



INSPIRATION

2011

self development
family care
laughter time
business management
health care



May the lamp of love burn brightly in your heart,
May the light of understanding shine in your mind,
May the light of harmony glow in your home.
Wishing you a very happy and prosperous new year!



Maulik Bhuptani



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Earlier Publications

The window of wisdom

The ladder of success

The beautiful life

Happiness

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October 26, 2011

PREFACE

Once upon a time, a king had a great highway built for the people who lived in his kingdom. After it was completed, but before it was opened to the public, the king decided to have a contest. He invited as many of his subjects as desired to participate. The challenge was to see who could travel the highway the best, and the winner was to receive a box of gold.

On the day of the contest, all the people came. Some of them had fine chariots, some had fine clothing and fancy food to make the trip a luxurious journey. Some wore their sturdiest shoes and ran along the highway on their feet to show their skill. All day they travelled the highway, and each one, when he arrived at the end, complained to the king about a large pile of rocks and debris that had been left almost blocking the road at one point, and that got in their way and hindered their travel.

At the end of the day, a lone traveller crossed the finish line warily and walked over to the king. He was tired and dirty, but he addressed the king with great respect and handed him a small chest of gold. He said, "I stopped along the way to clear a pile of rocks and debris that was blocking the road. This chest of gold was under it all. Please have it returned to its rightful owner."

The king replied, "You are the rightful owner."

"Oh no," said the traveller, "This is not mine. I've never known such money."

"Oh yes," said the king, "you've earned this gold, for you won my contest."

He who travels the road best is he who makes the road better for those who will follow." The king is visionary. He is inspiring people for wisdom.

We should remember those words of wisdom as you travel the road of life!

It is easy to pay for a product or service. But very hard to repay the inspiration given to us by some one. We are also getting inspiration from our friends, family members, customers, service providers, banks and government to shift orbits of business, my self and my sprit. The only wise way to repay to all is to inspire others for the same. The idea of give back the inspiration to our society is motivating factor to compose this book.

Before few days, this book was al most ready. Final book was stored in USB pen drive. All of a sudden my USB pen drive stopped responding. My friend Mr. Pravin Patel worked on pen drive and retrieved this book's data. It saved my time to rewrite the final content. I am thankful to him for saving my time. I am thankful to our staff members to create wonderful cover page. I am thankful to Dr. Wadhwani (Jetpur) for composing article of medical research on meditation.

My daughter is just 22 months. When I was composing book, she was just looking at me with inspiring smile. So thank you my dear Nishka for your cute smile to energize me to write innovative thoughts in this book. My wife Sonal is also part of book composing. I was doing this composing work early in the morning too. She was always supporting me and took care of feelings. I don't want to appreciate her by just thanks. I want to thank her very very much for being with me.

We hope you will get inspiration for self development, better family relations, your business/job management and to improve your health from the content of this book.

We wish you all prosperous new year !



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SELF DEVELOPMENT



Keep on balancing among
yourself,
your family,
your business
and your health is life.

STEVE JOBS – CO-FOUNDER OF “APPLE”

This is the "Stay Hungry. Stay Foolish" address delivered by Steve Jobs in 2005 at Stanford University:

"I am honoured to be with you today at your commencement from one of the finest universities in the world. I never graduated from college. Truth be told, this is the closest I've ever gotten to a college graduation. Today I want to tell you three stories from my life. That's it. No big deal. Just three stories.

The first story is about connecting the dots.

I dropped out of Reed College after the first 6 months, but then stayed around as a drop-in for another 18 months or so before I really quit. So why did I drop out?

It started before I was born. My biological mother was a young, unwed college graduate student, and she decided to put me up for adoption. She felt very strongly that I should be adopted by college graduates, so everything was all set for me to be adopted at birth by a lawyer and his wife. Except that when I popped out they decided at the last minute that they really wanted a girl. So my parents, who were on a waiting list, got a call in the middle of the night asking: "We have an unexpected baby boy; do you want him?" They said: "Of course." My biological mother later found out that my mother had never graduated from college and that my father had never graduated from high school. She refused to sign the final adoption papers. She only relented a few months later when my parents promised that I would someday go to college.

And 17 years later I did go to college. But I naively chose a college that was almost as expensive as Stanford, and all of my working-class parents' savings were being spent on my college tuition. After six months, I couldn't see the value in it. I had no idea what I wanted to do with my life and no idea how college was going to help me figure it out. And here I was spending all of the money my parents had saved their entire life. So I decided to drop out and trust that it would all work out OK. It was pretty scary at the time, but looking back it was one of the best decisions I ever made. The minute I dropped out I could stop taking the required

classes that didn't interest me, and begin dropping in on the ones that looked interesting.

It wasn't all romantic. I didn't have a dorm room, so I slept on the floor in friends' rooms, I returned coke bottles for the 5¢ deposits to buy food with, and I would walk the 7 miles across town every Sunday night to get one good meal a week at the Hare Krishna temple. I loved it. And much of what I stumbled into by following my curiosity and intuition turned out to be priceless later on. Let me give you one example:

Reed College at that time offered perhaps the best calligraphy instruction in the country. Throughout the campus every poster, every label on every drawer, was beautifully hand calligraphed. Because I had dropped out and didn't have to take the normal classes, I decided to take a calligraphy class to learn how to do this. I learned about serif and san serif typefaces, about varying the amount of space between different letter combinations, about what makes great typography great. It was beautiful, historical, artistically subtle in a way that science can't capture, and I found it fascinating.

None of this had even a hope of any practical application in my life. But ten years later, when we were designing the first Macintosh computer, it all came back to me. And we designed it all into the Mac. It was the first computer with beautiful typography. If I had never dropped in on that single course in college, the Mac would have never had multiple typefaces or proportionally spaced fonts. And since Windows just copied the Mac, it's likely that no personal computer would have them. If I had never dropped out, I would have never dropped in on this calligraphy class, and personal computers might not have the wonderful typography that they do. Of course it was impossible to connect the dots looking forward when I was in college. But it was very, very clear looking backwards ten years later.

Again, you can't connect the dots looking forward; you can only connect them looking backwards. So you have to trust that the dots will somehow connect in your future. You have to trust in something - your gut, destiny, life, karma, whatever. This approach has never let me down, and it has made all the

difference in my life.

My second story is about love and loss.

I was lucky - I found what I loved to do early in life. Woz and I started Apple in my parent's garage when I was 20. We worked hard, and in 10 years Apple had grown from just the two of us in a garage into a \$2 billion company with over 4000 employees. We had just released our finest creation - the Macintosh - a year earlier, and I had just turned 30. And then I got fired. How can you get fired from a company you started? Well, as Apple grew we hired someone who I thought was very talented to run the company with me, and for the first year or so things went well. But then our visions of the future began to diverge and eventually we had a falling out. When we did, our Board of Directors sided with him. So at 30 I was out. And very publicly out. What had been the focus of my entire adult life was gone, and it was devastating.

I really didn't know what to do for a few months. I felt that I had let the previous generation of entrepreneurs down - that I had dropped the baton as it was being passed to me. I met with David Packard and Bob Noyce and tried to apologize for screwing up so badly. I was a very public failure, and I even thought about running away from the valley. But something slowly began to dawn on me - I still loved what I did. The turn of events at Apple had not changed that one bit. I had been rejected, but I was still in love. And so I decided to start over.

I didn't see it then, but it turned out that getting fired from Apple was the best thing that could have ever happened to me. The heaviness of being successful was replaced by the lightness of being a beginner again, less sure about everything. It freed me to enter one of the most creative periods of my life.

