

Colours of Life



2013 Business Management
Self Development
Laughter Time
Health Care
Family Care



*Let's give
a warm welcome to
the year that starts
a new, cherish
each moment that
the year shall behold,
so let's come together
and celebrate
a blissful start to
the New Year.*

Happy New Year.

Maulik Bhuptani



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Softwares

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Colours of Life

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The beautiful life
Happiness

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2013 Business Management
Self Development
Laughter Time
Health Care
Family Care

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Talk to us

We would love to hear your reactions to the stories in this book. Please, let us know what your favorite stories were and how they affected you.

We also invite you to send us stories you would like to see published in future publications. You can send us either stories you have written or stories written by other that you have liked.

We hope you enjoy reading this book as much as we enjoyed compiling, editing and writing it.



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You will gain from this book...

- Easiest way to face problems in life.
- Assured way to be successful in life.
- The way to live happy family life even in worst business / job circumstances.
- The guide to convert weakness to strength easily.
- Amazing time management speech.
- The assured way to come out from ANGER.
- Experience of law of giving gives happiness.
- Live example of power of determination to build a bridge.
- Harmonious family life.
- Heart touching example to balance between work and personal life.
- Experience of unconditional love.
- The way to convert dumb child to intelligent one.
- Importance of parents in life.
- Influence you to improve your child confidence in you.
- The way to dream big and achieve it. Do not allow anybody to stop you.
- Wiseness is more important than intelligence.
- Benefit of listening everybody to grow business at low cost.
- The strength of group work.
- The best advices given to big businessmen to be successful in business.
- and last but not least, benefits of quitting smoking.

Preface

Once upon a time, an young boy was searching for the job. He was being asked one question by every interviewer , “What do you know the best?”. His answer was, “I know how to sleep peacefully in stormy night.” Few people got surprised, few looked at him with curiosity, few got angry on him. Nobody gave him the job. One day one a horse rider asked him the same question. He was impressed with instant answer. He did not care to listen his answer properly and gave him to job of taking care of his horses.

After few days heavy rain came to the village. It was stormy too. The employer remembered the boy’s answer, he is having habit to sleep peacefully in stormy night”. He got tension for his horses. He ran to his farm. He show the boy was sleeping at safe place with no tension. His face was so peaceful. The employer got angry. But, he was worried about horses. He searched for horses. Horses were not at their place. He got confused and asked himself, “What happened to my horses? I made a big mistake by appointing such a careless boy as care taker of my horse farm. “ After few seconds he seen some movement in first floor. He went their quickly. He was surprised to see all horses on safe place with grass. The place was clean too. He said, “Peaceful sleep in stormy night is not only your art but it is your right too.”

We all have to face storms in our life. Are you ready? If not, this book will help you to be peaceful always. I am dedicating this book to my family. Specially my children and my parents. How can forget my wife who always taking care of my family! I am thankful to all Vipassana Teachers who took care of this meditation technique and made it available to me after 2600 years of it’s origin. Vipassana taught me to see within me to change in habits of reaction. I am thankful to all stake holders of Macro World Softwares, through whom this book publishing become economically possible. We wish all prosperous new year!

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SELF DEVELOPMENT



When you love what you have,
you have everything you need.

Salt, Glass of Water and the Lake

Once an unhappy young man came to an old master and told he had a very sad life and asked for a solution.

The old Master instructed the unhappy young man to put a handful of salt in a glass of water and then to drink it.

“How does it taste?” – the Master asked.

“Terrible.” – spat the apprentice.

The Master chuckled and then asked the young man to take another handful of salt and put it in the lake. The two walked in silence to the nearby lake and when the apprentice swirled his handful of salt into the lake.

The old man said, “Now drink from the lake.”

As the water dripped down the young man's chin, the Master asked, “How does it taste?”

“Good!” – remarked the apprentice.

“Do you taste the salt?” – asked the Master.

“No.” – said the young man.



The Master sat beside this troubled young man, took his hands, and said, “The pain of life is pure salt; no more, no less. The amount of pain in life remains the same, exactly the same. But the amount we taste the 'pain' depends on the container we put it into. So when you are in pain, the only thing you can do is to enlarge your sense of things. Stop being a glass. Become a lake.”



Things are not always as they appear

There was once a man who was ship-wrecked and stranded on an island. Every day he prayed asking God to send someone to rescue him, but to his disappointment, no one ever came.

Months passed and this man learned how to survive on the island. During this time, he accumulated things from the island and stored them in a hut that he constructed. One day after hunting for food and returning back to his hut, much to his dismay he saw that his hut was on fire along with everything else he owned!

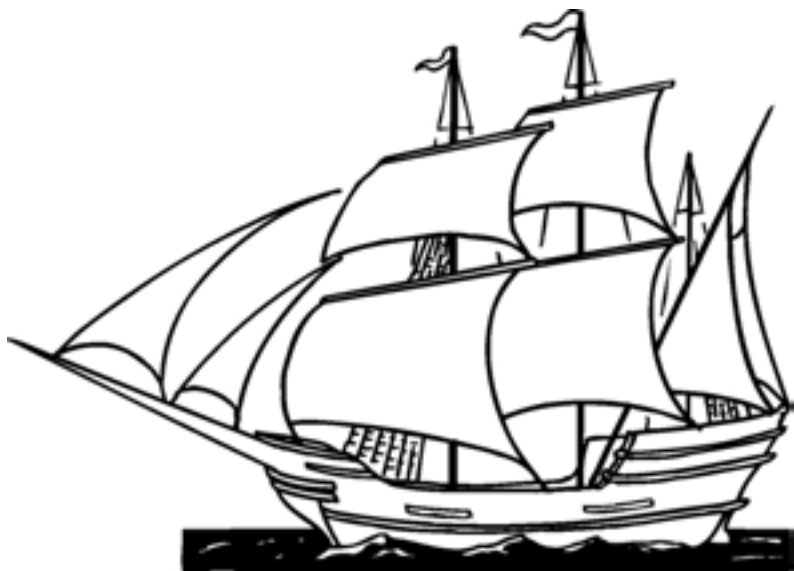
All of his possessions were going up in smoke! The only thing he had left were the clothes on his back. Initially he was in shock, and then he was consumed with anger and rage!



In his fury he threw a fist into the air and began cursing God and yelling, “God, how could you let this happen to me I’ve been praying every day for months about being rescued and no one has come, and now everything that I have is on fire! How could

you do to this to me! Why did you let this happen?”

Later the man was on his hands and knees weeping heavily when he happened to look up and catch sight of a ship coming in his direction. The man was rescued and as they were heading back to civilization the man asked the captain, “How were you able to find me?”



The captain responded, “We were voyaging across the ocean when we noticed on the horizon a column of smoke going up. We decided to go check it out and when we did, that's when we found you!”

In life we are going to be confronted with challenges, problems, and disasters. But keep in mind that what the devil has meant for bad, God can transform into your good! What is a catastrophe can sometimes be a blessing in disguise. “The righteous cry out, and the Lord hears, and delivers them out of all their troubles. The Lord is near to those who have a broken heart, and saves such as have a contrite spirit. Many are the afflictions of the righteous, but the Lord delivers him out of them all.”



The other side

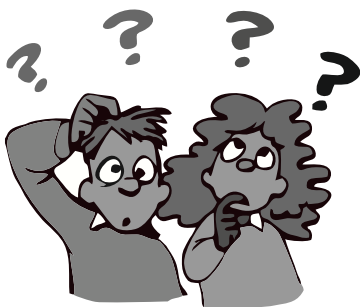


A father was reading a magazine and his little daughter every now and then distracted him.

Trying to keep her busy, he tore out one page on which was printed the map of the world. He then tore the page into pieces and asked her to go to her room and put them together to make the map again.

He was sure she would take the whole day to get it done. But the little one came back within minutes with the perfect map...

When he asked how she could do it so quickly, she said, "Oh... Dad, there is a man's face on the other side of the paper... I made the face perfect to get the map right." She ran outside to play leaving the father surprised.



Reflection:

There is always the other side to whatever you experience in this world. This story indirectly teaches a lesson. i.e. whenever we come across a challenge or a puzzling situation, look at the other side... You will be surprised to see an easy way to tackle the problem.



