



The Ladder of
Success

May your each day of
the new year be filled with
peace, prosperity & happiness



Maulik Bhuptani



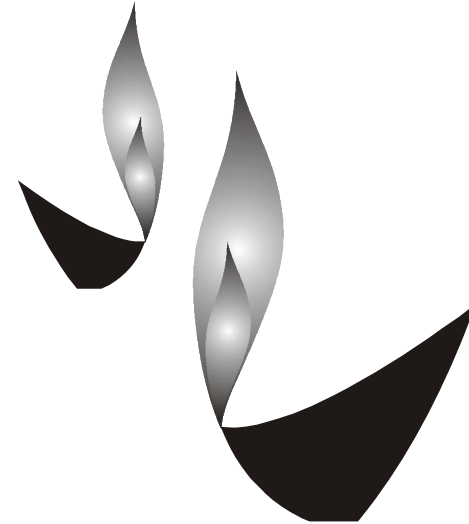
MACRO WORLD SOFTWARES

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The Ladder of Success

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Self Development
Family Care
Laughter Time
Business Management
Health Care

Compiled by :



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**PREFACE**  
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An eight-year-old boy approached an old man in front of a wishing well, looked up into his eyes, and asked:

"I understand you're a very wise man. I'd like to know the secret of successful life."

The old man looked down at the youngster and replied:

"I've thought a lot in my lifetime, and the secret can be summed up in four words.

The first is to "think". Think about the values you wish to live your life by. Try to balance all areas of life in your thoughts to plan successful life.

The second is to "believe". Believe in yourself based on the thinking you've done about the values you're going to live your life by.

The third is to "dream". Dream about the things that can be, based on your belief in yourself and the values you're going to live by.

The last is to "dare". Dare to make your dreams become reality, based on your belief in yourself and your values. "

And with that, Walter E. Disney said to the little boy, "Think, Believe, Dream, and Dare".

We, at Macro World Softwares, have always been celebrating New Year by sharing our joy, warmth and varied experiences with all those who have directly or indirectly contributed to our journey to success. Earlier we used to send the book of other publishers as greetings. However, from last few years we have started send the complied books like 'Rays of Light', 'The Beautiful Life' and 'Happiness'.

I extend my gratitude to my family members for their greatest support.

We wish you all prosperous New Year!



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SELF DEVELOPMENT



"Vipassana is a practical technique which enables one to lead a more positive, balanced and happy life".

"This path of self-development through self-awareness is remarkable in its simplicity, its lack of dogma and above all its results".

"The basis of any healthy, harmonious society is always the healthy and harmonious individuals who populate it. Only if each individual has a pure, peaceful mind can we expect peace in society".

THE SECRET OF RESTLESS MIND

A disciple and his teacher were walking through the forest. The disciple was disturbed by the fact that his mind was in constant unrest.

He asked his teacher, "Why most people's minds are restless, and only a few possess a calm mind? What can one do to still the mind?"

The teacher looked at the disciple, smiled and said, "I will tell you a story. An elephant was standing and picking leaves from a tree. A small fly came, flying and buzzing near his ear. The elephant waved it away with his long ears. Then the fly came again, and the elephant waved it away once more."

This was repeated several times. Then the elephant asked the fly, "Why are you so restless and noisy? Why can't you stay for a while in one place?" The fly answered: "I am attracted to whatever I see, hear or smell. My five senses pull me constantly in all directions and I cannot resist them."

What is your secret? How can you stay so calm and still?"

The elephant stopped eating and said, "My five senses do not rule my attention. Whatever I do, I get immersed in it. Now that I am eating, I am completely immersed in eating. In this way I can enjoy my food and chew it better. I rule and control my attention, and not the other way around."

Upon hearing these words, the disciple's eyes opened wide and a smile appeared on his face. He looked at his teacher

and said, "I understand! If my five senses are in control of my mind and attention, then my mind is in constant unrest. If I am in charge of my five senses and attention, then my mind becomes calm." "Yes, that's right", answered the teacher, "The mind is restless and goes wherever the attention is. Control your attention, and you control your mind."



"A man is but the product of his thoughts what he thinks, he becomes."

Mahatma Gandhi

GOOD CORN

There was a farmer who grew award winning corn. Each year he entered his corn in the state fair where it won the first prize. One year newspaper reporter interviewed him and learned something interesting about how he grew it.

The reporter discovered that the farmer shared his seed corn with his neighbors. "How can you afford to share your best seed corn with your neighbors when they are entering corn in competition with yours each year?" the reporter asked.

"Why sir." Said the farmer, "Didn't you know? The wind picks up pollen from the ripening corn and swirls it from field to field. If my neighbors grow inferior corn, cross-pollination will steadily degrade the quality of my corn. If I am to grow good corn, I must help my neighbors grow good corn."

So it is in other dimensions. Those who choose to be at victory must help their neighbors to be at victory. Those who choose to live well must help others live well, for the value of a life is measured by the lives it touches. And those who choose to be happy must help others to find happiness, because the welfare of each is bound up with the welfare of all.



"The miracle is this, the more we share the more we have."

- **Leonard Nimoy**

LIFE IS A DO-IT-YOURSELF PROJECT

An elderly carpenter was ready to retire. He told his employer-contractor of his plans to leave the house building business and live a more leisurely life with his wife and his extended family. He would miss the earnings, but he need to retire. They could get by.

The contractor was sorry to see his good worker go and asked if he could build just on more house as a personal favour. The carpenter said yes, but in time, it was easy to see that his heart was not in his work. He resorted to shoddy workmanship and used inferior materials. It was an unfortunate way to end his career.

When the carpenter finished his work and the builder cam to inspect the house, the contractor handed the front-door key to the carpenter. "This is your house. "he said, "My gift to you."

What a shock! What a shame! If he had only known he was building his own house, he would have done it all so differently. Now he had to live in the home he had build none too well.

So it is with us. We build our lives in distracted way, reacting rather than acting, willing to put up less than the best. At important points we do not give the job our best effort. Then with a shock we look at the situation we have created and find that we are now living in the house we have build.