During the next five years, I started a company named NeXT, another company named Pixar, and fell in love with an amazing woman who would become my wife. Pixar went on to create the world's first computer animated feature film, Toy Story, and is now the most successful animation studio in the world. In a remarkable turn of events, Apple bought NeXT, I returned to

Apple, and the technology we developed at NeXT is at the heart of Apple's current renaissance. And Laurene and I have a wonderful family together.

I'm pretty sure none of this would have happened if I hadn't been fired from Apple. It was awful tasting medicine, but I guess the patient needed it. Sometimes life hits you in the head with a brick. Don't lose faith. I'm convinced that the only thing that kept me going was that I loved what I did. You've got to find what you love. And that is as true for your work as it is for your lovers. Your work is going to fill a large part of your life, and the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet, keep looking. Don't settle. As with all matters of the heart, you'll know when you find it. And, like any great relationship, it just gets better and better as the years roll on. So keep looking until you find it. Don't settle.

My third story is about death.

When I was 17, I read a quote that went something like: "If you live each day as if it was your last, someday you'll most certainly be right." It made an impression on me, and since then, for the past 33 years, I have looked in the mirror every morning and asked myself: "If today were the last day of my life, would I want to do what I am about to do today?" And whenever the answer has been "No" for too many days in a row, I know I need to change something.

Remembering that I'll be dead soon is the most important tool I've ever encountered to help me make the big choices in life. Because almost everything - all external expectations, all pride, all fear of embarrassment or failure - these things just fall away in the face of death, leaving only what is truly important. Remembering that you are going to die is the best way I know to avoid the trap of thinking you have something to lose. You are already naked. There is no reason not to follow your heart.

About a year ago I was diagnosed with cancer. I had a scan at 7:30 in the morning, and it clearly showed a tumor on my pancreas. I didn't even know what a pancreas was. The doctors

told me this was almost certainly a type of cancer that is incurable, and that I should expect to live no longer than three to six months. My doctor advised me to go home and get my affairs in order, which is doctor's code for prepare to die. It means to try to tell your kids everything you thought you'd have the next 10 years to tell them in just a few months. It means to make sure everything is buttoned up so that it will be as easy as possible for your family. It means to say your goodbyes.

I lived with that diagnosis all day. Later that evening I had a biopsy, where they stuck an endoscope down my throat, through my stomach and into my intestines, put a needle into my pancreas and got a few cells from the tumor. I was sedated, but my wife, who was there, told me that when they viewed the cells under a microscope the doctors started crying because it turned out to be a very rare form of pancreatic cancer that is curable with surgery. I had the surgery and I'm fine now.

This was the closest I've been to facing death, and I hope it's the closest I get for a few more decades. Having lived through it, I can now say this to you with a bit more certainty than when death was a useful but purely intellectual concept:

No one wants to die. Even people who want to go to heaven don't want to die to get there. And yet death is the destination we all share. No one has ever escaped it. And that is as it should be, because Death is very likely the single best invention of Life. It is Life's change agent. It clears out the old to make way for the new. Right now the new is you, but someday not too long from now, you will gradually become the old and be cleared away. Sorry to be so dramatic, but it is quite true.

Your time is limited, so don't waste it living someone else's life. Don't be trapped by dogma - which is living with the results of other people's thinking. Don't let the noise of others' opinions drown out your own inner voice. And most important, have the courage to follow your heart and intuition. They somehow already know what you truly want to become. Everything else is secondary.

When I was young, there was an amazing publication called The

Whole Earth Catalog, which was one of the bibles of my generation. It was created by a fellow named Stewart Brand not far from here in Menlo Park, and he brought it to life with his poetic touch. This was in the late 1960's, before personal computers and desktop publishing, so it was all made with typewriters, scissors, and polaroid cameras. It was sort of like Google in paperback form, 35 years before Google came along: it was idealistic, and overflowing with neat tools and great notions.

Stewart and his team put out several issues of The Whole Earth Catalog, and then when it had run its course, they put out a final issue. It was the mid-1970s, and I was your age. On the back cover of their final issue was a photograph of an early morning country road, the kind you might find yourself hitchhiking on if you were so adventurous. Beneath it were the words: "Stay Hungry. Stay Foolish." It was their farewell message as they signed off. Stay Hungry. Stay Foolish. And I have always wished that for myself. And now, as you graduate to begin anew, I wish that for you.

Stay Hungry. Stay Foolish.

Thank you all very much."



TIME TO LEARN

A young but earnest student approached his teacher, and asked the Master:

"If I work very hard and diligent how long will it take for me to find success."

The Master thought about this, then replied, "Ten years."

The student then said, "But what if I work very, very hard and really apply myself to learn fast -- How long then?"

Replied the Master, "Well, twenty years."

"But, if I really, really work at it. How long then?" asked the student.

"Thirty years," replied the Master.

"But, I do not understand," said the disappointed student. "At each time that I say I will work harder, you say it will take me longer. Why do you say that?"

Replied the Master, "When you have one eye on the goal, you only have one eye on the path."



JUST HELP

One day a man saw an old lady, stranded on the side of the road, but even in the dim light of day, he could see she needed help. So he pulled up in front of her Mercedes and got out. His Pontiac was still sputtering when he approached her.

Even with the smile on his face, she was worried. No one had stopped to help for the last hour or so. Was he going to hurt her? He didn't look safe; he looked poor and hungry.

He could see that she was frightened, standing out there in the cold. He knew how she felt. It was those chills which only fear can put in you.

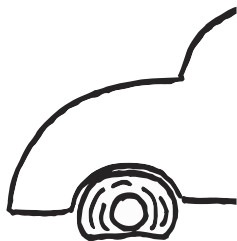
He said, "I'm here to help you, ma'am. Why don't you wait in the car where it's warm? By the way, my name is Bryan Anderson."

Well, all she had was a flat tire, but for an old lady, that was bad enough. Bryan crawled under the car looking for a place to put the jack, skinning his knuckles a time or two. Soon he was able to change the tire. But he had to get dirty and his hands hurt.

As he was tightening up the lug nuts, she rolled down the window and began to talk to him. She told him that she was from St. Louis and was only just passing through. She couldn't thank him enough for coming to her aid.

Bryan just smiled as he closed her trunk. The lady asked how much she owed him. Any amount would have been all right with her. She already imagined all the awful things that could have happened had he not stopped. Bryan never thought twice about being paid. This was not a job to him. This was helping someone in need, and God knows there were plenty, who had given him a hand in the past. He had lived his whole life that way, and it never occurred to him to act any other way.

He told her that if she really wanted to pay him back, the next time she saw someone who needed help, she could give that person the assistance they needed, and Bryan added, "And think of me."



He waited until she started her car and drove off. It had been a cold and depressing day, but he felt good as he headed for home, disappearing into the twilight.

After few years, the lady went out to meet family friend. While coming back to home she saw a small cafe. She went in to grab a bite to eat, and take the chill off before she made the last leg of her trip home. It was a dingy looking restaurant. Outside were two old gas pumps. The whole scene was unfamiliar to her. The waitress came over and brought a clean towel to wipe her wet hair. She had a sweet smile, one that even being on her feet for the whole day couldn't erase. The lady noticed the waitress was nearly eight months pregnant, but she never let the strain and aches change her attitude. The old lady wondered how someone who had so little could be so giving to a stranger. Then she remembered.

After the lady finished her meal, she paid with a hundred dollar bill. The waitress quickly went to get change for her hundred dollar bill, but the old lady had slipped right out the door. She was gone by the time the waitress came back. The waitress wondered where the lady could be. Then she noticed something written on the napkin.

There were tears in her eyes when she read what the lady wrote: "You don't owe me anything. I have been there too. Somebody once helped me out, the way I'm helping you. If you really want to pay me back, here is what you do: Do not let this chain of love end with you."

Under the napkin were four more \$100 bills.