Cycle of Evil



There was once a king who was so cruel and unjust that his subjects yearned for his death or dethronement. However, one day he surprised them all by announcing that he had decided to turn over a new leaf.

“No more cruelty, no more injustice,” he promised, and he was as good as his word. He became known as the 'Gentle Monarch'. Months after his transformation one of his ministers plucked up enough courage to ask him what had brought about his change of heart.

And the king answered, “As I was galloping through my forests I caught sight of a fox being chased by a hound. The fox escaped into his hole but not before the hound had bitten into its leg and lamed it for life. Later I rode into a village and saw the same hound there. It was barking at a man. Even as I watched, the man picked up a huge stone and flung it at the dog, breaking its leg. The man had not gone far when he was kicked by a horse. His knee was shattered and he fell to the ground, disabled for life. The horse began to run but it fell into a hole and broke its leg. Reflecting on all that had happened, I thought: 'Evil begets evil. If I continue in my evil ways, I will surely be overtaken by evil'. So I decided to change”.

The minister went away convinced that the time was ripe to overthrow the king and seize the throne. Immersed in thought, he did not see the steps in front of him and fell, breaking his neck.

Moral: Cycle of Deeds always gives us back what we give to others. If we do good to others, our good will happen, If we do bad to others, our turn will also come.



Sure Success



Never demoralize even if you don't get success after working hard. Let's remember one person, who

- Lost job his job and Defeated for state legislature in 1832
- Failed in business in 1833
- His Sweetheart died in 1835
- Had nervous breakdown in 1836
- Defeated for Speaker in 1838
- Defeated for nomination for Congress in 1843
- Lost re-nomination for Congress in 1848
- Rejected for land officer in 1849
- Defeated for U.S. Senate in 1854
- Defeated for nomination for Vice President of USA in 1856
- Again defeated for U.S. Senate in 1858

Finally elected as President of United States of America in 1860. He was Mr. Abraham Lincoln!



Never lose your courage.
Just start again;
you will get success for sure.

The trouble tree

The carpenter I hired to help me restore an old farmhouse had just finished a rough first day on the job. A flat tire made him lose an hour of work, his electric saw quit, and now his ancient pickup truck refused to start.

While I drove him home, he sat in stony silence. On arriving, he invited me in to meet the family. As we walked toward the front door, he paused briefly at a small tree, touching the tips of the branches with both hands.

After opening the door, he underwent an amazing transformation. His face was wreathed in smiles, and he hugged his two small children and then gave his wife a kiss.

Afterward, he walked me to my car. We passed the tree, and my curiosity got the better of me. I asked him about what I had seen him do earlier.



“Oh, that's my trouble tree,” he replied. “I know I can't help having troubles on the job, but one thing for sure, troubles don't belong in the house with my wife and children. So I just hang them up on the tree every night when I come home. Then in the morning, I pick them up again.”

“Funny thing is,” he smiled, “when I come out in the morning to pick them up, there aren't nearly as many as I remember hanging up the night before.”



Weakness or Strength?

One 10-year-old boy decided to study Judo despite the fact that he had lost his left arm in a devastating car accident.

The boy began lessons with an old Japanese Judo master. The boy was doing well, so he couldn't understand why, after three months of training the master had taught him only one move.

"Sensei," the boy finally said, "Shouldn't I be learning more moves?"

"This is the only move you know, but this is the only move you'll ever need to know." – the sensei replied.

Not quite understanding, but believing in his teacher, the boy kept training.

Several months later, the sensei took the boy to his first tournament. Surprising himself, the boy easily won his first two matches. The third match proved to be more difficult, but after some time, his opponent became impatient and charged; the boy deftly used his one move to win the match. Still amazed by his success, the boy was now in the finals.

This time, his opponent was bigger, stronger, and more experienced. For a while, the boy appeared to be overmatched. Concerned that the boy might get hurt, the referee called a time-out.



He was about to stop the match when the sensei intervened.

“No,” the sensei insisted, “Let him continue.”

Soon after the match resumed, his opponent made a critical mistake: he dropped his guard. Instantly, the boy used his move to pin him. The boy had won the match and the tournament. He was the champion.

On the way home, the boy and sensei reviewed every move in each and every match. Then the boy summoned the courage to ask what was really on his mind.

“Sensei, how did I win the tournament with only one move?”

“You won for two reasons,” the sensei answered. “First, you've almost mastered one of the most difficult throws in all of judo. And second, the only known defence for that move is for your opponent to grip your left arm.”

The boy's biggest weakness had become his biggest strength.



Surrender your self to positive people,
your success would be confirmed!

The miracle of \$1.11 – true story!

Tess was a precocious eight year old when she heard her Mom and Dad talking about her little brother, Andrew. All she knew was that he was very sick and they were completely out of money. They were moving to an apartment complex next month because Daddy didn't have the money for the doctor bills and our house. Only a very costly surgery could save him now and it was looking like there was no-one to loan them the money. She heard Daddy say to her tearful Mother with whispered desperation, "Only a miracle can save him now."

Tess went to her bedroom and pulled a glass jelly jar from its hiding place in the closet. She poured all the change out on the floor and counted it carefully. Three times, even. The total had to be exactly perfect. No chance here for mistakes. Carefully placing the coins back in the jar and twisting on the cap, she slipped out the back door and made her way 6 blocks to Rexall's Drug Store with the big red Indian Chief sign above the door. She waited patiently for the pharmacist to give her some attention but he was too busy at this moment. Tess twisted her feet to make a scuffing noise. Nothing. She cleared her throat with the most disgusting sound she could muster. No good.

Finally she took a quarter from her jar and banged it on the glass counter. That did it!

"And what do you want?" the pharmacist asked in an annoyed tone of voice. "I'm talking to my brother from Chicago whom I haven't seen in ages," he said without waiting for a reply to his question.

"Well, I want to talk to you about my brother," Tess answered back in the same annoyed tone. "He's really, really sick... and I want to buy a miracle."

"I beg your pardon?" said the pharmacist.

"His name is Andrew and he has something bad growing inside

his head and my Daddy says only a miracle can save him now. So how much does a miracle cost?"

"We don't sell miracles here, little girl. I'm sorry but I can't help you," the pharmacist said, softening a little. "Listen, I have the money to pay for it. If it isn't enough, I will get the rest. Just tell me how much it costs."

The pharmacist's brother was a well-dressed man. He stooped down and asked the little girl, "What kind of a miracle does your brother need?"

"I don't know," Tess replied with her eyes welling up. "I just know he's really sick and Mommy says he needs an operation. But my Daddy can't pay for it, so I want to use my money."

"How much do you have?" asked the man from Chicago. "One dollar and eleven cents," Tess answered barely audibly. "And it's all the money I have, but I can get some more if I need to."

"Well, what a coincidence," smiled the man. "A dollar and eleven cents – the exact price of a miracle for little brothers." He took her money in one hand and with the other hand he grasped her mitten and said, "Take me to where you live. I want to see your brother and meet your parents. Let's see if I have the kind of miracle you need."



That well dressed man was Dr. Carlton Armstrong, a surgeon, specialising in neuro-surgery. The operation was completed without charge and it wasn't long until Andrew was home again and doing well. Mom and Dad were happily talking about the chain of events that had led them to this place.

"That surgery," her Mom whispered. "was a real miracle. I

wonder how much it would have cost?"

Tess smiled. She knew exactly how much a miracle cost... one dollar and eleven cents ... plus the faith of a little child.



Time management



I found a very good time management speech on internet. Mr. Narendra Modi –Chief Minister of Gujarat State answered a question of time management to a student of Dang district of Gujarat state.

“How can you manage your time?”, a student asked. Mr. Narendra Modi: “It's true that I visited Dang District much more than any other chief minister of Gujarat State. So, naturally this question may arise in your mind. There is a thumb rule of this world for time

management. Hardworking person has no problem with time management. But, lazy one is always having less time. But, if someone is ready to work, he will say, Please do come, we will manage with in five ten minutes. In reality, working person does not have any problem of time. We all are having enough time. We do not know how to use it.

I am requesting students to read Life story – biography of Benjamin Franklin. He was president of USA. Generally we should read biographies. But, his biography is special one. He was working very hard. But, people were complaining that you are not doing this and that, you are not meeting us etc. So, he started observing himself. He made a diary and he wrote list of worth doing tasks, less important tasks, least important tasks and avoidable tasks. He tick marked finished tasks daily. After a week, he observed, he worked on less important and avoidable tasks more than worth doing tasks.