If we had realized, we would have done it differently. Think of yourself as the carpenter. Think about your house. Each day you hammer a nail, place a board, or erect a wall. Build wisely. It is the only life you will ever build. Even if you live it for only one day more, that day deserves to be lived graciously and with dignity.

The plaque of the wall says, "Life is a do-it-yourself project." Who could say it more clearly? Your life today is the result of your attitudes and choices in the past. Your life tomorrow will be the result of your attitudes and the choices you make today.

"If a job is worth doing, it is worth doing well."



LEARN FROM MISTAKES

Thomas Edison tried two thousand different materials in search of a filament for the light bulb. When none worked satisfactorily, his assistant complained, "All our work is in vain. We have learned nothing."

Edison replied very confidently, "Oh, we have come a long way and we have learned a lot. We know that there are two thousand elements which we cannot use to make a good light bulb."



YOU ARE RICH

A dervish was walking along a crowded road, when his eyes fell on a child begging by the wayside.

To each and every passer-by, the child cried out, "Give me something in the name of Allah! Give me some bread! Give me a little money! Alas, my parents are blind! Help me feed them, in the Name of God!"

The dervish said to the child, "Why do you need to beg, my boy? You are rich!" The beggar boy was taken aback. "Alas sir, I am poor! My parents are blind, and we live on the alms I get."

The saint smiled, He said to the boy, "I shall give you ten thousand rupees - five thousand for each of your hands. Will you cut them and give them to me?"

"How can I do that?" the boy cried in horror.

"What about your feet then? I'll give you five thousand for each"

The boy shook his head, speechless with shock.

"All right then, give me your eyes. I'll give you ten thousand rupees for each."

"How cruel you are!" the boy burst out. "Will you have me disfigured, deformed and maimed for the rest of my life?"

"My dear boy," the saint replied, "God has given you such precious healthy limbs, and you are not making use of them!"

You are begging, when you can work hard and earn your daily bread and live with self-respect. You are wasting the wealth that God has blessed you with!" The boy was so touched with the words of the dervish that he fell at his feet. He threw away the money he had begged and vowed to turn over a new leaf!



All the people born with the same body, but, the attitude make them unique.

PIANO

This is the story of Robby. He was a young boy who lived with his elderly Mother. His mother wanted him to learn how to play the piano because she longed to hear her son play for her. She sent her son to a piano teacher who took Robby in under her guidance.

However, there was one small problem because Robby was not musically inclined and therefore was very slow in learning. The teacher did not have much faith in the boy because of his weakness. The mother was very enthusiastic and every week she would send Robby to the teacher.

One day Robby stopped attending the piano lessons. The teacher thought that he had given up and in fact she was quite pleased since she did not give much hope to Robby. Not long after, the piano teacher was given the task to organize a piano concert in town. She sent out circulars to invite the students and public to attend the event.

Suddenly, she received a call from Robby who offered to take part in the concert. The teacher told Robby that He was not good enough and that he was no longer a student since he had stopped coming for lessons. Robby begged her to give him a chance and promised that he would not let her down. Finally, she gave in and she put him to play last, hoping that he will change his mind at the last minute. When the big day came, the hall was packed and the children gave their best performance. Finally, it was Robby's Turn to play and as his name was announced, he walked in. He was not in proper

attire and his hair was not properly groomed. The teacher was really nervous since Robby's performance could spoil the whole evening's brilliant performance. As Robby started playing the crowd became silent and was amazed at the skill of this little boy. In fact, he gave the best performance of the evening. At the end of his presentation the crowd and the piano teacher gave him a standing ovation. The crowd asked Robby how he managed to play so brilliantly.

With a microphone in front of him, he said, "I was not able to attend the weekly piano lessons as there was no one to send me because my mother was sick with cancer. She just passed away this morning and I wanted her to hear me play. You see, this is the first time she is able to hear me play because when she was alive she was deaf and now I know she is listening to me. I have to play my best for her!"



THE DOOR WITHOUT A HANDLE

There is a beautiful picture by the famous artist, Holman Hunt. In the picture, Christ is seen standing in a garden holding a lantern in one hand and with the other, knocking on a door.

A friend of the artist said to him, "Holman, you have made a mistake. The door you have painted does not have a handle."

"It is not a mistake," answered the artist. "For that is the door of the human heart and it can only be opened from the inside?"

DO IT WHEN IT IS RUNNING

Real story happened with famous Heart Surgeon Lt. Dr. Nitu Mandke. He had done many heart operations. A mechanic was removing the cylinder heads from the motor of a car when he spotted the famous heart surgeon in his shop, who was standing off to the side, waiting for the service manager to come to take a look at his car.

The mechanic shouted across the garage, "Hello Doctor! Please come over here for a minute." The famous surgeon, a bit surprised, walked over to the mechanic. The mechanic straightened up, wiped his hands on a rag and asked argumentatively, "So doctor, look at this. I also open hearts, take valves out, grind 'em, put in new parts, and when I finish this will work as a new one. So how come you get the big money, when you and me is doing basically the same work?"

The doctor leaned over and whispered to the mechanic...

"TRY TO DO IT WHEN THE ENGINE IS RUNNING".



Excellence is not a skill. It is an attitude.

TRAGEDY OR BLESSING?

Years ago in Scotland, the Clark family had a dream. Clark and his wife worked and saved, making plans for their nine children and themselves to travel to the United States. It had taken years, but they had finally saved enough money and gotten passports and reservations for the whole family on a new liner to the United States.

The entire family was filled with anticipation and excitement about their new life. However, seven days before their departure, the youngest son was bitten by a dog. The doctor sewed up the boy but hung a yellow sheet on the Clarks' front door. Because of the possibility of rabies, they were quarantined for fourteen days.

The family's dreams were dashed. They would not be able to make the trip to United States as they had planned. The father, filled with disappointment and anger, stomped to the dock to watch the ship leave without the Clark family. The father shed tears of disappointment and cursed both his son and God for their misfortune.