Well, there were tables to clear, sugar bowls to fill, and people to serve, but the waitress made it through another day. That night when she got home from work and climbed into bed she was thinking about the money and what the lady had written. How could the lady have known how much she and her husband needed it? With the baby due next month, it was going to be hard...

She knew how worried her husband was, and as he lay sleeping next to her, she whispered soft and low, "Everything's going to be all right. Bryan Anderson.

THE SPECIAL TEACHER

- Author unknown

One day in 11th grade, I went into a classroom to wait for a friend of mine. When I went into the room, the teacher, Mr. Washington, suddenly appeared and asked me to go to the board to write something, to work something out. I told him that I couldn't do it. And he said, "Why not?"

I said, "Because I'm not one of your students."

He said, "It doesn't matter. Go to the board anyhow."

I said, "I can't do that."

He said, "Why not?"

And I paused because I was somewhat embarrassed. I said, "Because I'm Educable Mentally Retarded."

He came from behind his desk and he looked at me and he said, "Don't ever say that again. Someone's opinion of you does not have to become your reality."

It was a very liberating moment for me. On one hand, I was humiliated because the other students laughed at me. They knew that I was in Special Education. But on the other hand, I was liberated because he began to bring to my attention that I did have to live within the context of what another person's view of me was.

And so Mr. Washington became my mentor. Prior to this experience, I had failed twice in school. I was identified as Educable Mentally Retarded in the fifth grade, was put back from the fifth grade into the fourth grade, and failed again, when I was in the eighth grade. So this person made a dramatic difference in my life.

I always say that he operates in the consciousness of Goethe, who said, "Look at a man the way that he is, he only becomes worse. But look at him as if he was what he could be, and then he becomes what he should be." Like Calvin Lloyd, Mr. Washington believed that "Nobody rises to low expectations." This man always gave students the feeling that he had high expectations

for them and we strove, all of the students strove, to live up to what those expectations were.

One day, when I was still a junior, I heard him giving a speech to some graduating seniors. He said to them, "You have greatness within you. You have something special. If just one of you can get a glimpse of a larger vision of yourself, of who you really are, of what it is you bring to the planet, of your specialness, then in a historical context, the world will never be the same again. You can make your parents proud. You can make your school proud. You can make your community proud. You can touch millions of people's lives." He was talking to the seniors, but it seemed like that speech was for me.

I remember when they gave him a standing ovation. Afterwards, I caught up to him in the parking lot and I said, "Mr. Washington, do you remember me? I was in the auditorium when you were talking to the seniors."

He said, "What were you doing there? You are a junior."

I said, "I know. But that speech you were giving, I heard your voice coming through the auditorium doors. That speech was for me, Sir. You said they had greatness within them. I was in that auditorium. Is there greatness within me, Sir?"

He said, "Yes, Mr. Brown."

"But what about the fact that I failed English and math and history, and I'm going to have to go to summer school. What about that, Sir? I'm slower than most kids. I'm not as smart as my brother or my sister who's going to the University of Miami."

"It doesn't matter. It just means that you have to work harder. Your grades don't determine who you are or what you can produce in your life."

"I want to buy my mother a home."

"It's possible, Mr. Brown. You can do that." And he turned to walk away again.

"Mr. Washington?"

"What do you want now?"

"Uh, I'm the one, Sir. You remember me, remember my name. One day you're going to hear it. I'm going to make you proud. I'm the one, Sir."

School was a real struggle for me. I was passed from one grade to another because I was not a bad kid. I was a nice kid; I was a fun kid. I made people laugh. I was polite. I was respectful. So teachers would pass me on, which was not helpful to me. But Mr. Washington made demands on me. He made me accountable. But he enabled me to believe that I could handle it, that I could do it.

He became my instructor my senior year, even though I was Special Education. Normally, Special Ed students don't take Speech and Drama, but they made special provisions for me to be with him. The principal realized the kind of bonding that had taken place and the impact that he'd made on me because I had begun to do well academically. For the first time in my life I the honour roll. I wanted to travel on a trip with the drama and you had to be on the honour roll in order to make the trip out of town. That was a miracle for me!

Mr. Washington restructured my own picture of who I am. He gave me a larger vision of myself, beyond my mental conditioning my circumstances.

Years later, I produced five specials that appeared on public television. I had some friends call him when my program, 'You Deserve,' was on the educational television channel in Miami. I was sitting by the phone waiting when he called me in Detroit. He said, "May I speak to Mr. Brown, please?"

"Who's calling?"

"You know whose calling."

"Oh, Mr. Washington, it's you."

"You were the one, weren't you?"

"Yes, Sir, I was."



GREAT VALUE IN DISASTER

Thomas Edison's laboratory was virtually destroyed by fire in December, 1914. Although the damage exceeded \$2 million, the buildings were only insured for \$238,000 because they were made of concrete and thought to be fireproof.

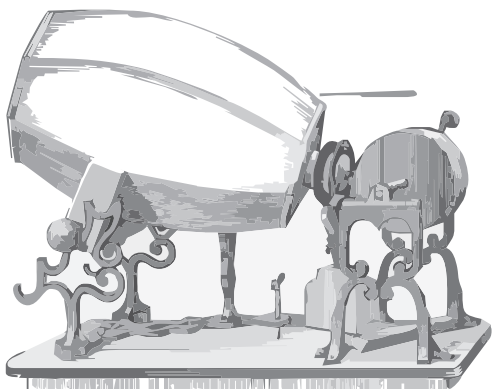
Much of Edison's life's work went up in spectacular flames that December night. At the height of the fire, Edison's 24-year old son, Charles, frantically searched for his father among the smoke and debris.

He finally found him, calmly watching the scene, his face glowing in the reflection, his white hair blowing in the wind. "My heart ached for him," said Charles.

"He was 67 - no longer a young man - and everything was going up in flames. When he saw me, he shouted, "Charles, where's your mother?"

When I told him I didn't know, he said, "Find her. Bring her here. She will never see anything like this as long as she lives." The next morning, Edison looked at the ruins and said, "There is great value in disaster. All our mistakes are burned up. Thank God we can start anew."

Three weeks after the fire, Edison managed to deliver his first phonograph.



CEO AT 30

From studying under the streetlights to CEO of a US firm!

Here is the rags-to-riches story of an extremely talented boy from a small village in Tamil Nadu who has risen to be the chief executive officer of a company in Seattle, USA.

It is also the story of how Kalyana Raman Srinivasan, who was so indigent that he had to study under a streetlight, but then managed to score excellent marks, rose in life and became today's Kal Raman.

At every turn in his life, he took the difficult path and it turned out to be the right one and in the right direction. His rise to the top is more dramatic than a thriller. Today, he is a very successful entrepreneur and the founder-CEO of GlobalScholar.

Difficult childhood

Kal Raman was born and brought up in a small village called Mannarakoil in Tirunelveli district of Tamil Nadu. It was a comfortable normal middle class life for him and his siblings as his father was a Tahasildar there.

But the sudden death of his father at the age of 45 changed everything overnight. Kal was 15 then. "My mother got a pension of Rs 420 a month and you can imagine how tough it is to educate four children and feed five mouths with Rs 420?"

His life changed dramatically after his father's death. The family moved from the rented house to a hut that had no proper water supply or electricity. Kal Raman remembers, "All of us used to study under the streetlight and, thank god, the streetlights used to work those days! We had to sell the plates to buy rice to eat and my mother used to give us rice in our hands. That bad was our situation."

But his mother, who had studied till the 8th standard, was very particular that her children studied. Kal : "All our relatives wanted my elder brother to stop studying and take up the small job offered by the government but my mother wanted him to continue studying."