Generally, we are not aware with the fact that I can avoid one task and should do another task first. We are not deciding priorities. If we make a habit of no compromise with worth doing tasks, it will be easy for us to optimise our time. We will get the

best from our time.

Second, some people are complaining about exhaustion due to too much work. This is wrong. Too much work never exhausts. Too much work gives satisfaction. Just for example, your teacher gives you homework, if you finish it you will say HASSH (feel relaxed) this is truth, otherwise you will tell you mummy, "I will not go to buy milk, I will not entertain elder brother, please switch off radio, I have not finished my homework." Isn't it? Reason, you are not done with your work. In reality, there is no exhaustion of work done; there is a satisfaction of work done. You see in life no one get tired after work done. It is myth that I am tired due to too much work. If you are doing unimportant task than and then you feel like exhausted. We should be aware enough towards not to waste time.

Once I met Shree Keka Shastriji – learned person of this state. I was travelling with him. I thought, I got an opportunity to serve this senior person. Let me do so. He must be 85 -90 years old at that time. He died at 103. We celebrated his century. He wrote books. I observed him for ten days. You must be aware that he wrote Gujarati Dictionary. While travelling, if vehicle stops at railway crossing, what we would do? We will go here and there or would go to snake cart or fruit or will spend time doing nothing. Shree Keka Shastriji was start writing and when bus started he stop writing, but, as soon as he was getting time to write, he was starting again. What a time utilisation! We reached to Dharmshala, I was searching for pillow and bedding, when I came with bedding, he was slipping without pillow; just he used a small bag as pillow. He did not expect anything! He was always on time for prayer, reading and writing. It was very hectic schedule of 10 days. He finished all work in touring which he was doing at home too. Remember that is at the age of 85-90. He lived for 103 years. What a perfect life he lived! How great personality!



Time management mantra is PROPER UTILISATION OF TIME. We should insist to finish worth doing tasks. We should feel happiness in work. We will definitely get result.



Anger



The following is the general text of Vipassana Acharya Mr. S. N. Goenka's remarks at one of the panels of the World Economic Forum in Davos, Switzerland, January, 2000 on the subject of anger:

What happens when someone is angry? The law of nature is such that one who generates anger is its first victim. One is bound to become miserable as one generates anger even though most of the time people do not realize that they are harming themselves by generating anger. Even if

someone realizes this, the truth is that one is unable to keep oneself away from anger; to keep oneself free from anger. Now let us see why one becomes angry.

It is quite obvious that anger arises when something undesirable has happened, when someone has created an obstacle in the fulfilment of your desires, when someone has insulted you or when someone has expressed derogatory remarks about you while backbiting. All such reasons make one flare up in anger and are the apparent reasons for one to become angry. Now is it possible that someone can attain so much power that no one should say or do anything against him? This is certainly impossible. Even to the most powerful person in the world, undesirable things keep on happening and he or she is helpless to prevent it. Even if we can stop one person from insulting us or saying something against us there is no guarantee that another

person will not start doing the same thing. While we cannot change the whole world according to our wishes, we can certainly change ourselves to get rid of the misery that one suffers because of generating anger. For this one has to seek a deeper reason for the anger within oneself rather than outside.

Let us understand within ourselves the real reason for generating anger. For example, let us understand from the standpoint of Vipassana the real reason which causes us to experience anger within ourselves. If you learn the art of observing the reality within yourself it will become so clear at the experiential level that the real reason for anger lies within and not outside.

As soon as one comes across some undesirable thing outside there is a sensation in the body. And because the object was undesirable the sensation is very unpleasant. It is only after feeling this unpleasant sensation that one reacts with anger. If one learns how to observe bodily sensations equanimously without reacting to them one starts coming out of the old habit of flaring up in anger and harming oneself. The practice of Vipassana helps one to develop the faculty of observing all the different kinds of sensations which one experiences on different parts of the body from time to time and remain equanimous by not reacting to them. The old habit had been that when you feel pleasant sensations you react with craving and clinging and when you feel unpleasant ones you react with anger and hatred. Vipassana teaches you to observe every sensation, both pleasant and unpleasant, objectively and remain equanimous with the understanding that every sensation has the quality of arising and passing away. No sensation remains eternally.

By practicing the observation of sensation equanimously again and again one changes the habit pattern of instant blind reaction to these sensations. Thus, in daily life whenever one comes in contact with something undesirable one notices that an unpleasant sensation has arisen in the body and one starts observing it without flaring up in anger as before. Of course, it takes time to reach a stage where one is fully liberated from anger. But as one practices Vipassana more and more one

notices that the period of rolling in anger is becoming shorter and shorter. Even if one is not able to feel the sensation immediately as it arises, maybe after a few minutes one starts realizing that by the blind reaction of anger one is making the unpleasant sensations even more intense, thereby making oneself even more miserable. As soon as one realizes this fact one starts coming out of anger. With the practice of Vipassana this period of realization of misery pertaining to unpleasant sensation becomes shorter and shorter and a time comes when one realizes instantly the truth of the harm that one is causing to oneself by generating anger. This is the only way to liberate oneself from this mad habit of reacting with anger.

Of course there is also a way that as soon as one realizes that one has generated anger one may divert one's attention to some other object and by this technique one may feel that one is coming out of anger. However, it is actually only the surface part of the mind that has come out of anger. Deep inside one keeps on boiling in anger because you have not eradicated the anger but merely suppressed it. Vipassana teaches you not to run away from the reality but, rather, to face the reality and start objectively observing the anger in the mind and the unpleasant sensation in the body. By observing the reality of the unpleasant sensations in the body you are not diverting your attention somewhere else nor are you suppressing your anger to the deeper level of the mind. As you keep on observing the sensations equinamously you will notice that the anger that has arisen naturally become weaker and weaker and ultimately passes away.

The fact is that there is a barrier between the smaller part of the mind, that is the surface of the mind, and the larger part of the mind, the so-called subconscious or half-conscious mind. This larger part of the mind at the deepest level is constantly in touch with the bodily sensations and has become a slave of the habit pattern of blind reaction to these sensations. Due to one reason or the other there are different kinds of sensations throughout the body at every moment. If the sensation is pleasant then the habit pattern is to react with clinging and craving and if it is

unpleasant the habit pattern is to react with aversion and hatred. Because of the barrier between the small surface part of the mind and the rest of the mind the surface part is totally unaware of the fact that this constant reaction is taking place at the deeper level. Vipassana helps to break this barrier and the entire mental structure becomes very conscious. It feels the sensations from moment to moment and, with the understanding of the law of impermanence, remains equanimous. It is easy to train the surface level of the mind to remain equanimous at the level of intellectual understanding but this message of intellectual understanding does not reach the deeper level of the mind because of this barrier. When the barrier is broken by Vipassana the entire mind keeps on understanding the law of impermanence and the habit pattern of blind reaction at the deeper level starts changing. This is the best way to liberate yourself from the misery of anger.

For more information about vipassana meditation technique and & course nearer to your location, please, visit : www.dhamma.org



When one experiences truth, the madness of
finding fault with others disappears!

God's Wife



An eye witness account from New York City.

On a cold day in December, some years ago: A little boy, about 10-years-old, was standing before a shoe store on the roadway, barefooted, peering through the window, and shivering with cold.

A lady approached the young boy and said, 'My, but you're in such deep thought staring in that window!'

'I was asking God to give me a pair of shoes,' was the boy's reply.

The lady took him by the hand, went into the store, and asked the clerk to get half a dozen pairs of socks for the boy. She then asked if he could give her a basin of water and a towel. He quickly brought them to her.

She took the little fellow to the back part of the store and, removing her gloves, knelt down, washed his little feet, and dried them with the towel.

By this time, the clerk had returned with the socks.. Placing a pair upon the boy's feet, she purchased him a pair of shoes..

She tied up the remaining pairs of socks and gave them to him.. She patted him on the head and said, 'No doubt, you will be more comfortable now..'

As she turned to go, the astonished kid caught her by the hand, and looking up into her face, with tears in his eyes, asked her.

'Are you God's wife?'



Determination and Persistence

This is a real life story of engineer John Roebling building the Brooklyn Bridge in New York, USA back in 1870. The bridge was completed in 1883, after 13 years.