Five days later, the tragic news spread throughout Scotland – the mighty Titanic had sunk. The unsinkable ship had sunk, taking hundreds of lives with it. The Clark heard the news; he hugged his son and thanked him for saving the family. He thanked God for saving their lives and turning what he had felt was tragedy in to a blessing.



JOURNEY FROM FAILURE TO SUCCESS

In 1832, he was a 22-year old business failure. That same year he ran for the legislature and was defeated.

- In 1833, he was a business failure once again.
- In 1836, he was said to have suffered a nervous breakdown.
- In 1838, he lost in an effort to become Speaker of the House in the State Legislature.
- Five years later, he ran for Congress-again it was in vain.
- In 1846, he ran for Congress and won - only to lose his re-election bid in 1848.
- He ran for the Senate in 1854, and lost.
- He ran for the Vice-presidential nomination in 1856, and lost that too.
- In 1860, he became the 16th President of the United States.

That's right. Honest Abe Lincoln. This is Self confidence, reminding you to never give up. All of our challenges and apparent failures are just growth opportunities for you to grow, fix yourself and be ready for bigger and better things.



THE TEACHER

There is a story many years ago of an elementary teacher. Her name was Mrs. Thompson. And as she stood in front of her 5th grade class on the very first day of school, she told the children a lie. Like most teachers, she looked at her students and said that she loved them all the same. But that was impossible, because there in the front row, slumped in his seat, was a little boy named Teddy Stoddard. Mrs. Thompson had watched Teddy the year before and noticed that he didn't play well with the other children, that his clothes were messy and that he constantly needed a bath. And Teddy could be unpleasant. It got to the point where Mrs. Thompson would actually take delight in marking his papers with a broad red pen, making bold X's and then putting a big "F" at the top of his papers.

At the school where Mrs. Thompson taught, she was required to review each child's past records and she put Teddy's off until last. However, when she reviewed his file, she was in for a surprise. Teddy's first grade teacher wrote, "Teddy is a bright child with a ready laugh. He does his work neatly and has good manners...he is a joy to be around."

His second grade teacher wrote, "Teddy is an excellent student, well liked by his classmates, but he is troubled because his mother has a terminal illness and life at home must be a struggle."

His third grade teacher wrote, "His mother's death has been hard on him. He tries to do his best but his father doesn't

show much interest and his home life will soon affect him if some steps aren't taken."

Teddy's fourth grade teacher wrote, "Teddy is withdrawn and doesn't show much interest in school. He doesn't have many friends and sometimes sleeps in class."

By now, Mrs. Thompson realized the problem and she was ashamed of herself. She felt even worse when her students brought her Christmas presents, wrapped in beautiful ribbons and bright paper, except for Teddy's. His present was clumsily wrapped in the heavy, brown paper that he got from a grocery bag. Mrs. Thompson took pains to open it in the middle of the other presents. Some of the children started to laugh when she found a rhinestone bracelet with some of the stones missing, and a bottle that was one quarter full of perfume. But she stifled the children's laughter when she exclaimed how pretty the bracelet was, putting it on, and dabbing some of the perfume on her wrist.

Teddy Stoddard stayed after school that day just long enough to say, "Mrs. Thompson, today you smelled just like my Mom used to."

After the children left she cried for at least an hour. On that very day, she quit teaching reading, and writing, and arithmetic. Instead, she began to teach children. Mrs. Thompson paid particular attention to Teddy. As she worked with him, his mind seemed to come alive. The more she encouraged him, the faster he responded. By the end of the year, Teddy had become one of the smartest children in the class and, despite her lie that she would love all the children the same, Teddy became one her "teacher's pets."

A year later, she found a note under her door, from Teddy, telling her that she was still the best teacher he ever had in his whole life.

Six years went by before she got another note from Teddy. He then wrote that he had finished high school, third in his class, and she was still the best teacher he ever had in his whole life.

Four years after that, she got another letter, saying that while things had been tough at times, he'd stayed in school, had stuck with it, and would soon graduate from college with the highest of honors. He assured Mrs. Thompson that she was still the best and favorite teacher he ever had in his whole life.

Then four more years passed and yet another letter came. This time he explained that after he got his bachelor's degree, he decided to go a little further. The letter explained that she was still the best and favorite teacher he ever had. But now his name was a little longer -- the letter was signed, Theodore F. Stoddard, MD

The story doesn't end there. You see, there was yet another letter that spring. Teddy said he'd met this girl and was going to be married. He explained that his father had died a couple of years ago and he was wondering if Mrs. Thompson might agree to sit in the place at the wedding that was usually reserved for the mother of the groom.

Of course, Mrs. Thompson did. And guess what? She wore that bracelet, the one with several rhinestones missing. And she made sure she was wearing the perfume that Teddy

remembered his mother wearing on their last Christmas together. They hugged each other, and Dr. Stoddard whispered in Mrs. Thompson's ear, "Thank you Mrs. Thompson for believing in me. Thank you so much for making me feel important and showing me that I could make a difference."

Mrs. Thompson, with tears in her eyes, whispered back. She said, "Teddy, you have it all wrong. You were the one who taught me that I could make a difference. I didn't know how to teach until I met you."



BILL GATES' TEN RULES OF LIFE

To be a Well-known and rich people, just do it like this rules.

1. Life is not fair, get used to it.
2. The world won't care about your self-esteem. The world will expect you to accomplish something before you feel good about yourself.
3. You will not make 40 thousand dollars a year right out of high school. You won't be a vice president with a car phone, until you earn both.
4. If you think your teacher is tough, wait till you get a boss. He doesn't have tenure.
5. Flipping burgers is not beneath your dignity. Your grandparents had a different word for burger flipping; they called it opportunity.
6. If you mess up, it's not your parents' fault, so don't whine about our mistakes, learn from them.
7. Before you were born, your parents weren't as boring as they are now. They got that way from paying your bills, cleaning your clothes and listening to you talk about how cool you are. So before you save the rain forest from the parasites of your parents' generation, try "delousing" the closet in your own room.
8. Your school may have done away with winners and losers, but life has not. In some schools they have abolished failing grades; they'll give you as many times as you want

to get the right answer. This doesn't bear the slightest resemblance to anything in real life.