"Then they wanted me to learn typewriting and shorthand so

that I could get some job after the 10th standard. But mother said, 'My children are going to get the best education I can offer. Education is our salvation.' She was my hero for her vision and she still is my hero."

What kept the family going? "We were sad but because we accepted our fate, we were at peace with whatever that happened to us. We knew our father would not come back to lift us up from poverty. We also knew our salvation was a long way away."

He didn't know why he used to tell his mother, "One day I will give you so much money that you will not know what to do with it!" Years later, he did exactly that!

First turning point in life

Kal Raman believes that God played a hand in all the major turning points in his life. The first turning point in life was after his 12th standard. He got good marks in both the engineering and medicine entrance exams, and for engineering, he got admission at the Anna University in Chennai while for medicine, it was in the Tirunelveli Medical College.

"While going in the bus with my mother to join the medical college, I told her, "If I join for medicine here, the high probability is that my life may begin and end in Tirunelveli.

I really want to see the world.' She agreed with my decision to go to Chennai and join Anna University and study Electrical Engineering and Electronics."

So, he stepped into a new world outside Tirunelveli, and that was Chennai. Though he had got merit scholarship and a lot of good people helped him pay the initial fee, the scholarship amount never used to reach him regularly or on time.

"The mess fee was Rs 250 a month and I used to be a defaulter in the mess at least six months in a year. Till you pay the mess fee, you cannot eat in the mess. So, I used to live on day scholars' lunch boxes and also use to fast. That is when I learnt to fast ! I must say a lot of friends helped me with money and food."

Scarcity of money was so bad that he had no money to buy food just before the final semester exams. When he gave his final semester exams, he had not eaten for a day-and-a-half. "After

finishing the exam, I almost fainted."

The day after the exams came all the scholarship money that was due and it was around Rs 5,000. "That helped us repay some loans."

First job

Like opting for Chennai and joining Anna University instead of a college in Tirunelveli, Kal Raman took another risk with his first job also. His first job was with Tata Consulting Engineers (TCE), and he had a choice of joining either Chennai or Mumbai.

Although he knew nobody in Mumbai, he chose the capital of Maharashtra.

He remembered the first day. "It was interesting. With bag and baggage, I went to the TCE office after taking a shower at the railway station as I had no money to go to any hotel. After the first introduction at the office, the manager noticed that I was wearing slippers to the office. He called me and said, "I don't care which college you are coming from but this is not acceptable. You should come in shoes tomorrow."

I said I couldn't come in shoes the next day and this manager construed as arrogance. "How could you talk like this?" he asked me. I said, "Sir, it is not that I don't want to, but I can't afford to buy shoes. Only after I get my first pay cheque, can I buy shoes. Sir, I request you not to terminate my job because of this. I and my family need this job."

Shocked to hear the explanation, the manager asked, "Where are you staying?" and the reply was, "Dadar Railway Station."

So distressed was the manager to hear Kal speak that he immediately released a month's salary in advance and also arranged for him to be at his friend's place till he could find a place to stay.

"He bought me a pair of shoes and those were my first shoes. The next day, I sent Rs 1,500 from the advance to my mother."

From electrical engineering to programming Kal's rise in career was meteoric in a short span of time. Within a month, he got a chance to move to Bengaluru (then Bangalore) and also to programming.

Soon, he was in Chennai with Tata Consultancy Services (TCS). Within a few months, he was sent to Edinburgh, UK. From Edinburgh, his next stop was the United States. In 1992, he went to the US as an entry level contractor with Wal-Mart. In two years, he was a director running a division.

When he left Wal-Mart after six years, he was a man running the information systems for the International Division of the retail giant.

In 1998, he joined drugstore.com Online Pharmacy as the chief information officer and in 2001 at the age of 30, he was the CEO of the company.

He was at the right place at the right time. "God was there at every step guiding me to take the right decisions. I was also willing to take risks and tread new paths," Kal says.

Starting GlobalScholar

Philanthropist Mike Milken who had donated more than a billion dollars to education, wanted to use technology so that high quality education was accessible to ordinary people.

Milken convinced Kal to join him. That was the time Kal was building schools in his village for poor students.

In October 2007, GlobalScholar was launched targeting both teachers and students by acquiring four companies - National Scholar (USA), Classoft (India), Excelsior (USA), and Ex-Logica (USA) - that were into education.

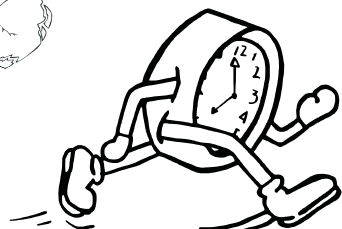
"Three months after the launch, I travelled all over the US, India, Singapore and China talking to teachers and companies and the public. I found that the only way to impact education was by impressing teachers. The biggest scarcity in the world is good teachers. We decided to help teachers with teaching practices and kids, learning practices."

Kal Raman decided to concentrate on the US market as the US is more advanced in using technology. "They are also willing to pay money for technology. At present, schools buy the material which can be used by teachers, students and parents."



DO YOU HAVE TIME?

It was 6PM as I was giving instructions to my team for the technical presentation, which we have for the next morning. My



phone rang. It was from an unknown number. I thought that it must be some marketing call and disconnected it, so that I could finish off my discussion and leave for the day.

Fifteen minutes later my phone rang again and it was from the same number. This time I picked up the call. A male voice greeted me asking my whereabouts, how I was doing and few other details, without giving me a chance to speak. Finally he asked "Did you recognize me?!!"

How could I forget him? It was Karan, my childhood friend. We studied in the same school for just three years, but we stayed in the same apartment, my family was in 2nd floor and her family in 4th. My father and his father were colleagues. He used to spend a lot of time at our home, as his only brother was in a hostel, away from home. We used to go to school together, shop together and sometimes dine together. He was like a brother to me.

Later my father got transferred and we moved to another city, and he got admitted into a premier engineering college and moved out to pursue his education. Internet and mobile phones were not popular at that time. The only option we had was to write letters, which we did for some time but it got discontinued.

Now after nearly 10 years he was calling me. He was telling me how much effort He had to put in, to find my mobile number, and we both were very happy to get in touch again. We spoke for more than an hour and we thought we would meet soon. His office was on my way to home. He asked me to drop by some time and I promised that I would.

Time was just flying and a year passed. I got busy with so many things that I never visited my dear friend. I have emailed him my wedding invitation and asked him to attend my wedding. He could not make it to the wedding, as he had to travel abroad on a project assignment.

We planned again to meet after he comes back. Every day I used to travel by his office, and all I needed to do was just take a U-turn and travel about half a kilometre to reach him. I never took time to do so. I always thought I would do it later when I had some free time, so that I could spend a lot of time with my friend.

One more year passed. I got a good offer in another city and all of a sudden I had to move. I called her up to update my new contact details and he shared some happy news with me. He was getting married and invited me to the marriage. I made arrangements to go to his wedding, but I felt seriously ill and I could not travel. I called him up and wished his good luck.

We both got busy with our new lives and new responsibilities. We did not get time to talk to each other for six months. I made him a casual call on a weekend. His wife picked up the call. Hearing her voice, I could make out that something was terribly wrong. I asked her about my friend. She burst into tears. He passed away a month ago due to some infection in his brain. My mind went blank, and I could not listen anything what she was saying. I disconnected my call. I was in for a complete shock. How could this happen? He was just 28 years old, and how could such a terrible thing happen to a person who was so nice?

I was still holding my telephone, expecting someone to call me back, and say it was just a prank. But it was not so. It was the hard reality.

