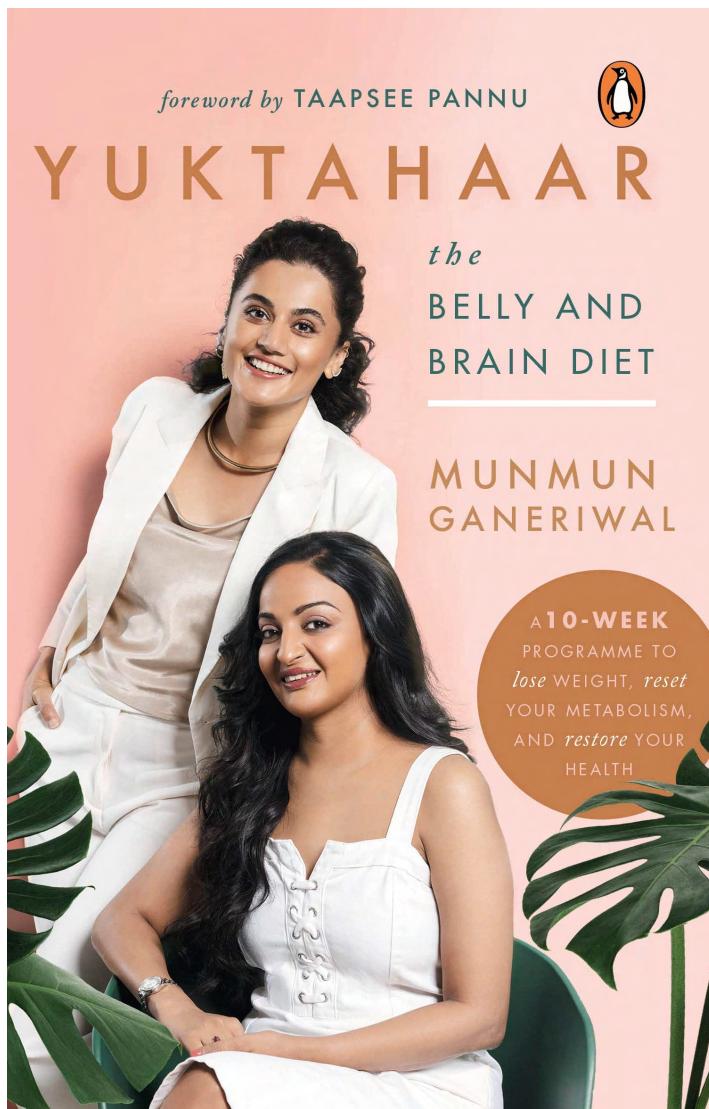
Munmun Ganeriwal is a sought-after speaker and expert panelist at health, fitness & wellness events. She is a frequent contributor of diet and fitness tips and articles to leading newspapers, magazines and websites, both in India and abroad. A reputed nutrition and fitness consultant, her expert advice on a range of topics related to healthy living is much sought-after. A few of the publications that have covered her inputs/ articles are NDTV, Economic Times, Indian Express, Vogue, Business Standard, Times of India, Mumbai Mirror, Hindustan Times, The Asian Age, DNA and Mid-day.



Munmun Ganeriwal

www.munmunganeriwal.com

Her book, *Yuktahaar: The Belly and Brain diet* is a chart topper. It is the no 1 Best-seller on Amazon in many categories and has been consistently maintaining the same ever since the book was opened for pre-orders. The foreword of the book has been written by her client, Taapsee Pannu. *Yuktahaar* was featured amongst 'Books that motivate you to live well' by The Hindu. For more details, see www.amzn.to/3sfOuFy



Being A Super Woman —The Illusion Of Your Self Worth



Asha Agarwal
IT Project Portfolio Manager, Nestle Italy

Asha Agarwal is an influencer, a full time IT Project Management Professional with Nestle Italy, and a life coach who inspire others to live an abundant life by aligning the core inner belief systems. She is an MBA graduate in strategic management and carry project, portfolio management experience at companies including Unilever, ABB, Target. She is a co-founder of Coachmeright LLP, a platform for life coaching that help in inner transformation through NLP techniques, Spiritual shadow healing and intuitive works. The commitment to her service embarks that “the choices are within and there is nothing to hold you back, if you thrive for a better life”. She is also a student of Metaphysical Science pursuing doctoral degree, an NLP Practitioner and gained practical knowledge on different healing modalities and an enthusiastic of applying spirituality into her daily practice.

In the beginning, what motivated you to become a business Leader?

As I have invested in my own development and healing in many modalities, books etc, I found that many of the people are apprehensive about investing in a better life but rather they prefer to be there on living the same painful experiences. It was the lack of right knowledge not available to them to guide through the appropriate change they can choose. So, I want to simplify the modalities available and make it easy for one to practice on a day-to-day life. The purpose was to serve people and guide them to help to the real persona they are using pragmatic, simple tools and practices.

Tell us how you got started in this business world, and how your journey so far with Coachmeright LLP?

I believe that we learn from people when we engage them, in the process of Coaching. More than that, it was a call to contribute to peoples life, so that they can step up to their best version of them.

I have been through the tutorials of life, the ups and downs and discovered through Neuro Linguistic Programming course, other healing modalities myself. I could get present with my life, my choices and the outcomes. I wanted to share what I learnt with people to bring in a difference.