In 1883, a creative engineer named John Roebling was inspired by an idea to build a spectacular bridge connecting New York with the Long Island. However bridge building experts throughout the world thought that this was an impossible feat and told Roebling to forget the idea. It just could not be done. It was not practical. It had never been done before.



Roebling could not ignore the vision he had in his mind of this bridge. He thought about it all the time and he knew deep in his heart that it could be done. He just had to share the dream with someone else. After much discussion and persuasion he managed to convince his son Washington, an up and coming engineer, that the bridge in fact could be built.

Working together for the first time, the father and son developed concepts of how it could be accomplished and how the obstacles could be overcome. With great excitement and inspiration, and the headiness of a wild challenge before them, they hired their crew and began to build their dream bridge.

The project started well, but when it was only a few months underway a tragic accident on the site took the life of John Roebling. Washington was also injured and left with a certain amount of brain damage, which resulted in him not being able to talk or walk.

“We told them so.” “Crazy men and their crazy dreams.” “It's foolish to chase wild visions.”

Everyone had a negative comment to make and felt that the project should be scrapped since the Roeblings were the only ones who knew how the bridge could be built.

In spite of his handicap Washington was never discouraged and still had a burning desire to complete the bridge and his mind was still as sharp as ever. He tried to inspire and pass on his enthusiasm to some of his friends, but they were too daunted by the task.

As he lay on his bed in his hospital room, with the sunlight streaming through the windows, a gentle breeze blew the flimsy white curtains apart and he was able to see the sky and the tops of the trees outside for just a moment.

It seemed that there was a message for him not to give up. Suddenly an idea hit him. All he could do was move one finger and he decided to make the best use of it. By moving this, he slowly developed a code of communication with his wife.

He touched his wife's arm with that finger, indicating to her that he wanted her to call the engineers again. Then he used the same method of tapping her arm to tell the engineers what to do. It seemed foolish but the project was under way again.

For 13 years Washington tapped out his instructions with his finger on his wife's arm, until the bridge was finally completed. Today the spectacular Brooklyn Bridge stands in all its glory as a



tribute to the triumph of one man's indomitable spirit and his determination not to be defeated by circumstances. It is also a tribute to the engineers and their team work, and to their faith in a man who was considered mad by half the world. It stands too as a tangible monument to the love and devotion of his wife who for 13 long years patiently decoded the messages of her husband and told the engineers what to do.



FAMILY CARE



I'm a strong person,
but every once in a while,
I would like someone
to take my hand and tell
me that everything's
going to be alright.

Do you build Bridge or Fence?

Once upon a time two brothers, who lived on adjoining farms, fell into conflict. It was the first serious rift in 40 years of farming side by side, sharing machinery, and trading labor and goods as needed without a conflict.

Then the long collaboration fell apart. It began with a small misunderstanding and it grew into a major difference, and finally it exploded into an exchange of bitter words followed by weeks of silence.

One morning there was a knock on the older brother's door. He opened it to find a man with a carpenter's tool box.

"I'm looking for a few days' work." – he said. "Perhaps you would have a few small jobs here and there I could help with?"

"Yes." – said the older brother. "I do have a job for you. Look across the creek at that farm. That's my neighbor; in fact, it's my younger brother. Last week there was a meadow between us and he took his bulldozer to the river levee and now there is a creek between us. Well, he may have done this to spite me, but I'll do him one better."

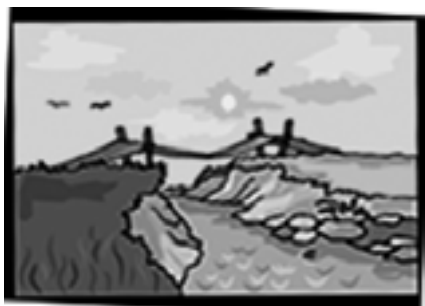
"See that pile of lumber by the barn? I want you to build me a fence –an 8-foot fence — so I won't need to see his place or his face anymore."

The carpenter said, "I think I understand the situation. Show me the nails and the post-hole digger and I'll be able to do a job that pleases you."

The older brother had to go to town, so he helped the carpenter get the materials ready and then he was off for the day.

The carpenter worked hard all that day measuring, sawing, nailing. About sunset when the farmer returned, the carpenter had just finished his job.

The farmer's eyes opened wide, his jaw dropped. There was no



fence there at all. It was a bridge — a bridge stretching from one side of the creek to the other! A fine piece of work, handrails and all — and the neighbor, his younger brother, was coming toward them, his arms outstretched — “You are quite a fellow to build this

bridge after all I've said and done.”

The two brothers stood at each end of the bridge, and then they met in the middle, taking each other's hand.

They turned to see the carpenter hoist his toolbox onto his shoulder.

“No, wait! Stay a few days. I've a lot of other projects for you,” said the older brother.

“I'd love to stay on,” the carpenter said, “but I have many more bridges to build.”



Strong people don't put others down...
They lift them up.

Who will open the door for me?



The father, planned a very big party for the new born baby girl, and he invited everyone over. Later that night his wife asked him what was the reason for such a big celebration for this baby while we did not do it for the others!

The Husband simply replied, because she is the one who will open the door for me! The wife asked, “Which door?”

The husband reminds her the first day of their marriage; wife and husband decided and agreed not to open the door for anyone! On that day first, husband's parents came to see them, they were behind the door. Husband and the wife looked at each other, husband wanted to open the door, but since they had an agreement he did not open the door, so his parents left.

After a while the same day , wife's parents came , wife and the husband looked at each other and even though they had an agreement , wife with tears on her eyes whispered , I can't do this to my parents , and she opened the door.



Live and Work

Father was a hardworking man who delivered bread as a living to support his wife and three children. He spent all his evenings after work attending classes, hoping to improve himself so that he could one day find a better paying job. Except for Sundays, Father hardly ate a meal together with his family. He worked and studied very hard because he wanted to provide his family with the best money could buy.



Whenever the family complained that he was not spending enough time with them, he reasoned that he was doing all this for them. But he often yearned to spend more time with his family.

The day came when the examination results were announced. To his joy, Father passed, and with distinctions too! Soon after, he was offered a good job as a senior supervisor which paid handsomely.

Like a dream come true, Father could now afford to provide his family with life's little luxuries like nice clothing, fine food and vacation abroad.

However, the family still did not get to see father for most of the week. He continued to work very hard, hoping to be promoted to the position of manager. In fact, to make himself a worthy candidate for the promotion, he enrolled for another course in the open university.

Again, whenever the family complained that he was not spending enough time with them, he reasoned that he was doing all this for them. But he often yearned to spend more time with his family.

Father's hard work paid off and he was promoted. Jubilantly, he decided to hire a maid to relieve his wife from her domestic tasks. He also felt that their three-room flat was no longer big enough, it would be nice for his family to be able to enjoy the facilities and comfort of a condominium. Having experienced the rewards of his hard work many times before, Father resolved to further his studies and work at being promoted again. The family still did not get to see much of him. In fact, sometimes Father had to work on Sundays entertaining clients. Again, whenever the family complained that he was not spending enough time with them, he reasoned that he was doing all this for them. But he often yearned to spend more time with his family.



As expected, Father's hard work paid off again and he bought a beautiful condominium overlooking the coast of Singapore. On the first Sunday evening at their new home, Father declared to his family that he decided not to take anymore courses or pursue any more promotions. From then on he was going to devote more time to his family.

Father did not wake up the next day.



To be happy and make your family happy,
you don't have to be brilliant, rich, beautiful, or perfect.
You just have to care.

To love and to be loved

Once upon a time

A very poor man lived with his wife. One day, his wife, who had very long hair asked him to buy her a comb for her hair to grow well and to be well-groomed.

The man felt very sorry and said no. He explained that he did not even have enough money to fix the strap of his watch he had just broken.

She did not insist on her request.

The man went to work and passed by a watch shop, sold his damaged watch at a low price and went to buy a comb for his wife.

He came home in the evening with the comb in his hand ready to give to his wife.

He was surprised when he saw his wife with a very short haircut.

She had sold her hair and was holding a new watch band.