9. Life is not divided into semesters. You don't get summers off and very few employers are interested in helping you find yourself. Do that on your own time.
10. Television is NOT real life. In real life people actually have to leave the coffee shop and go to jobs.



Always bear in mind that your own resolution to succeed is more important than any other.

Abraham Lincoln

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**FAMILY CARE**  
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“A family is a place where minds come in contact with one another. If these minds love one another the home will be as beautiful as a flower garden. But if these minds get out of harmony with one another it is like a storm that plays havoc with the garden.”

MARRIAGE PASSBOOK

Monica married Hitesh this day. At the end of the wedding party, Monica's mother gave her a newly opened bank saving passbook. With Rs.1000 deposit amount.

Mother: 'Monica, take this passbook. Keep it as a record of your marriage life. When there's something happy and memorable happened in your new life, put some money in. Write down what it's about next to the line. The more memorable the event is, the more money you can put in. I've done the first one for you today. Do the others with Hitesh. When you look back after years, you can know how much happiness you've had.' Monica shared this with Hitesh when getting home. They both thought it was a great idea and were anxious to know when the second deposit can be made.

This was what they did after certain time:

- 7 Feb : Rs.100, first birthday celebration for Hitesh after marriage
- 1 Mar : Rs.300, salary raise for Monica
- 20 Mar : Rs.200, vacation trip to Bali
- 15 Apr : Rs.2000, Monica got pregnant
- 1 Jun : Rs.1000, Hitesh got promoted and so on...

However, after years, they started fighting and arguing for trivial things. They didn't talk much. They regretted that they had married the nastiest people in the world.... no more love...Kind of typical nowadays, huh?

One day Monica talked to her Mother: 'Mom, we can't stand it anymore. We agree to divorce. I can't imagine how I decided to marry this guy!!!'

Mother: 'Sure, girl, that's no big deal. Just do whatever you want if you really can't stand it. But before that, do one thing first. Remember the saving passbook I gave you on your wedding day? Take out all money and spend it first. You shouldn't keep any record of such a poor marriage.'

Monica thought it was true. So she went to the bank, waiting at the queue and planning to cancel the account. While she was waiting, she took a look at the passbook record. She looked, and looked, and looked. Then the memory of all the previous joy and happiness just came up her mind. Her eyes were then filled with tears. She left and went home.

When she was home, she handed the passbook to Hitesh, asked him to spend the money before getting divorce.

The next day, Hitesh gave the passbook back to Monica. She found a new deposit of Rs.5000. And a line next to the record: 'This is the day I notice how much I've loved you thru out all these years. How much happiness you've brought me.' They hugged and cried, putting the passbook back to the safe.

Do you know how much money they had saved when they retired? I did not ask. I believe the money did not matter anymore after they had gone thru all the good years in their life. "When you fall, in any way, don't see the place where you fell, instead see the place from where you slipped.

Life is about correcting mistakes."


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**PAID IN FULL**  
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An young man was used to write daily diary. He was calculating cost of each family member. He was shoked at expenses of his widow mother's jatra (travelling) and dana (donation). But, he could not talk to her on this issue. In the morning of second day, he shows expense paper to his wife. She became angry on that poor old lady. Their 12 year old son was observing the situation. He asked his mother to show the paper. She shows that paper to the child too.

He read it, and this is what it said:

Second Class Railway tickets : Rs. 1,500 (20 days trip)

Food : Rs. 1,200

Donation: Rs. 2,700

Shopping for the family: Rs. 2,000

Total : Rs. 7,400

The child was shocked after reading the paper. He took that paper and show to his grandmother. Well, the grandmother looked at him standing there, and the boy could see the memories flashing through her mind. She picked up the pen, turned over the paper he'd written on, and this is what she wrote:

For the nine months I carried you while you were growing inside me:

No Charge

For all the nights that I've sat up with you, doctored and prayed for you:

No Charge

For all the trying times, and all the tears that you've caused through the years:

No Charge

For all the nights that were filled with dread and for the worries I knew were ahead:

No Charge

For the toys, food, clothes, and even wiping your nose:

No Charge

Son, when you add it up, the cost of my love is:

No Charge.

When the boy finished reading what his grandmother had written, there were big tears in his eyes, and he went straight at his father and gave that reply.

When the man finished reading what his mother had written, there were big tears in his eyes, the man said, "Mom, I sure do love you." And then he took the pen and in great big letters he wrote: "**PAID IN FULL**".



CHILD'S COMMANDMENTS TO PARENTS

1. My hands are small. Please don't expect perfection.
2. My eyes have not seen the world as yours have. Please let me explore safely. Don't restrict me unnecessarily.
3. Housework will always be there. I'm only little for such a short time. Please take time to explain things to me about this wonderful world, and do so willingly.
4. My feelings are tender. Please be sensitive to my needs. Don't nag me all day long.
5. I am a special gift from God. Please treasure me, holding me accountable for my actions, giving me guidelines to live by and disciplining me in a loving manner.
6. I need your encouragement and your praise to grow. Please go easy on the criticism.
7. Please give me the freedom to make decisions concerning myself. Permit me to fail so that I can learn from my mistakes.
8. Please don't do things over for me. Somehow that makes me feel that my efforts didn't quite measure up to your expectations. I know it's hard, but please don't try to compare me with my brother or my sister.

TRUE CHILD CARE

This is a story about a famous research scientist who had made several very important medical breakthroughs. He was being interviewed by a newspaper reporter who asked him why he thought he was able to be so much more creative than the average person. What set him so far apart from others?