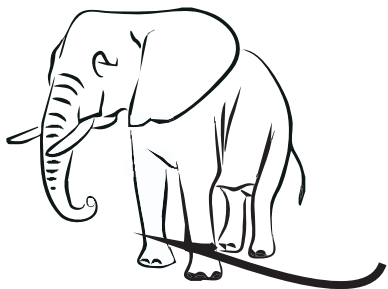
I felt deeply hurt. I did not meet him when I had the chance. Now even though I want to meet him, I cannot. I regret for not making out time for my friend. This will stay with me for my entire life. Whenever I look at his picture, I feel like he is asking "Were you that busy, that you could not find 30 minutes in 3 years?". I feel so guilty when I think of him.

As they say, life takes the test and then teaches you the lesson. I have learnt my lesson. Now I have made it a routine to call all my friends on weekends, and meet them at the slightest possible opportunity.

I am sharing this with you so that you do not make the mistake that I have done. You never know what happens the next moment, so never say "I am busy" for your loved ones. All I can say is that life is too short and nothing stays forever, but memories do.

THE ELEPHANT ROPE

As a man was passing the elephants, he suddenly stopped, confused by the fact that these huge creatures were being held by only a small rope tied to their front leg. No chains, no cages. It was obvious that the elephants could, at anytime, break away from their bonds but for some reason, they did not.



He saw a trainer nearby and asked why these animals just stood there and made no attempt to get away. "Well," trainer said, "when they are very young and much smaller we use the same size rope to tie them and, at that age, it's enough to hold them. As they grow up, they are conditioned to believe they cannot break away. They believe the rope can still hold them, so they never try to break free."

The man was amazed. These animals could at any time break free from their bonds but because they believed they couldn't, they were stuck right where they were.

Like the elephants, how many of us go through life hanging onto a belief that we cannot do something, simply because we failed at it once before?

Failure is part of learning; we should never give up the struggle in life.



FAMILY CARE



Love makes a family.

EXTINGUISHING CHILD ANGER

We decided to go out for one week for a social cause. We were worried about my child. It was long journey by rail. Approximately four days were planned to travel by rail out of seven days. It was very important to go. We started journey. We all were happy. Especially Sonal (my wife) was very happy. Her sister and father were travelling with us. Nishka was also happy. We generally go by car. It was her first time by rail. Nishka was playing with everybody. We reached Raipur on third day morning. Nishka and my sister in law had good tuning. So no worry about her. We finished our job on second day morning. Now one more day left. It was different world in Chhattisgarh. Life is not so fast. We were relaxed in hotel. We decided to go out.



Nishka was with me. My sister in law asked Nishka to play with her. Nishka refused. She tried to convince her many times. But Nishka refused to go to her. At last she said, "I will give koket (chocolate)." Nishka agreed and start playing with her.

After one hour I heard voice of my sister in law. She was saying, "No... Nishka." I went there to understand the situation. I was shocked. Nishka's face was red and tense. She was biting my sister

in law. It was new to me. I could not understand why she was biting. I took Nishka and asked her to stop. She did not stop. She started biting me. It was bigger shock. It was embarrassing situation for me. I thought of stopping her by force. She was just 19 Months old. So it was easy to force her to stop. But it was not possible to control her anger. I wanted to control her anger from root. How to do it? I thought for a while. Example of fire and water came in my mind. I did not stop her to bit me. I hugged her and

said, "Beta I love you." She didn't stop biting me. Again I said, "even if you bit me, I love you." Now force of biting reduced. I tried it more three times and kissed her. She stopped biting. I started playing with her without saying single word at that time. We played for one hour and went to bed. Second day morning, I was ready to go out. Nishka walked up. We played for some time. I said to her, "Do not to bit anybody. Someone will get hurt. Do you like to hurt someone?" She said, "No... No... No..." I said, "See yesterday you bit me too. It hurt me. See this..." She said, "solly(sorry...)" She said sorry to my sister in law too.

Petrol can't control fire.

Power can't control Anger.

Only love can control fire



THE FATHER'S EYES

Bob Richards, the former pole-vault champion, shares a moving story about a skinny young boy who loved football with all his heart. Practice after practice, he eagerly gave everything he had. But being half the size of the other boys, he got absolutely nowhere. At all the games, this hopeful athlete sat on the bench and hardly ever played.

This teenager lived alone with his father, and the two of them had a very special relationship. Even though the son was always on the bench, his father was always in the stands cheering. He never missed a game.

This young man was still the smallest of the class when he entered high school. But his father continued to encourage him but also made it very clear that he did not have to play football if he didn't want to.

But the young man loved football and decided to hang in there. He was determined to try his best at every practice, and perhaps he'd get to play when he became a senior. All through high school he never missed neither a practice nor a game but remained a bench-warmer all four years.

His faithful father was always in the stands, always with words of encouragement for him.

When the young man went to college, he decided to try out for the football team as a "walk-on." Everyone was sure he could never make the cut, but he did. The coach admitted that he kept him on the roster because he always puts his heart and soul to every practice, and at the same time, provided the other members with the spirit and hustle they badly needed.

The news that he had survived the cut thrilled him so much that he rushed to the nearest phone and called his father. His father shared his excitement and was sent season tickets for all the college games.

This persistent young athlete never missed practice during his four years at college, but he never got to play in a game. It was the end of his senior football season, and as he trotted onto the

practice field shortly before the big playoff game, the coach met him with a telegram.

The young man read the telegram and he became deathly silent. Swallowing hard, he mumbled to the coach, "My father died this morning. Is it all right if I miss practice today?" The coach put his arm gently around his shoulder and said, "Take the rest of the week off, son. And don't even plan to come back to the game on Saturday."

Saturday arrived, and the game was not going well. In the third quarter, when the team was ten points behind, a silent young man quietly slipped into the empty locker room and put on his football gear. As he ran onto the side-lines, the coach and his players were astounded to see their faithful teammate back so soon. "Coach, please let me play. I've just got to play today," said the young man. The coach pretended not to hear him. There was no way he wanted his worst player in this close playoff game. But the young man persisted, and finally feeling sorry for the kid, the coach gave in. "All right," he said. "You can go in."

Before long, the coach, the players and everyone in the stands could not believe their eyes. This little unknown, who had never played before was doing everything right. The opposing team could not stop him. He ran, he passed, blocked, and tackled like a star. His team began to triumph. The score was soon tied. In the closing seconds of the game, this kid intercepted a pass and ran all the way for the winning touchdown.

The fans broke loose. His teammates hoisted him onto their shoulders. Such cheering you never heard. Finally, after the stands had emptied and the team had showered and left the locker room, the coach noticed that this young man was sitting quietly in the corner all alone. The coach came to him and said, "Kid, I can't believe it. You were fantastic! Tell me what got into you? How did you do it?"

He looked at the coach, with tears in his eyes, and said, "Well, you knew my dad died, but did you know that my dad was blind?" The young man swallowed hard and forced a smile, "Dad came to all my games, but today was the first time he could see

me play, and I wanted to show him I could do it!"

Like the athlete's father, God is always there cheering for us. He's always reminding us to go on. He's even offering us His hand for He knows what is best, and is willing to give us what we need and not simply what we want. God has never missed a single game. What a joy to know that life is meaningful if lived for the Highest. Live for HIM for He's watching us in the game of life!



APPRECIATION

One young academically excellent person went for an interview for a managerial position in a big company. He passed the first interview; BUT in that Company, the director did the last interview, made the last decision.

The director discovered from the CV, that the youth's academic result was excellent all the way, from the secondary school until the postgraduate research, never was there a year he did not score. The director asked, "Did you obtain any scholarship in school?" and the youth answered "no".

The director asked, "Did your father pay your school fees?". The youth answered, "My father passed away when I was one year old and it was my mother who paid my school fees".

The director asked, "Where did your mother work?" the youth answered, "my mother worked as cloth cleaner." The director requested the youth to show his hands and the youth showed a pair of hands that was smooth and perfect to the director.