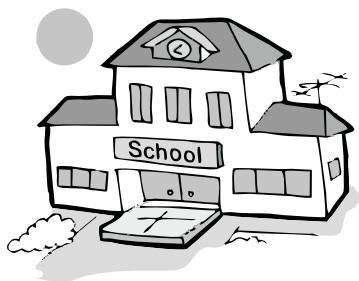
Tears flowed simultaneously from their eyes, not for the futility of their actions, but for the reciprocity of their love.

Moral of the story: To love is nothing, to be loved is something but to love and to be loved by the one you love, that is everything.



Self Confidence

It was the end of summer. Days were little hot. New term of a school just began. All students were back to the school after vacation. The newly appointed principal was busy understanding the school activities. He asked about weak students from teachers. All teachers



submitted summery of last year result. The principal was not happy with just summery, he asked list of weak students with last three years' all subjects' marks. Teachers submitted data in seven days. The principal asked for emergency meeting. He asked all teachers, what they did for weak students.

The course co-ordinator: "Sir, we are arranging extra classes for weak students on Sundays. But, many of them are not coming."

One teacher: "I am focusing on fundamental of subject."

Another teacher: "We are making groups for practice. Each group is having mix of weak and brilliant students. That helps a lot."



The principal: "Do you know Nayan Saghra, student of class 9?"

Nayan's class teacher: "Yes, he is in my class. He is obedient student."

Mathematics teacher: "He is not good in mathematics. I tried a lot to improve his mathematics. But, has no

interest in studies. He is just passing in exams!”

The principal: “Is he weak in all subjects?”

Science teacher: “No, he is topper in Science. He remembers everything at once.”

Other subjects' teachers' observation was the same.

Mathematics teacher: “Everybody cannot learn everything.”

The principal: “Was he weak in mathematics since beginning? Last three years' result says something different. He got 98 out of 100 in Standard 5 and 95 in Standard 6. But, 45 in Standard 7! Again 36 in Standard 8!

What happened with this boy? I have asked his parents to come in this meeting to discuss the problem.” Nayan's parents came. The principal explained the situation.

Nayan's Mother: “My wish is to make my child an engineer. We are trying hard to teach him mathematics. But, he has no interest. I am unlucky.

What should we do to teach him mathematics?”

The principle: “Tell us about family situation during last few years.”

Nayan's Mother: “Everything is good, we have good relationship in the family.”

The principle: “Are you living in joint family?”

Nayan's Father: “Yes, my mother is living with us and my father expired before two years.”

The principle: “Was Nayan attached with your father?”

Nayan's Father: “Yes. He did not eat for three days after his grand pa's death.”

The principle: “Was Nayan in 7th Standard at that time?”

Nayan's Father: “Yes.”

The principle: “I got the problem. Solution is easy. But, I need



your support in process.”

Parents: “We are ready to do anything for our child. We are ready for extra class too.”

The principle:

“First and most important is first condition, never blame your child for weakness of mathematics.

Second condition, do not ask your child to study mathematics at least for next six months.

Third condition, never compare your child with other children.

Fourth condition, never ever decide your child's career, your role is to support him for his career, let him be the decision maker.”

The mother: “But...”

The Father: “Okay... we will follow all. Are you sure? Will we get the result?”

The principal: “100% Sure!”

The principle asked mathematics teacher to send Nayan to him during class of maths for the whole year and insisted him not to teach mathematics. The teacher had to follow.



After three months quarter exam's result came. Nayan got 39 out of 50. He secured 45 out of 50 in half year exam. 95 out of 100 was the result in final exam!

Again New Year education planning meeting arranged. The mathematics teacher raises his hand and asks for permission to say something. The principal allowed him.

Mathematics teacher: “How did you got success in Nayan case? He got 95 out of 100!”

The Principal: “First of all Nayan is not case for me. He is not just a student. He is human being. I just try to understand him.”

Other teachers: “What exactly you did with him? Please explain in detail.”



The Principal: “I did not teach him maths for first few days. We just share our thoughts on society, friends, family and sometimes movies too. I started with 6th standard. We learned standard 7 after few days and promoted to standard 8 after one month. We started standard 9 after two months.”

The science teacher: “Why did you started with standard 6? He secured very good marks in 6th standard.”

The Principal: “He was not suffering of weak memory or weak understanding or weak logic. His concentration was diverted after his grandfather's death. He could not get good result in mathematics in 7th standard. Everybody blamed him for bad result. Due to pressure, he lost his confidence in himself for mathematics. I just helped him to get his confidence back. We started from known to unknown. I help him to experience success in mathematics. Today, he is the best in mathematics.”



True education transforms the mind of student!

Story that happened in Kenya

A poor couple who lived in a small village in Southern KENYA. They had only one son. Gave him the education they managed . Son graduated as an Engineer in the nearby University.

Eventually, got married to a rich girl. Initially, they lived with his parents in the village.

Soon the wife got tired of village life and persuaded the husband to move to the city leaving the old parents in the village.

As time passed by the husband saw an advertisement in the newspaper about a vacancy in Juba (Sudan).

The Mother prayed for him a blessing and told him not to forget them.

He was successful and lived in Juba for years with his wife.



Regularly he used to send money to parents. Eventually with time he stopped and forgot about his parents ever existed.

Every Sunday he went to church to pray God and immediately after that he used to see someone telling him in a dream that his Prayer was not accepted.

One day he related story to his Pastor who advised him to go back to Kenya to visit his parents.

The man flew to Sudan and reached the boundary of the village. Everything had changed. He could not locate his parents' house.





He asked a young boy about the where about of his parents.

The boy directed the man to a house and said:

"In this house lives an old blind lady who lost her husband five years ago. I also hear people saying that, she has a son who migrated to Sudan 40 years ago and never came back again." the boy continued, "The Old lady has been crying, longing to see his son"

Son kept quiet and entered the home and finds his mother on the bed. He tip-toed as not to wake her up.

He hears the mother whispering or mumbling something. He gets closer to hear her voice. This is what the mother was saying:

"God! I am now very old and blind. My husband just died. There is NO HUSBAND to lower me in my grave when I die. So please send my only son to fulfil my last wish. "

This is the ending of a story where the LAST PRAYER of a mother was accepted.



Love your parents,
the most beautiful people on this earth.
Our best critic, yet our strongest supporter.

Are You Going To Help Me?



In 1989 as 8.2 earthquakes almost flattened Armenia, killing over 30,000 people in less than four minutes.

In the midst of utter devastation and chaos, a father left his wife securely at home and rushed to the school where his son was supposed to be, only to discover that the building was as flat as a pancake.

After the traumatic initial shock, he remembered the promise he had made to his son: "No matter what, I'll always be there for you!" And tears began to fill his eyes. As he looked at the pile of debris that once was the school, it looked hopeless, but he kept remembering his commitment to his son.

He began to concentrate on where he walked his son to class at school each morning. Remembering his son's classroom would be in the back right corner of the building; he rushed there and started digging through the rubble.

As he was digging, other forlorn parents arrived, clutching their hearts, saying: "My son!" "My draught-off of what was left to the school saying:

"It's too late!"

"They're dead!"

"You can't help!"

“Go home!”

“Come on, face reality, there's nothing you can do!”

“You're just going to make things worse!”

To each parent he responded with one line: “Are you going to help me now?” And then he proceeded to dig for his son, stone by stone.

The fire chief showed up and tried to pull him off of the school's debris saying “Fires are breaking out, explosions are happening everywhere. You're in danger. We'll take care of it. Go home.” To which this loving, caring Armenian father asked, “Are you going to help me now?”

The police came and said, “You're angry, distraught and it's over. You're endangering others. Go home. We'll handle it!” To which he replied, “Are you going to help me now?” No one helped.

Courageously he proceeded alone because he needed to know for himself: “Is my boy alive or is he dead?”

He dug for eight hours . . . 12 hours . . . 24 hours . . . 36 hours . . . then, in the 38th hour, pulled back a boulder and heard his son's name, “ARMAND!” He heard back, “Dad!?! It's me, Dad! I told the other kids not to worry. I told them that if you were alive, you'd save me and when you saved me, they'd be saved. You promised, “No matter what, I'll always be there for you!” you did it, Dad!”

“What's going on in there? How is it?” the father asked.

“There are 14 of us left out of 33, Dad. We're scared, hungry, thirsty and thankful you're here.



When the building collapsed, it made a wedge, like a triangle, and it saved us.”

“Come on out, boy!”