He responded that, in his opinion, it all came from an experience with his mother that occurred when he was about five years old. He had been trying to remove a bottle of milk from the refrigerator when he lost his grip on the slippery bottle and it fell, spilling its contents all over the kitchen floor—a veritable sea of milk! When his mother came into the kitchen, instead of yelling at him, giving him a lecture, or punishing him, she said, "Robert, what a great and wonderful mess you have made! I have rarely seen such a huge puddle of milk. Well, the damage has already been done. Would you like to get down and play in the milk for a few minutes before we clean it up?"

Indeed, he did. After a few minutes, his mother said, "You know, Robert, whenever you make a mess like this, eventually you have to clean it up and restore everything to its proper order. So, how would you like to do that? We could use a sponge, a towel, or a mop. Which do you prefer?" He chose the sponge and together they cleaned up the spilled milk.

His mother then said, "You know, what we have here is a failed experiment in how to effectively carry a big milk bottle with two tiny hands. Let's go out in the back yard and fill

the bottle with water and see if you can discover a way to carry it without dropping it." The little boy learned that if he grasped the bottle at the top near the lip with both hands, he could carry it without dropping it. What a wonderful lesson!

This renowned scientist then remarked that it was at that moment that he knew he didn't need to be afraid to make mistakes. Instead, he learned that mistakes were just opportunities for learning something new, which is, after all, what scientific experiments are all about. Even if the experiment "doesn't work," we usually learn something valuable from it.



"The mistake is not important unless you learn out of it."

A GOOD FATHER'S METHOD TO MEND HIS CHILDREN'S WAYS

Two teenagers asked their father if they could go to the theater to watch a movie that all their friends had seen. After reading some reviews about the movie on the internet, he denied their request. "Ah dad, why not?" they complained. "It's rated PG-13, and we're both older than thirteen!"

Dad replied: "Because that movie contains immorality as being normal and acceptable behavior." "But dad, those are just very small parts of the movie! That's what our friends who've seen it have told us. The movie is two hours long and those scenes are just a few minutes of the total film! It's based on a true story and good triumphs over evil, and there are other redeeming themes like courage and self-sacrifice. Even the movie review websites say that!" "My answer is 'no,' and that is my final answer. You are welcome to stay home tonight, invite some of your friends over, and watch one of the good videos we have in our home collection. But you will not go and watch that film. End of discussion."

The two teenagers walked dejectedly into the family room and slumped down on the couch. As they sulked, they were surprised to hear the sounds of their father preparing something in the kitchen. They soon recognised the wonderful aroma of brownies baking in the oven, and one of the teenagers said to the other, "Dad must be feeling guilty, and now he's going to try to make it up to us with some fresh brownies."

Maybe we can soften him with lots of praise when he brings them out to us and persuade him to let us go to that movie after all."

The teens were not disappointed. Soon their father appeared with a plate of warm brownies, which he offered to his kids. They each took one. Then their father said, "Before you eat, I want to tell you something: "I love you both so much." The teenagers smiled at each other with knowing glances. Dad was softening. "That is why I've made these brownies with the very best ingredients. I've made them from scratch. Most of the ingredients are even organic; the best organic flour, the best free-range eggs, the best organic sugar, premium vanilla and chocolate." The brownies looked mouth-watering, and the teens began to become a little impatient with their dad's long speech.

"But I want to be perfectly honest with you. There is one ingredient I added that is not usually found in brownies. I got that ingredient from our own back yard. But you needn't worry, because I only added the tiniest bit of that ingredient to your brownies. The amount of the portion is practically insignificant. So go ahead, take a bite and let me know what you think.

"Dad, would you mind telling us what that mystery ingredient is before we eat?"

"Why? The portion I added was so small. Just a teaspoonful. You won't even taste it."

"Come on, dad; just tell us what that ingredient is."

"Don't worry! It is organic, just like the other ingredients."

"Dad!!!"

"Well, OK, if you insist. That secret ingredient is organic...dog poop."

Both teens instantly dropped their brownies back on the plate and began inspecting their fingers with horror.

"DAD! Why did you do that? You've tortured us by making us smell those brownies cooking for the last half hour, and now you tell us that you added dog poop! We can't eat these brownies!"

"Why not? The amount of dog poop is very small compared to the rest of the ingredients. It won't hurt you. It's been cooked right along with the other ingredients. You won't even taste it. It has the same consistency as the brownies. Go ahead and eat!"

"No, Dad...NEVER!"

"And that is the same reason I won't allow you to go watch that movie. You won't tolerate a little dog poop in your brownies, so why should you tolerate a little immorality in your movies? We pray that God will not lead us unto temptation, so how can we in good conscience entertain ourselves with something that will imprint a sinful image in our minds that will lead us into temptation long after we first see it?"

Children agreed with any question!



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**SMILE PLEASE**  
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“Smile is to express amusement, pleasure, moderate joy, or love and kindness, by the features of the face; to laugh silently.”

The Race

Once upon a time there was an rowing team named a Team A and team B agreed to do an annual boat rowing race. Each team should contain 8 men.

Both teams worked really hard to get in the best shape. The day the race started both teams were in similar condition.the team B won by 1 mile.

The mood in the team A was really close to the freeze point. The top management decided to win the race next year. So they established a team of analysts to observe the situation and recommend an appropriate solution.

After several detailed analysis the team found out that team B had 7 rowers and only one captain.

Of course the team A had 7 captains but only one rower.

Facing such critical scenario the management showed an unexpected wisdom: they hired the consulting company to restructure the team A.

After several months the consultants came up with the conclusion that there were too many captains and too few rowers in the team A. A solution was proposed based on this analysis: the structure of the team A has to be changed!

One visionary for long run success, two directors for immediate decisions, four supervisors to check quality output and one rower to sail to boat.

Next year the team B won by 2 miles.



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**IF 1 RUPEE = 45 DOLLARS !**  
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Scene 1

Venue : Microsoft Corporation, New York , US
Some Software engineers are seeing some photographs.