The director asked, "Did you ever help your mother wash clothes before?" The youth answered, "Never, my mother always wanted me to study and read more books, furthermore, my mother could wash clothes faster than I could"

The director said, I have a request, when you go back today, go and help to clean your mother's hand, and then see me tomorrow morning.

The youth felt that the chance of landing the job was high and when he went back, he happily wanted to clean his mother's hands. His mother felt strange. With happiness mixed with fear, she showed her hands to the kid.

The youth cleaned his mother's hands slowly and his tears fell as he did that. It was the first time he noticed that his mother's hands were so wrinkled, and that there were so many bruises in her hands. Some bruises were so painful that she shuddered when his mother's hands were cleaned with water.

This is the first time that the youth realized and experienced that it is this pair of hands that washed the clothes every day to earn

him the school fees and that the bruises in the mother's hand were the price that the mother paid for his graduation and academic excellence and probably his future.

After finishing the cleaning of his mother's hands, the youth quietly washed all the remaining clothes for his mother.

That night, the mother and son talked for a very long time.

Next morning, the youth went to the director's office. The director noticed the tear in the youth's eye and asked: "Can you tell what you did and learnt yesterday in your house?"

The youth answered, "I cleaned my mother's hands and also finished washing all the remaining clothes".

The director asked, "Please tell me what you felt"

The youth said:

"Number 1, I know what appreciation is now'. Without my mother, I would not be successful today.

Number 2, Now I know how to work together with my mother. Only now do I realize how difficult and tough it is to get something done.

Number 3, I know the importance and value of family relationship."

The director said, "This is what I am asking, I want to recruit a person that can appreciate the help of others, a person who knows the suffering of others to get things done, and a person that would not put money as his only goal in life to be my manager. You are hired."

Later on, this young person worked very hard, and received the respect of his subordinates, every employee worked diligently and as a team and the company improved tremendously.

The Lessons from this anecdote:

A child, who has been protected and habitually given whatever he needs, develops "entitlement mentality" and always puts himself first. He is ignorant of his parents' efforts. When he starts work, he assumes every person must listen to him, and when he becomes a manager, he would never know the suffering

of his employees and always blame others. These kinds of people, may/will achieve good results and may be successful for a while, but eventually would not feel a sense of achievement or satisfaction.

If we happen to be this kind of (protective) parent, this is the time to ask the question

- Whether we did/do love our kids or destroy them.

-You can let your kid live in a big house, eat a good meal, learn to play the piano, watch a big screen TV but when you are cutting grass, please let them experience it.

-After a meal, let them wash their plate and bowl together with their brothers and sisters.

-It is not because you do not have money to hire a maid, but it is because you want to love and show them the correct way.

-You want them to understand that no matter how rich their parent are, one day they will grow old, become weak and that their hair too will grow grey.

-The most important thing is for your kid to learn how to appreciate, experience and learn the effort and ability needed to work with others to get things done. They should also value, appreciate what the parents have done and love them for who they are! "Every sunrise delivers opportunities, while every sunset asks what we did with opportunities."



UNCONDITIONAL ACCEPTANCE

When Andrew got ready for work one Friday morning, he announced to his wife that he finally decided to ask his boss for a salary raise. All day Andrew felt nervous and apprehensive as he thought about the upcoming showdown. What if Mr. Larchmont refuses to grant his request? Andrew had worked so hard in the last 18 months and landed some great accounts for Braer and Hopkins Advertising Agency.



Of course, he deserves a wage increase.

The thought of walking into Larchmont's office left Andrew weak in the knees. Late in the afternoon he finally mustered up the courage to approach his superior. To his delight and surprise, the ever-frugal Harvey Larchmont agreed to give Andrew a raise!

Andrew arrived home that evening-despite breaking all city and state speed limits-to a beautiful table set with their best china, and candles lit. His wife, Tina had prepared an exquisite meal including his favourite dishes. Immediately he figured someone from the office tipped her off!

Next to his plate Andrew found a beautiful lettered note. It was from his wife. It read: "Congratulations, my love! I knew you'd get the raise! I prepared this dinner to show just how much I love you. I am so proud of your accomplishments!" He read it and stopped to reflect on how sensitive and caring Tina was.

After dinner, Andrew was on his way to the kitchen to get dessert and he observed that a second card had slipped out of Tina's pocket on to the ceramic floor. He bent forward to retrieve it. He read: "Don't worry about not getting the raise! You deserve it anyway! You are a wonderful provider and I prepared this dinner to show you just how much I love you even though you did not get the increase."

Suddenly tears swelled in Andrew's eyes. Total acceptance! Tina's support for him was not conditional upon his success at work.

EDUCATION

An old Farmer lived on a farm in the mountains with his young grandson.

Each morning Grandpa was up early sitting at the kitchen table helping grand children in education. His grandson wanted to be just like him and tried to imitate him in every way he could.

One day the grandson asked, "Grandpa! I try to read the book just like you and I understand it, and what I do understand I forget as soon as I pass exam. He closes the book. What good does reading the book do?"

The Grandfather quietly turned from putting coal in the stove and replied, "Take this coal basket down to the river and bring it to me back a basket of water."

The boy did as he was told, but all the water leaked out before he got back to the house. The grandfather laughed and said, "You'll have to move a little faster next time", and sent him back to the river with the basket to try again.

This time the boy ran faster, but again the basket was empty before he returned home. Out of breath, he told his grandfather that it was impossible to carry water in a basket, and he went to get a bucket instead.

The old man said, "I don't want a bucket of water; I want a basket of water. You're just not trying hard enough", and he went out the door to watch the boy try again.

At this point, the boy knew it was impossible, but he wanted to show his grandfather that even if he ran as fast as he could, the water would leak out before he got back to the house.

The boy again dipped the basket into river and ran hard, but when he reached his grandfather the basket was again empty. Out of breath, he said, "See Grandpa, it's useless!"

"So you think it is useless?" The old man said. "Look at the basket."

The boy looked at the basket and for the first time realized that

the basket was different. It had been transformed from a dirty old coal basket and was now clean, inside and out.

"Now what about you're running speed?"

Boy answered, "It is increased too."

"Son, that's what happens when you read a book. You might not remember everything for life long, but when you read it, you will be changed, inside and out. At the same time you will gain some skill too."



DON'T BE SELFISH

A couple, whom we shall call John and Mary, had a nice home and two lovely children, a boy and a girl. John had a good job and had just been asked to go on a business trip to another city and would be gone for several days.

It was decided that Mary needed an outing and would go along too. They hired a reliable woman to care for the children and made the trip, returning home a little earlier than they had planned. As they drove into their home town feeling glad to be back, they noticed smoke, and they went off their usual route to see what it was.

They found a home in flames. Mary said, "Oh well it isn't our fire, let's go home." But John drove closer and exclaimed, "That home belongs to Fred Jones who works at the plant. He wouldn't be off work yet, maybe there is something we could do."

"It has nothing to do with us." Protested Mary. "You have your good clothes on let's not get any closer." But John drove up and stopped and they were both horror stricken to see the whole house in flames. A woman on the lawn was in hysterics screaming, "

The children! Get the children!" John grabbed her by the shoulder saying, "Get a hold of yourself and tell us where the children are!"

"In the basement," sobbed the woman, "down the hall and to the left."

In spite of Mary's protests John grabbed the water hose and soaked his clothes, put his wet handkerchief on his head and bolted for the basement which was full of smoke and scorching hot. He found the door and grabbed two children, holding one under each arm like the football player he was.

As he left he could hear some more whimpering. He delivered the two badly frightened and nearly suffocated children into waiting arms and filled his lungs with fresh air and started back asking how many more children were down there.