Not everyone contemplates or push themselves to understand why things happen to them. They ask, "why did this happen to me?", only when the events don't match their expectations. Otherwise, they do not seem to be bothered.

I firmly believe that, totally we are responsible for what happens to us in life, because we choose them. Can you contemplate, how much different things will be, if we make an informed choice of what we want in our life. This is where I step in as a coach.

What is your opinion regarding the impact of the COVID-19 pandemic on the global industry?

Covid has contributed immensely to the society, in that, Man — who is a creature of habit, has woken up to a reality, which he never thought of. He had been living a mundane, mechanical existence, always chasing material pleasures and money, and neglecting his / her personal well being, health and family.

For global industries, the well being and putting health on top of everything was one of the major factors it brought in to look at. The COVID had taught how fast respond to the uncertainties, coming together as one team to help set up the business to run as efficient as possible not impacting the business much. We learnt to respond to quickly to any averse situations.

This pandemic, has given the flexibility to adapt work situations and taught us the togetherness.

Coachmeright LLP worked with some clients. Can you provide us with one or two case studies describing the challenges that your clients were facing and how your solutions help them overcome those challenges?

We have spent quality time with our clients, during this period and created a difference in their perception of life.

Please remember, Coaching involves asking questions. Asking questions, most of the time, puts you in a corner. Generally, we refuse to look at what is happening in our life. Also asking questions, gives the client the awareness of what is happening in their space, their own contribution to the event and the possible solution. But coaching and healing can be helpful if one is willing to change and choose it.

To share the experience of one of our clients, who was going through the trauma of a breakup. The core of the issue was the belief system she carried as has been abused mentally but not able to move through the relationship. She had to heal through the past issues of abuse from childhood to stand up for the decision she needed to choose. The core of this was done using some of the spiritual inner shadow healing work and NLP techniques.

Another case was a client who was able to make a choice of dealing with the pain as she had gone through enough traumas in her life. For her, It was to raise her vibration through healing many blocks within her to reach a position to have the awareness that choice is powerful and she magically uses the choice to make her life better.

Another case in progress is interesting about the client who is dealing with multiple sclerosis. This is an interesting case of how one is disconnected with the body's awareness. And mind how it takes control of taking decisions to control. Mostly here using the spiritual tools to look through the past life karma's and actions may be causing the client to choose this disease in this lifetime. Whatever healing is, one is powerful in their choices if they are willing to recover or choose suffering.

What is your future plan for your company and what more are you planning to offer your clients in the coming future?

At this point of time, we are focussing on mental wellbeing and empowerment of our clients. This will be a platform to service and guide people on their transformation to make radical shift in their life by healing themselves. Our practices are based on the energy healing principles, combined with spiritual tools and NLP techniques.

What according to you is the advancement in this industry in terms of technology? Do you think your adoption of such advanced technologies has brought you to this elite position?

For a coaching industry, the most advantageous is the cost efficiency in the technology we can use for communication, streaming, live meetings enabling the face-to-face experience. The many apps that are in convenience with scheduling, for notes preparation, reminders, task scheduling, quick designing tools for promotions are quite handy and convenient. It reduces the additional labour investment and can manage at own convenience of ones'. AI are quite coming into picture but its based on the level of expansion you may require.

What advice would you have for aspiring Indian entrepreneur in general? According to you what challenges will there be for an Indian entrepreneur to expand business globally?

Starting a business is no sweat, if you are having clarity on the services you provide. I think many struggle with this idea of the unique services they would like to provide that can serve at a global purpose. From a technology perspective it is quite supportable to expand the services. Few things need to focus irrespective of any business and based on the business is

- Are the business serving its purpose of solving the problems from a customer perspective considering the differences, languages, and other legal compliance matters.
- Are the services or products, serves better over a local competition.
- Are the idea or business's benefits clear to attract investors, if require?
- Are you fulfilling the need of the day and how differently you position it?
- How to leverage social media's to exploit the for strong marketing strategies.
- Mutual beneficial networking what can you explore for your advantage.
- Have you considered the resources that can support and have an absolute clarity on that?
- Another interesting factor is, are you ready to move through mindsets if you jump over a hurdle? Most entrepreneurs focus for tomorrow, but the key is to focus on today.



A change in any aspect of life is possible through shifting the mindset, if one chooses to do that. The fundamental aspect of change is one able to understand the truth about life, love and the separation consciousness we have about in our mind, body and soul. The truth is about unlocking the inner doors of the consciousness to be aware what actions are required in the present.

Most of the time, we allow ourselves to exist with the judgement of others and in the belief system we have. The mind is the powerful one to carry all those. It is super resistance to any change. So, what is to remember is the more resistance you get is more on the right track. More pain is the lessons to unfold and showing the patterns require to address. When one chooses to surrender and start to replace those by right thought, actions and willing to choose the right path its manifests the possibilities of transform and transcend.



HOUSE OF GOLDSMITH



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foreword by TAAPSEE PANNU



YUKTA HAAR

the
BELLY AND
BRAIN DIET

MUNMUN
GANERIWAL

A 10-WEEK
PROGRAMME TO
*lose WEIGHT, reset
YOUR METABOLISM,
AND restore YOUR
HEALTH*