Software Engineer 1 : What's that?
Software Engineer 2 : Bob's photographs from India .
Software Engineer 1 : Wow. Let me see. Which is this place?
Software Engineer 3 : (Sees the photo) This is Himayatnagar,
Hyderabad
Software Engineer 1 : Fundoo yaar! And what is this? He
got Bajaj Pulsar also.
Software Engineer 2 : Let me see (sees). This guy enjoys life
maan...
Software Engineer 3 : You know how much an Bajaj Pulsar
costs?
Nearly 60K..... Say it in dollars...
(60000*45 = 27,00,000 dollars)
Software Engineer 2 : Oops. We can't dream of such a thing
here.
Software Engineer 1 : Let's go to India & try for a job.
[Everybody excited.]

SCENE 2

Venue: Sun Microsystems, SanFrancisco , California, US
Software Engineer 1 : I'm with you man. My Visa is expected
anytime. Soon I will fly to India
Software Engineer 2 : Ohhh.... When is the party?

Software Engineer 1 : When I get it on hand.
Software Engineer 2 : Where will you be working?
Software Engineer 1 : I'll be working in Amberpet
Software Engineer 2 : Oh! Amberpet. Great yaar. where it
is...
Software Engineer 1 : It is in Hyd.
Software Engineer 3 : Fundoo place yaar. Nice climate Not
like California.
You'll love the weather yaar. One of
my friends is in Bhongir...
He says it's the ultimate place to live
in. Cool maan.
Software Engineer 2 : Who is the client yaar?
Software Engineer 1 : You know Municipal Corporation of
Hyderabad ?
Software Engineer 3 : Yeah. MCH. One of my friends is
there in the Road Cleaning Division.
Most challenging job yaar. People are
working in the cutting edge of
technology there.
Software Engineer 1 : I'll be writing software for the accounts
department of the GCU.
Software Engineer 2 : GCU? what it means...?
Software Engineer 1 : that is Garbage Collecting Unit.
Software Engineer 3 : Great yaar. That's what I like about
that country. You can get a job which
requires all your skill. Not like here.
See I'm writing software for the space
shuttle remote control.I hate this.
Software Engineer 1 : Don't worry guys. I'll give you my
Hotmail id. You can send your resume

to me and I'll forward it to the HRD.
[Everybody takes down his Hotmail
id.]

SCENE 3

Venue: IBM, New York, US

(Conversation between a Male Software Engineer. and Female
Software Engineer.)

Male : Hi!

Female : Hi. You know. I'm planning to settle in India soon.

Male : What??

Female : Yeah. My marriage will be here in America only. He
is doing his Ph.D in J.N.T.U and he's coming here
for a month. His study will be over in 2 months.
He's already got a job in MSCB. We planned to settle
in Hyd itself... I'm also planning to work there. Let's
see...

Male : Good luck... don't forget us & US...

SCENE 4

Venue: Intel Corp. US

Software Engineer 1 : Great news guys. Our George has got
admission in the IGNOU with
scholarship for B.A History. A great
new field yaar...

All are excited...

George : Got my Visa yesterday. It's all finalized
now.

Software Engineer 2 : Congrats yaar. So you are out of this
country.

Software Engineer 1 : B.A in History...ohh. ..man, enjoy

your life there!!
Software Engineer 2 : Got full aid, eh?
George : Yeah. Got the UGC scholarship That
will be 1200 Rupees / year.
Software Engineer 1 : Great. Enjoy.
Software Engineer 2 : (Thinking loud): 1200 Indian Rupees...!
that means $1200 * 45 = 54000$
Dollars... with that amount I can buy
an three bed-room flat & a Mercedes
here...!!!



“Imagination is mother of success.”


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## **COW ECONOMICS**

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What will you do if you had two cows?

Keep them, sell them or outsource them?

Here's a look at what Different people would do with two cows

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Traditional economics

You have two cows.

You sell one & buy a bull.

Your herd multiplies.

You retire on the income.

FRENCH ECONOMICS

You have two cows.

You go on strike because you want three cows.

BRITISH ECONOMICS

You have two cows.

They are both mad cows.

GERMAN ECONOMICS

You have two cows.

You re-engineer them so that they live for 100 years, eat once a month & milk themselves.

SWISS ECONOMICS

You have 5,000 cows, none of which belong to you.

You charge others for storing them.

JAPANESE ECONOMICS

You have two cows.

You redesign them to 1/10th the size of a normal cow & make 20-times the milk.

You then create cartoon cows called Cowkimon & market them.

CHINESE ECONOMICS

You have two cows.

You have 300 people milking them.

You claim full employment, high bovine productivity & arrest anyone reporting the actual numbers.

INDIAN ECONOMICS

You have two cows.

You worship them.



“Action is the foundational key to all success.”
-Pablo Picasso



THE DEFINITION OF A PROFESSIONAL

“First and foremost a professional is a person who can self-certify completion of a task and can work unsupervised. If somebody else is required to certify that this task needs a particular standard then you are not a professional. This is a very small, but very subtle and important, distinction between being competent and being a professional.”

SECRET OF SUCCESS

There was a self made businessman whose industry was recognized as the fastest growing industry in the country. One day one business newspaper reporter interviewed him and learned something interesting about the secret of his success.

“Sir, what is the secret of your success?” the reporter asked the industrialist.

“Two words.”

“And sir, what are they?”

“Right decisions.”

“And how do you make right decisions?”

“One word.”

“And sir, what are they?”

“Experience.”

“And how do you get experience?”

“Two Words.”

And, sir what are they?”

“Wrong decisions.”

“If you can't make a mistake, you can't make anything.”



RICKSHAW WALA

Suvendu Roy of Titan Industries shares his inspirational encounter with a rickshaw driver in Mumbai:

Last Sunday, my wife, kid and I had to travel to Andheri from Bandra. When I waved at a passing auto rickshaw, little did I expect that this ride would be any different.

As we set off, my eyes fell on a few magazines (kept in an aircraft style pouch) behind the driver's back rest. I looked in front and there was a small TV. The driver had put on the Doordarshan channel.