They told him two more and Mary grabbed his arm and screamed,

“John! Don't go back! It's suicide!

That house will cave in any second!” But he shook her off and went back by feeling his way down the smoke filled hallway and into the room.

It seemed an eternity before he found both children and started back. They were all three coughing and he stooped low to get what available air he could. As he stumbled up the endless steps the thought went through his mind that there was something strangely familiar about the little bodies clinging to him, and at last when they came out into the sunlight and fresh air, he found that he had just rescued his own children.

The baby-sitter had left them at this home while she did some shopping.



SAND AND STONE

This story tells about two friends that were walking through the desert. At one point during the trip they started arguing and one of the friends hit the other in the face. The one that had been hit was hurt, but without a further word, wrote down in the sand: 'TODAY MY BEST FRIEND HIT ME IN THE FACE.'

They carried on walking until they came across an oasis, where they decided to freshen up and bathe. But the one that had been hit before got caught in the mud and was about to drown, but the friend saved him. After he had recovered, he wrote down on a stone: "TODAY MY BEST FRIEND SAVED MY LIFE."

The friend that had hit his best friend and had then saved him asked: 'After I hit you, you wrote in the sand and now you are writing on stone, why?'

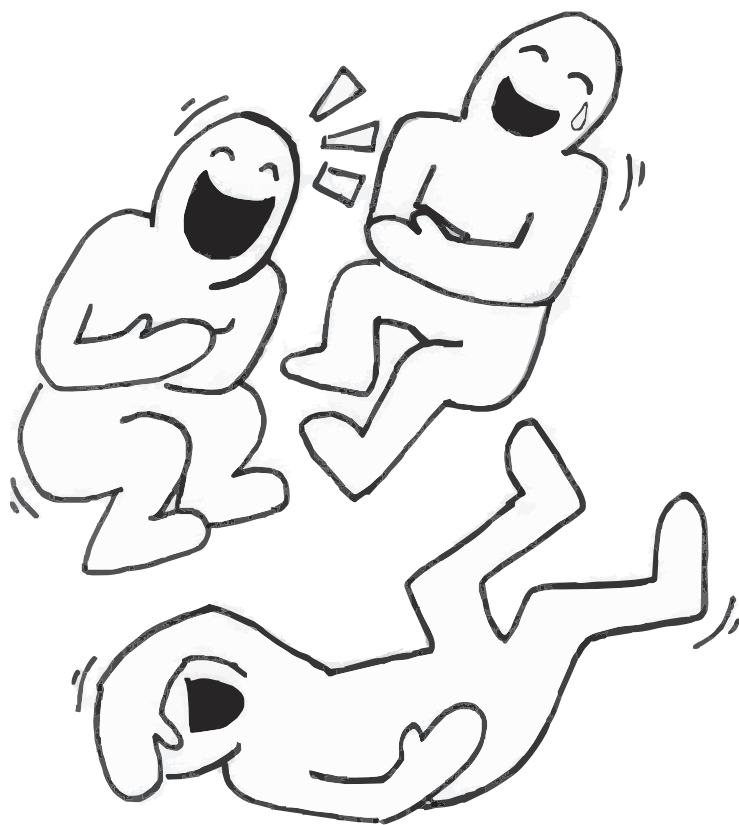
The other friend answered: "When someone hurts us we should write it down in sand so that the wind can forgive us by blowing it away." "But when someone does something nice for us, we should engrave it in stone, where no wind can ever blow it away."

LEARN TO WRITE DOWN YOUR PAIN IN SAND AND TO ENGRAVE THE GOOD EXPERIENCES IN STONE.

They say it takes a minute to find someone special, an hour to appreciate them, a day to get to like and love them, but it takes a lifetime to forget them.



LAUGHTER TIME



BIG JOHN DOESN'T PAY

One fine day, a bus driver went to the bus garage, started his bus, and drove off along the route. No problems for the first few stops – a few people got on, a few got off, and things went generally well.

At the next stop, however, a big hulk of a guy got on. Six feet eight, built like a wrestler, arms hanging down to the ground. He glared at the driver and said, “Big John doesn't pay!” and sat down at the back.

Did I mention that the driver was five feet three, thin, and basically meek? Well, he was. Naturally, he didn't argue with Big John, but he wasn't happy about it. The next day the same thing happened – Big John got on again, made a show of refusing to pay, and sat down. And the next day, and the next.

This grated on the bus driver, who started losing sleep over the way Big John was taking advantage of him. Finally he could stand it no longer. He signed up for body building courses, karate, judo, and all that good stuff.

By the end of the summer, he had become quite strong; what's more, he felt really good about himself. So on the next Monday, when Big John once again got on the bus and said, “Big John doesn't pay!”

The driver stood up, glared back at the passenger, and screamed, “And why not?”

With a surprised look on his face, Big John replied, “Big John has a bus pass.”



DEFINITIONS

- School : A place where Papa pays and Son plays.
- Life Insurance : A contract that keeps you poor all your life so that you can die Rich.
- Nurse : A person who wakes u up to give you sleeping pills.
- Marriage : It's an agreement in which a man loses his bachelor degree and a woman gains her masters.
- Lecture : An art of transferring information from the notes of the Lecturer to the notes of the students without passing through "the minds of either"
- Conference : The confusion of one man multiplied by the number present.
- Compromise : The art of dividing a cake in such a way that everybody believes he got the biggest piece.
- Dictionary : A place where success comes before work.
- Conference Room : A place where everybody talks, nobody listens and everybody disagrees later on.
- Father : A banker provided by nature.
- Criminal : A guy no different from the rest....except that he got caught.
- Boss : Someone who is early when you are late and late when you are early.
- Politician : One who shakes your hand before elections and your Confidence after.
- Doctor : A person who kills your ills by pills, and kills you by bills.
- Classic : Books, which people praise, but do not read.
- Smile : A curve that can set a lot of things straight.
- Office : A place where you can relax after your

strenuous home life.

- Yawn : The only time some married men ever get to open their mouth.
- Etc. : A sign to make others believe that you know more than you actually do.
- Committee : Individuals who can do nothing individually and sit to decide that nothing can be done together.
- Experience : The name men give to their mistakes.
- Atom Bomb : An invention to end all inventions.
- Philosopher : A fool who torments himself during life, to be spoken of when dead



MAKE THE WOMAN HAPPY

Make the woman happy. Do something she likes, and you get points. Do something she dislikes and points are subtracted.

You don't get any points for doing something she expects.

Sorry, that's the way the game is played.

Here is a guide to the point system:

SIMPLE DUTIES

You go out to buy her what she wants (+5)
In the rain (+ But return with Beer (-5)

You check out a suspicious noise at night (0)

You check out a suspicious noise, and it is nothing (0)

You check out a suspicious noise and it is something (+5)

You pummel it with iron rod (+10)

It's her pet (-10)

HER BIRTHDAY

You forget her birthday (-50000)

You take her out to dinner (0)

And it's all-you-can-eat night (-3)

A NIGHT OUT

You take her to a movie (+2)

You take her to a movie she likes (+4)

You take her to a movie you hate (+6)

You take her to a movie you like (-2)

It's called 'Death Cop' (-3)

You lied and said it was a foreign film about orphans (-15)

ENJOY THE 'BIG' QUESTION

She asks, "Do I look fat?" (-5)
[Yes, you LOSE points no matter WHAT]

You hesitate in responding (-10)

You reply, "Where?" (-35)

Any other response (-20)

COMMUNICATION

When she wants to talk about a problem , you listen,
displaying what looks like a concerned expression (0)

You listen, for over 30 minutes (+50)

You listen for more than 30 minutes without looking at the TV (+500)

She realizes this is because you have fallen asleep (-10000)



BUSINESS MANAGEMENT



Three ordinary people put together can think of a better plan than one wise man.