“No, Dad! Let the other kids out first, 'cause I know you'll get me! No matter what, I know you'll be there for me!”



Keep Your Dream

I have a friend named Monty Roberts who owns a horse ranch in San Isidro. He has let me use his house to put on fund-raising events to raise money for youth at risk programs.

The last time I was there he introduced me by saying, "I want to tell you why I let Jack use my horse. It all goes back to a story about a young man who was the son of an itinerant horse trainer who would go from stable to stable, race track to race track, farm to farm and ranch to ranch, training horses. As a result, the boy's high school career was continually interrupted. When he was a senior, he was asked to write a paper about what he wanted to be and do when he grew up.

"That night he wrote a seven-page paper describing his goal of someday owning a horse ranch. He wrote about his dream in great detail and he even drew a diagram of a 200-acre ranch, showing the location of all the buildings, the stables and the track. Then he drew a detailed floor plan for a 4,000-square-foot house that would sit on a 200-acre dream ranch.



"He put a great deal of his heart into the project and the next day he handed it in to his teacher. Two days later he received his paper back. On the front page was a large red F with a note that read, 'See me after class.'

"The boy with the dream went to see the teacher after class and asked, 'Why did I receive an F?'

"The teacher said, 'This is an unrealistic dream for a young boy

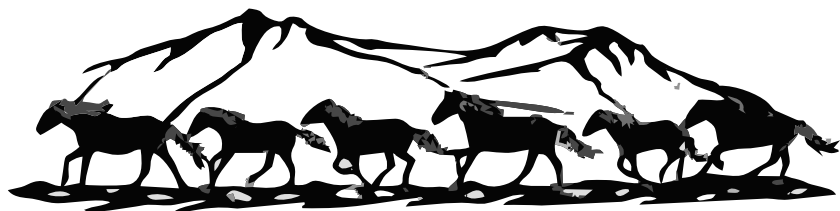
like you. You have no money. You come from an itinerant family. You have no resources. Owning a horse ranch requires a lot of money. You have to buy the land. You have to pay for the original breeding stock and later you'll have to pay large stud fees. There's no way you could ever do it.' Then the teacher added, 'If you will rewrite this paper with a more realistic goal, I will reconsider your grade.'

"The boy went home and thought about it long and hard. He asked his father what he should do. His father said, 'Look, son, you have to make up your own mind on this. However, I think it is a very important decision for you.' "Finally, after sitting with it for a week, the boy turned in the same paper, making no changes at all."

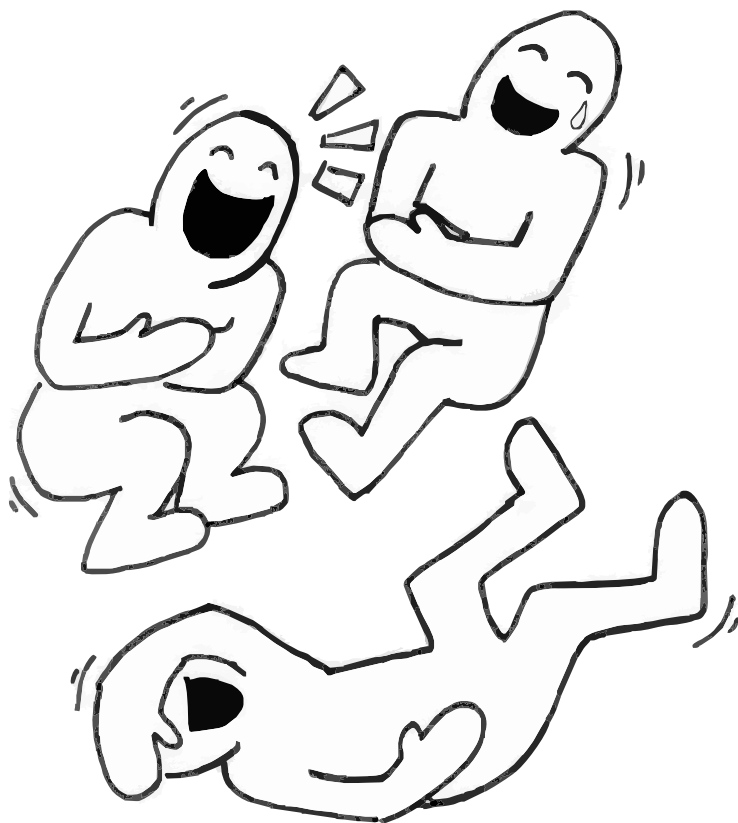
He stated, "You can keep the F and I'll keep my dream."

Monty then turned to the assembled group and said, "I tell you this story because you are sitting in my 4,000-square-foot house in the middle of my 200-acre horse ranch. I still have that school paper framed over the fireplace." He added, "The best part of the story is that two summers ago that same schoolteacher brought 30 kids to camp out on my ranch for a week." When the teacher was leaving, he said, "Look, Monty, I can tell you this now. When I was your teacher, I was something of a dream stealer. During those years I stole a lot of kids' dreams. Fortunately you had enough gumption not to give up on yours."

Moral: Don't let anyone steal your dreams. Follow your heart, no matter what. No Dream is too big or too small when one works hard to live it. One should always try making dreams come true no matter what.



LAUGHTER TIME



More than jokes

In Lok Sabha, a MP during his speech told a story....."There was a father who gave 100 rupees each to his 3 sons and asked them to buy things and fill up a room completely.

First son bought hay for Rs. 100 but couldn't fill the room entirely.

Second son bought cotton for Rs. 100 but couldn't fill the room entirely.

Third son bought a candle for Rs. 1 and lit it up and the room was filled with light completely."

The MP added "Our Prime Minister is like the third son. Since the day he has taken charge of his office, our country is filled with the bright light of prosperity"

A voice from the backbench asked:

Woh sab toh theek hai...where is the remaining Rs. 99 ?



A police officer found a perfect hiding place for watching for speeding motorists.

One day, the officer was amazed when everyone was under the speed limit, so he investigated and found the problem.



A 10 years old boy was standing on the side of the road with a huge hand painted sign which said "Radar Trap Ahead."

A little more investigative work led the officer to the boy's accomplice: another boy about 100 yards beyond the radar trap with a sign reading "TIPS" and a bucket at his feet full of change.



The time taken by a wife when she says I'll get ready in 5 min is exactly equal to the time taken by the husband when he says 'I'll call u in 5 min !



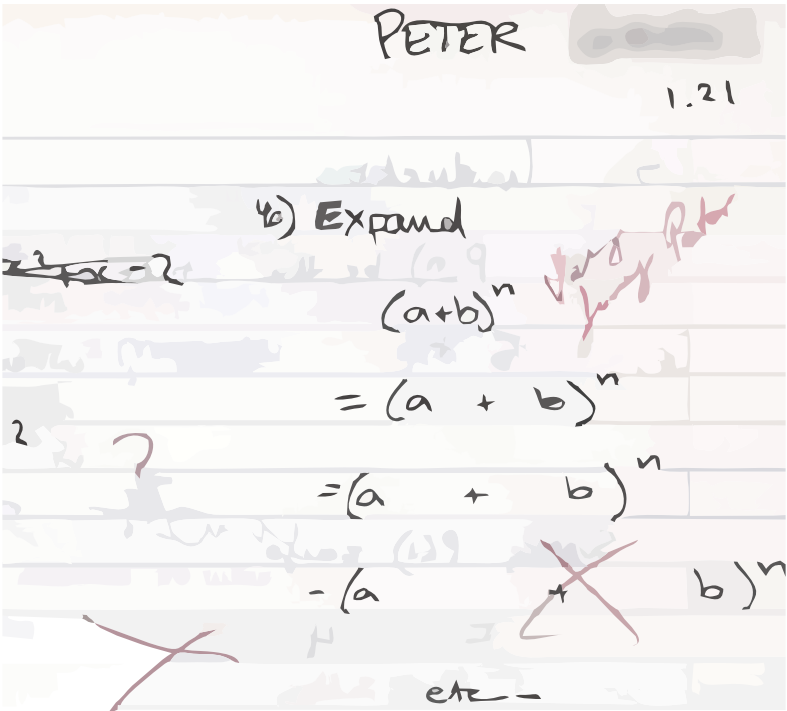
A Letter of Salary

Dear Dollar, Onion & Petrol,

*No matter how much you increase
day by day.... I will be the same as before.*

Sincerely yours,

Salary



Smartest man in the world



A doctor, a lawyer, a little boy and a priest were out for a Sunday afternoon flight on a small private plane. Suddenly, the plane developed engine trouble.