My wife and I looked at each other with disbelief and amusement. In front of me was a small first-aid box with cotton, dettol and some medicines. This was enough for me to realise that I was in a special vehicle. Then I looked round again, and discovered more - there was a radio, fire extinguisher, wall clock, calendar and pictures and symbols of all faiths - from Islam and Christianity to Buddhism, Hinduism and Sikhism. There were also pictures of the heroes of 26/11- Kamte, Salaskar, Karkare and Unnikrishnan. I realised that not only my vehicle, but also my driver was special.

I started chatting with him and the initial sense of ridicule and disbelief gradually diminished. I gathered that he had been driving an auto rickshaw for the past 8-9 years; he had lost his job when his employer's plastic company was shut down. He had two school-going children, and he drove from 8 in the morning till 10 at night. No break unless he was unwell.

"Sahab, ghar mein baith ke TV dekh kar kya faida? Do paisa income karega toh future mein kaam aayega." We realised that we had come across a man who represents Mumbai - the spirit of work, the spirit of travel and the spirit of excelling in life.

I asked him whether he does anything else as I figured that he did not have too much spare time. He said that he goes to an old age home for women in Andheri once a week or whenever he has some extra income, where he donates tooth brushes, toothpastes, soap, hair oil and other items of daily use. He pointed out to a painted message below the meter that read: "25 per cent discount on metered fare for the handicapped. Free rides for blind passengers up to Rs50". My wife and I were struck with awe. The man was a HERO! A hero who deserves all our respect.

Our journey came to an end; 45 minutes of a lesson in humility, selflessness and of a hero-worshipping Mumbai-my temporary home. We disembarked, and all I could do was to pay him a tip that would hardly cover a free ride for a blind man. I hope, one day, you too have a chance to meet Mr Sandeep Bachhe in his auto rickshaw - MH-02-Z-8508.



"Excellence can not be taught at school
its an attitude."

BOSS OR LEADER?

The boss drives his men,

The leader inspires them:

The boss depends on authority,

The leader depends on goodwill:

The boss evokes fear,

The leader radiates love:

The boss says "I",

The leader says "WE":

The boss shows who is wrong,

The leader shows what is wrong:

The boss knows how it is done,

The leader knows how to do it:

The boss demands respect,

The leader commands respect:

**SO BE LEADER
NOT A BOSS**



EXCELLENCE

A man once visited a temple under construction where he saw a sculptor making an idol of God. Suddenly he noticed a similar idol lying nearby. Surprised, he asked the sculptor, "Do you need two statues of the same idol?" "No," said the sculptor without looking up, "We need only one, but the first one got damaged at the last stage." The gentleman examined the idol and found no apparent damage. "Where is the damage?" he asked. "There is a scratch on the nose of the idol." said the sculptor, still busy with his work. "Where are you going to install the idol?" The sculptor replied that it would be installed on a pillar twenty feet high. "If the idol is that far, who is going to know that there is a scratch on the nose?" the gentleman asked.

The sculptor stopped his work, looked up at the gentleman, smiled and said, "I will know it." The desire to excel is exclusive of the fact whether someone else appreciates it or not. "Excellence" is a drive from inside, not outside. Excellence is not for someone else to notice but for your own satisfaction and excellence.



"Excellence can be achieved by self observation only."

I HAVE PAIN

It was Friday afternoon; many of phone calls and client interactions were going on. Todo list was increasing its size. I was frustrated due to absence of sr. designer. I received one phone call.

Me : "Hello !"

Caller : "I have pain! Can you help me?"

(Well, my mind was reeling with concerns. Was this a prank? Did this guy even know what number he had dialed? What was I supposed to do about someone's pain? Shouldn't he call a doctor? But, I decided to listen him first)

Me : "Who are you ?"

Caller : "Don't you remember me? I am your customer....
Noo nooo... unlucky customer"

Me : (With polite voice) "What's your name and from which company?"

Caller : "I am smith from J & F Corporation." (Name and company name changed)

Me : "Just a minute. Let me check your history and transactions in our company."

Caller : "We are doing business with your company since last seven years."

Me : “Aha. So nice of you sir. Just wait a minute I am trying to locate your account.”

Caller : “ Hey you.... Do you know my emails are not coming to my outlook.”

Me : “I am not in position to locate your company in our account. Are you direct customer or through reseller?”

Caller : “Why do not you focus on my problem? Just asking silly questions and wasting my time. I am loosing business due to failure of your services.”

Me. : “May I know your email address, which is creating problem?”

Caller : “Sure, ceo@hiscompanydom.com (E-mail address changed).”
(I tried to check the name in our hosting client list. But, could not found the client. So, I thought, “Let me inform the caller that, we are not service provider for your hosting and email services. But, suddenly, caller shout on me.)

Caller : “Hey, we are paying premium to your company for services and your company is not listening to my EDP manager’s complaints!!!”
(During hot dialogues from caller, I found the name of the service provider of J & F Corporation.)

Me : “I can definitely help you. But, let me tell you one truth.”

Caller : “Which truth?”

Me : “You have called in Macro World Softwares.”

Caller : “I know.”

Me : “We are not providing hosting and e-mail services to your organization. But, we do have facilities to solve your problem.”

Caller : “Ohhh... is it?”

Me : “We will charge you little to solve your problem.”

Caller : “Money is not problem. Give me solution faster.”
(I sent one engineer to check the problem. It was internet disconnection problem. Engineer informs the customer. Customer called me again.)

Caller : “Hello, Maulik! Thank you for sending your engineer quickly. I am happy with your services. How much should we pay? Just send invoice.”

Me : “O.K.”

Caller : “I want to meet you. Why don’t you come to our office to have a cup of tea?”

Me : “What about tomorrow morning at 11:00.”

Caller : “Most Welcome.”
(Next day, I meet him for 25 minutes and gave presentation of our services.)
(Monday morning I received a call from EDP manager of that company. He inquired about our services and prices. We sent quotation.)

After two months, I received order confirmation.

THE 20TH FLOOR

There were once 2 brothers who lived on the 80th floor of a tall building. On coming home one day, they realized to their dismay that the lifts were not working and that they have to climb the stairs home.

After struggling to the 20th level, panting and tired, they decided to abandon their bags and come back for them the next day. They left their bags then and climbed on.

When they have struggled to the 40th level by this time they had gone sufficiently mad and irritated. The younger brother realized that they forget keys in bag (which is on 20th floor. He tried to inform his brother. But, elder brother was not in mood to talk with him. So, he put on music in his mobile and didn't listen his brother. The younger brother tried again and again but could not convey.

They continued to climb and reached the 60th floor. The younger brother tried again but his brother didn't listen.

They silently climbed on and reached their home at long last. Elder one stood calmly before the door and waited for the other to open the door. That time he realized that the key was in their bags which were left on the 20th floor...

This story is a reflection on our life and times. All of us climb the tall building called career ... some till all the 80 floors and some less. But do we know that the key to success is in the bag which has been left back on the 20th floor only. If someone tries to inform us, we do not listen due to mad man inside us.

THINK OUT OF THE BOX!!!

Employee "A" in a company walked up to his manager and asked what my job is for the day?

The manager took "A" to the bank of a river and asked him to cross the river and reach the other side of the bank.

"A" completed this task successfully and reported back to the manager about the completion of the task assigned. The manager smiled and said "GOOD JOB". Next day Employee "B" reported to the same manager and asked him the job for the day. The manager assigned the same task as above to this person also.

The Employee "B" before starting the task saw Employee "C" struggling in the river to reach the other side of the bank. He realized "C" has the same task.

Now "B" not only crossed the river but also helped "C" to cross the river.

"B" reported back to the manager and the manager smiled and said "VERY GOOD JOB". The following day Employee "Q" reported to the same manager and asked him the job for the day. The manager assigned the same task again.

Employee "Q" before starting the work did some home work and realized "A", "B" & "C" all has done this task before. He met them and understood how they performed.

He realized that there is a need for a guide and training for doing this task.

He sat first and wrote down the procedure for crossing the river, he documented the common mistakes people made, and tricks to do the task efficiently and effortlessly.

Using the methodology he had written down he crossed the river and reported back to the manager along with documented procedure and training material.

The manger said "Q" you have done an "EXCELLENT JOB". The following day Employee "O" reported to the manager and asked him the job for the day. The manager assigned the same task again."O" studied the procedure written down by "Q" and sat and thought about the whole task. He realized company is spending lot of money in getting this task completed. He decided not to cross the river, but sat and designed and implemented a bridge across the river and went back to his manager and said, "You no longer need to assign this task to any one". The manager smiled and said "Outstanding job 'O'. I am very proud of you."

What is the difference between A, B, Q & O????????

Many a times in life we get tasks to be done at home, at office, at play,

Most of us end up doing what is expected out of us. Do we feel happy? Most probably yes. We would be often disappointed when the recognition is not meeting our expectation.

Let us compare ourselves with "B". Helping someone else the problem often improves our own skills. There is an old proverb (I do not know the author) "learn to teach and teach to learn". From a company point of view "B" has demonstrated much better skills than "A" since one more task for the

company is completed.

"Q" created knowledge base for the team. More often than not, we do the task assigned to us without checking history. Learning from other's mistake is the best way to improve efficiency. This knowledge creation for the team is of immense help. Re-usability reduces cost there by increases productivity of the team. "Q" demonstrated good "team-player" skills,

Now to the outstanding person, "O" made the task irrelevant; he created a Permanent Asset to the team.

If you notice B, Q and O all have demonstrated "team performance" over an above individual performance; also they have demonstrated a very invaluable characteristic known as "INITIATIVE".

Initiative pays of every where whether at work or at personal life. If you put initiative you will succeed. Initiative is a continual process and it never ends. This is because this year's achievement is next year's task. You cannot use the same success story every year.

The story provides an instance of performance, where as measurement needs to be spread across at least 6-12 months. Consequently performance should be consistent and evenly spread.

Out-of-Box thinkers are always premium and that is what everyone constantly looks out for. Initiative, Out-of-Box thinking and commitment are the stepping stone to success.

Initiative should be lifelong. Think of out of the box.



HOW COLA ARE HELPFUL

To clean a toilet:

Pour a can of Cola into the toilet bowl. After 1 hour flush it. The citric acid in Cola removes stains.

To clean corrosion from car battery terminals :

Pour a can of Cola over the terminals to bubble away the corrosion

To remove grease from clothes :

Pour a can of Cola into a load of greasy clothes, add detergent, and run through a regular cycle. The cola will help loosen grease stains

For your information

The average pH of soft drinks, e.g. cola is 3.4. This acidity is strong enough to dissolve teeth and bones! Our human body stops building bones at around the age of 30. After that it shall be dissolving the bones every year through the urine depending on the acidity of the food intake. All the dissolved calcium compounds get accumulated in the arteries, veins, skin, tissue and organs, which affect the functioning of the kidney assisting in formation of kidney stones.

Soft drinks do not have any nutritional value (in terms of vitamins and minerals). They have higher sugar content, higher acidity, and more additives such as preservatives and colorings. Some people like to take cold soft drinks after each meal, guess what's the impact?

The Impact?

Our body has an optimum temperature of 37° C for the functioning of digestive enzymes. The temperature of cold soft drinks is much less than 37, sometimes quite close to 0. This lowers the effectiveness of the enzymes and puts stress on our digestive system, digesting less food. In fact the food gets fermented. The fermented food produces bad smelling, gases, decays and forms toxins, which are absorbed in the intestines, get circulated in the blood and is delivered to the whole body. This spread of toxins can lead to the development of various diseases.

Example

Someone put a broken tooth in a bottle of cola and in 10 days it got dissolved! Teeth and bones are the only human organ that stays intact for years after death.

Imagine

What the drink must be doing to your soft intestines and stomach lining!



“Our health is reflection of our past hebits.”