In spite of the best efforts of the pilot, the plane started to go down. Finally, the pilot grabbed a parachute and yelled to the passengers that they better jump, and he himself bailed out.

Unfortunately, there were only three parachutes remaining.

The doctor grabbed one and said "I'm a doctor, I save lives, so I must live," and jumped out.

The lawyer then said, "I'm a lawyer and lawyers are the smartest people in the world. I deserve to live." He also grabbed a parachute and jumped.

The priest looked at the little boy and said, "My son, I've lived a long and full life. You are young and have your whole life ahead of you. Take the last parachute and live in peace."

The little boy handed the parachute back to the priest and said, "Not to worry Father. The smartest man in the world just took off with my back pack."



BUSINESS MANAGEMENT



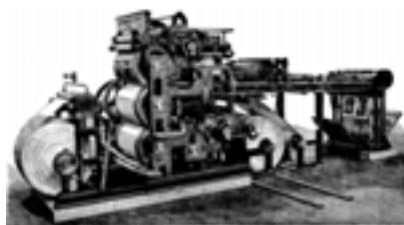


Knowing is not enough,
we must APPLY.
Willing is not enough,
we must DO.

- Bruce Lee

Earn One million in one week

Mr. Shreyas (Name changed) was running his newspaper business since twenty years. He had seen many ups and downs in business. It was huge demand of his newspaper in the market. He reached approx. four million circulations per day. His marketing and distribution staff was asking even more. So, his management asked him to take loan and buy new printing press (It was costing twenty million). He was ready but, there was no space to install! What to do? One of the director suggested to meet Mr. Dast (Name changed) - a well-known management consultant. Mr. Shreyas didn't deny at first but he did not contact Mr. Dast. The director again insists in board meeting. Mr. Shreyas called Mr. Dast for meeting. Mr. Dast met him.



Mr. Shreyas : “Welcome Mr. Dast. How are you?”

Mr. Dast : “I am fine. Thank you. What can I do for you?”

Mr. Shreyas informed him the situation. He was listening carefully. He asked Mr. Shreyas to show his press and requested to have access to all areas as and when he required. Mr. Shreyas did so.

Mr. Dast : “My consultation charges for your problem solution would be Rs. One million.”

Mr. Shreyas : “If you will save my twenty million, I will pay you one million.”

After one week Mr. Dast met Mr. Shreyas with smile on face.

Mr. Dast : “Have you checked your production figures during last three days?”

Mr. Shreyas : “Yes! It has been increased by 37%. What magic

have you done?”

Mr. Dast : “No magic, I just took help of your staff.”

Mr. Shreyas : “What exactly have you done? How could you find the problem? We could not even think of it! Is my management is not up to the mark or my management people are not competent enough to solve this small problem?”

Mr. Dast : “You have wonder people in management. But, you have not created culture of taking best from your staff. That is the problem.”

Mr. Shreyas : “We are arranging training programs to train the staff and we have a team of supervisors.”

Mr. Dast : “I am not pointing your supervisor or your staff. I am pointing you. When did you have tea with your machine operator last time?”

Mr. Shreyas : “Never! Why?”

Mr. Dast : “I had daily. They help me to get work done so fast. I meet managers and directors to solve the problem. Everybody is nice and co-operative. All of them are asking for new printing press to increase production. I ask them about quality control. It is 99.36%. It is good. I asked them about maximum printing speed. None of them was aware of your machines' capacity. I asked them about manuals of machines. Your production manager gave me all. Your Printing machine's capacity is double than what you are printing. I asked for service records. It was good to see that you are doing preventive maintenance. I asked

them about breakdown time. It is almost null. Now, I was sure that, I had to know which your managers and directors didn't.

I started visiting your press regularly. I remained present since morning till late night. I met your staff. We had tea together regularly. Few of your people are very good. After



three day's repo, I asked your machine operator about process of printing. He explained me everything. I asked him the speed of printing machine. He was aware with printing machine's capacity. I asked him to make it faster. He informed me a big problem. Your paper loading is taking too much time. I asked him the solution. He suggested having paper storage nearer to printing press. I observed the process again. It is taking about twenty minutes to load a new paper and restart machine. You do not have space to store extra paper near press.



Next day in tea time, I put the question of loading paper to all. One of your labours gave the solution. He pointed height of your shade. It is about 30 fts. He suggested having second floor about press. I said, "It will be costlier affair." Your store supervisor said: "Why to worry about cost. We have raw material ready." He showed us few old iron pillars and steel plat in scrape yard. I ask your people to fix above your printing press. They did it in four hours. Now they were saving their time in paper loading and restarting press. Every time your press restarts, they needed to do calibration. Now, it is continuous printing without restart. That could increase your production by 25%.

I ask him to double speed. But, he could not. Because, your paper cutting machine is slow. I asked the cutting machine operator to make it faster. He asked for one more man to operate the same machine from other side. Machine had two sides of cutting. But, again problem was space. He himself suggested me to open door number seventeen and to change the direction of machine. We did it. That saved your extra 12%.

Again after doubling cutting facilities, we could not run your printing press at maximum speed. We found, you have manual paper packing process. I am suggesting you to have automatic paper packing machine to save your time. Your resources are underutilised. You can go up to 75% more production.

I have given the solution, may I ask for my fees."

Mr. Shreyas : "Here, is your cheque."



Boy's Job Appraisal

A little boy went into a drug store, reached for a soda carton and pulled it over to the telephone. He climbed onto the carton so that he could reach the buttons on the phone and proceeded to punch in seven digits (phone numbers). The store-owner observed and listened to the conversation.

Boy: 'Lady, Can you give me the job of cutting your lawn?

Woman: (at the other end of the phone line): 'I already have someone to cut my lawn.'

Boy: 'Lady, I will cut your lawn for half the price of the person who cuts your lawn now.'

Woman: 'I'm very satisfied with the person who is presently cutting my lawn.'

Boy: (with more perseverance) : 'Lady, I'll even sweep your curb and your sidewalk, so on Sunday you will have the prettiest lawn in all of Palm beach , Florida.'

Woman: No, thank you.

With a smile on his face, the little boy replaced the receiver. The store-owner, who was listening to all this, walked over to the boy.

Store Owner: 'Son... I like your attitude; I like that positive spirit and would like to offer you a job.'

Boy: 'No thanks.'

Store Owner: But you were really pleading for one.

Boy: No Sir, I was just checking my performance at the Job I already have. I am the one who is working for that lady I was talking to!

Moral: This is what we call 'Self Appraisal'. Every time if we don't get ahead of others, we blame others for it. We should look to our self and compare, find own weaknesses and work hard to throw away weaknesses. Always Work Hard, Honest and with full Dedication. It will always pay up.

The strength of group work



Once a US president went out to see the situation of the city. Somewhere a group of soldiers was trying to lift a large branch of a tree from their way.

The Corporal was standing by their side instructing them to work harder, but they were unable to move it.

A stranger was riding on his horse and he observed what was going on. He said to the

Corporal – “if you help them they will be able to move it. Why don't you help them?”

The Corporal replied – “That is not my job, I am the Corporal. It is their work, they should do it.”

The stranger did not hesitate a moment, immediately he dismounted from his horse, and helped the group of the soldiers to move that log.

This additional strength helped them to move the log. After moving it, the stranger mounted his horse and said to the Corporal – “Next time you need to move some heavy thing and you need a help, call for the Commander-in Chief” and went away his way.

It was then that the men realized that the stranger was none other than George Washington – the first President of the United States, the Commander-in-Chief of the army.



The best advice I ever got

Adi Godrej, Chairman, Godrej Group

The best advice I ever got was from my mother, who put me on an allowance from which I had to manage everything, from my school fees and books to pocket money and transport. The allowance was neither very parsimonious nor very liberal.

I could not ask for any further money from anyone for anything. It taught me the value of money and the need to plan, and it has stood me in very good stead in my later life, including managing business.

Alok Mittal, MD, Canaan Partners India

I can see that you have figured out what you want to do, and you should just go ahead and do it." This advice came to me multiple times from the same person - the late Arun Kumar, then Managing Director of Aricent. The first time was in 1999 - I had barely completed three years at the company, and wanted to jump into the dotcom boom. The risks and my own inexperience were obvious. Arun encouraged me to follow my heart, and effectively took risk out of the equation by telling me that, if I failed, he would hire me back anyway, because he valued start-up failure experience.

A few years later, after we had successfully sold JobsAhead, I went back to Arun to solicit his advice on my next gig, as I weighed my options of another start-up versus a corporate role. Arun again displayed his style of mentoring to the hilt - uncovering what I wanted to do, and then providing support and clarity around the same. In his mind, any of the options themselves were not right or wrong - what made them work was the desire of an individual to pursue them. I have realised the value of this advice the most when the chips are down and when the only thing that keeps one going is that emotional commitment to the path one is on.

Schauna Chauhan, CEO, Parle Agro

The best advice I ever got was: "Always question everything."

The easy way out in any situation is to accept things as they are. To question others takes courage; to question yourself takes honesty. To question is to fight convention, to question is to invite change, to question is to understand. But it all will help you to find new answers, to open new possibilities.

We don't always have clear answers and we don't always agree with existing ones. Every person who has achieved greatness in the world has put up their hands and asked questions. Gandhi questioned violence, Buddha questioned desire, Christ questioned revenge, and the Wright Brothers questioned gravity.

So question fearlessly, you'll find yourself finding answers you never thought of. My father, Mr Prakash Chauhan, gave me this advice before I started working.

Prashant Tandon MD & Co-founder, Healthkart.com

A's hire A's, and B's hire C's

My entrepreneurship professors at Stanford University mentioned this with amazing regularity, and this definitely holds true. As a leader, one needs to find the right team, which can not only build a great product or strategy but also attract a great group of people who can actually realise the vision.

One needs to invest in selecting the right team. If you hire A's, you get amplified excellence; if you hire B's, you get people who are insecure, want to protect their turf and cannot attract or retain stars who will take the venture to the next level.

Vision cannot be hired

This was the advice I got from Andy Rachleff, a leading Silicon Valley venture capitalist who teaches at Stanford.

One can hire a lot of people who can drive business well and probably execute a lot better. However, as an entrepreneur, a key role is to have a vision for the venture, articulate that vision and motivate the team to follow that path with passion. One must also articulate it to external stakeholders. The vision

should be inculcated in the leadership team. It is not something that can be hired. It has to be built, through every action, decision and day-to-day conduct of the leadership.

Dhruv Shringi, Co-founder & CEO, Yatra.com

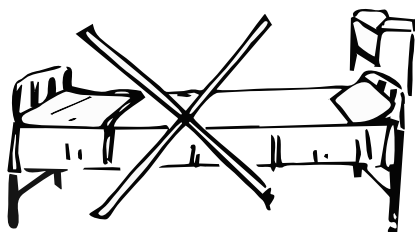
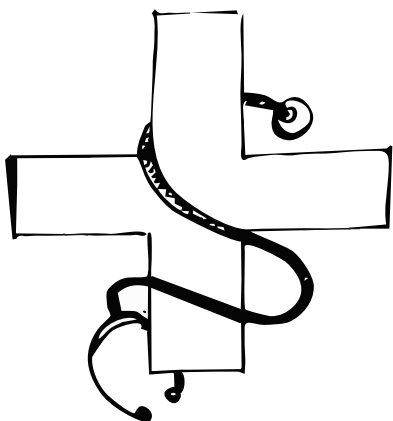
Sitting now in the middle of 2012 and reflecting on the past three years gives me both a sense of achievement and anxiety. Achievement on account of how much our business has grown, and anxiety about the future, as our industry has undergone structural changes on account of the withdrawal of capacity by Kingfisher Airlines and the hike in fares by other carriers. The combined effect of these resulted in negative growth in domestic air passenger traffic in May 2012, for the first time in seven years.

One thing which helped our business more than double in the past three years was our focus on investing in core areas like brand and technology. Traditional wisdom would suggest that we should have scaled back on these activities. But after an initial cutback in 2009/10, our board recommended that we scale up investment rapidly. On the brand front, this had a multiplier effect as advertisement inventory rates were lower due to the recession and other advertisers had cut back. Also, given less clutter, our campaigns had better "cut through". On the technology front, we could attract talent as larger organisations were laying off people.

Investment in new product development helped us gain market share when the markets bounced back. It worked because that slowdown was relatively short-lived. Current macroeconomic and structural issues point to a more sustained slowdown, so one might need a different approach.



HEALTH CARE



STOP SMOKING START REPAIRING



A photograph of a man's bare torso with red lines pointing to various health benefits of quitting smoking. The text is arranged around the man's body, with lines connecting the text to specific areas of his torso and head.

- In 1 week**
your sense of taste and smell improves
- In 3 months**
your lung function has increased 30%
- In 8 hours**
excess carbon monoxide is out of your body
- In 1 year**
a pack-a-day smoker will save over \$4,000
- In 5 years**
your risk of a stroke has dramatically decreased
- In 12 weeks**
your lungs regain the ability to clean themselves
- In 12 months**
your risk of heart disease has halved
- In 5 days**
most nicotine is out of your body

**EVERY CIGARETTE YOU DON'T SMOKE
IS DOING YOU GOOD**

Quitting smoking & its benefits



Approximately 400,000 smokers and 50,000 non-smokers will lose their lives this year from the effects of smoking on their bodies according to SmokeFreeKids.org. Most people know that tobacco use is harmful to the body, but what they may not know is that smokers on average will lose up to 14 years of their lives just from using tobacco products.

Why is smoking so harmful? Look at the contents of tobacco. There are over 7,000 chemicals found in tobacco smoke, of which at least 250 of them are damaging to the body. It's one of the reasons that smoking is the leading cause of cancer - it's a leading cause of cancer of the lungs, esophagus, mouth, throat, kidneys, bladder, stomach, larynx, pancreas and cervix.

All types of tobacco are dangerous and addictive, including

cigars and smokeless tobacco. Cigars contain the same amount of toxic chemicals that cigarettes do and are also larger in size, containing up to 20 grams of tobacco. Smokeless tobacco such as chew and snuff can cause oral, esophageal and pancreatic cancer, along with gum disease and oral abrasions.

It's best never to use tobacco products to avoid risks, but it's never too late to quit.

How can quitting smoking instantly improve your overall health?

- Immediately, your body will better hold oxygen in blood circulation as levels of carbon monoxide decline.
- Quitting smoking lowers your risk of cancer, heart attack, stroke and other chronic lung conditions.
- Quitting smoking helps your heart rate and blood pressure return to normal.
- Circulation improves within a few weeks of quitting.
- Fewer coughing or wheezing episodes, as well as less phlegm production.
- Significant improvements in lung function after a number of months.
- Increased senses of taste and smell.

According to www.cancer.gov, people who quit at the age of 50 can reduce their risk of premature death by 50 per cent, and even those who quit at the age of 60 live longer than their smoking counterparts.

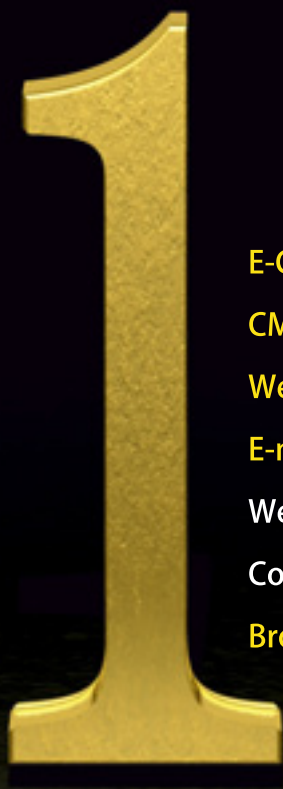
Quitting smoking or using other tobacco products can be extremely difficult, but it does not have to be a losing battle. Many groups offer a support hotline for those that want to quit smoking. Try gaining a support system when trying to quit - the more support you have, the greater your likelihood for success.



Business Network



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Softwares



E-Commerce Portal

CMS Development

Website Design

E-mail Solution

Web Hosting

Corporate Logo

Brochure Design

We understand

Website design as an ART to make difference.

Web promotion as combination of ART and SCIENCE of search engine optimization.



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