FAILURE IS THE BACKDOOR TO SUCCESS

Anyone who is afraid of failure and afraid to face challenges will never taste success, so said our Professor in Marketing. I did laugh it off at that time but got cold feet when it actually happened in somebody's life.

"I landed in this small tiny Arab State of Qatar in the Middle East to set up a joint Business venture. The project was to set up a world class Car Rental firm, possibly with an International tie up.



Having decided on the project, I earnestly settled myself in getting into the details of registration, premises, stationery, finance, staff etc, etc. With a positive mind, I told myself nothing should stop me now. Having travelled

miles away from home, I was more than keen to make this Business Venture a success. The name of the Company was chosen: SPEEDY Car Rental.

We were into Business for about 2 months and the least expected thing happened. Iraq invaded Kuwait. I realized that we were in a tight spot now. Tension ran high in the region. Eventually the war broke out in January 1991, many people fled the country and the region leaving SPEEDY in deep trouble.

As usual, "when things become difficult, and every effort seems to bring disappointment, it can be tempting to lower your expectations or even water down your goals and ambitions." It was no different with me. I thought of running away, hanging up my boots and calling it quits. I remembered the words of Thomas Edison, the famous scientist who said: "Many of life's failures are people who did not realize how close they were to success when they gave up." How I wished it was true in this case too!

I decided to hang in. I kept telling myself, "I am not afraid of challenges and obstacles", after all they are those frightful things you see when you take your eyes off your goal! I stayed on through those grilling months of uncertainty and insecurity. Finances ran low, banks were up and above to get their dues. To add to all this, the banks even threatened to take all my vehicles that were hypothecated to them. In all this, I felt I made a wrong

decision to move to the Middle East. I was now ready to face FAILURE.

I was living against all hopes. I prayed that the war may end soon. After 2 months it did, but not before I piled up enough debts for me and my Company. Each day I believed that something good would happen.

My Persistence and Perseverance paid off: as soon as the war was over, people started flooding back and the car bookings picked up. The company which was started off with 10 cars now grew five times over. It so happened that all who returned back to the country had no cars as they had already sold them off!

Speedy went on adding to its fleet and very soon entered the Top 5 bracket of Car Hire firms, which included the top names like Avis, Budget, Europcar & Hertz. We were invited by HONDA to visit their plant in Japan, which was a clear indication that the company had joined the big league.

Things were not the same and easy for Speedy. We had to work hard and improve on our sales and service. In a short span of 2 years Speedy grew even more. There were newspaper articles both in the local & international media (Gulf times, Khaleej Times, TTG Middle East etc.) about the Fastest growing Company in the region.

Success, I believe, comes to the one who dares, even after failure, to think positively and look forward confidently. If I had to give up and do like others did, run from the troubled spot, I wouldn't be writing this article.

After all, it's only the experience that makes a man tough. I have learnt 2 lessons from the above experience and would like to share them with you.

Failure doesn't mean you'll never make it. It means that it will take a little longer.

Failure doesn't mean that God has abandoned you. It means that He has a better plan for you.

The so-called Failure is sometimes good; it provides us with a learning experience. “

A LITTLE ROLE

A top business leader who made waves in the Information Technology industry was on a business trip to Tokyo. He was always very humble and shared all his success with his employees. After all his meetings, he went to a shopping mall to buy chocolates and gifts to his employees back in his country.

As he entered wash room of the mall a tiny man was cleaning floor. Businessman seen floor was very much clean. Still that man was cleaning it again and again systematically. The business man was surprised, felt good, and came back. He was noticing him as he was shopping (he was cleaning almost clean floor of shopping area too); he was cleaning with the same system.



The business leader started wondering if he was every fed

up doing the same thing again and again (even the floor was almost clean), he walked up to him and asked, "My dear friend, are you not tired of doing this job, and how long have you been doing this?"

The man smiled and said, "No sir, I am working here from the last 10 years and I like my job."

The business leader was shocked and asked, "Why you have been doing this for 10 years, and why do you like your job?"

The man smiled again and said, " Sir, because I am serving my country."

This was a little amusing for the business leader. He said, " You are serving your country by smiling?"

The little man said, "Yes sir, I clean my mall and all the customers coming to the mall fell happy and relaxed. They shop

more, my boss is happy, and pay me more. Since I am paid more, I can take care of my family. Since I can take care if my family, they are happy. As all the customers buy from us, the demand for goods is more and since the demand is more, there are many factories. Since there are many factories there are many jobs. Since there are jobs, people in the country are happy.

As most of our customers are foreigners, there is foreign exchange. Since there is foreign exchange, our country has lot of money and is richer every day. And people like you who are happy with our service visit our country more often and some time you will tell your family and friends too. My country gets more visitors, more money, more jobs and has more happy people. That's how I serve my country."

Amazed with his attitude, the business leader thanked him and came back to his country. He worked hard to incorporate the same attitude among his employees, and today his company is one of the best companies in the world.



A TRUE LEADER

-Author unknown

A few years ago, Pioneer Hi-Bred International, where I was employed, purchased Norand Corporation. Pioneer's sales representatives in the field used Norand hand-held terminals to upload daily sales information and download new price and sales incentive information. Pioneer bought so many of these hand-held terminals, the economics made the purchase of Norand look interesting. Owning Norand also allowed Pioneer to explore high-technology markets outside agriculture.

But after a few years, the emerging laptop PC technology made the hand-held units obsolete. Pioneer sold Norand at a loss. Pioneer always took a given percent of the annual profits to divide equally among all employees, so our profit-sharing checks were lower than if Pioneer had not purchased Norand. Additionally, my Pioneer stock was lower than it had been before the purchase of Norand. I was not pleased.

The CEO of Pioneer, Tom Urban, made annual formal visits to each of the Pioneer divisions to talk about the state of the business and to listen to employees' concerns. When he walked into the meeting room for his first visit after the sale of Norand, he acknowledged the group, removed his jacket and neatly folded it across the back of the chair. He loosened his tie, undid his collar and rolled up his sleeves. The next thing he said was the last thing I ever expected to hear a CEO say.

He said, "I made a mistake buying Norand and I am sorry. I am sorry your profit-sharing was lower because of the purchase, and I am sorry your stock was hurt by the purchase. I will continue to take risks, but I am a bit smarter now, and I will work harder for you." The room was quiet for a moment before he asked for questions.

A great man and leader stood before us that day. As I sat listening to him, I knew I could trust him, and that he deserved every bit of loyalty I could give to him and to Pioneer. I also knew I could take risks in my own job.

In the brief moment of silence before the questions started, I recall thinking that I would follow him into any battle.

INQUIRE BEFORE TAKING ACTION

On walking into the factory, the MD noticed a young guy leaning against the wall, doing nothing. He approached the young man and calmly said to him, "How much do you earn?"

The young man was quite amazed that he was asked such a personal question, he replied, "I earn Rs.2000 a month, Sir. Why?"

Without answering, the MD took out his wallet and removed Rs. 6000 cash and gave it to the young man and said, "Around here I pay people for working, not for standing around looking pretty! Here is three months' salary, Now just GET OUT and don't come back."

The young man turned around and was quickly out of sight. Noticing a Few onlookers, the MD said in a very upset manner, "And that applies for everybody in this company".

He approached one of the onlookers and asked him,

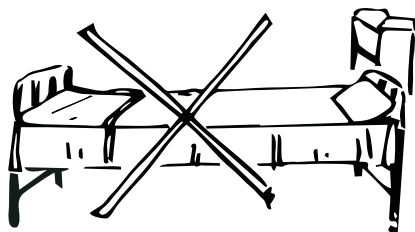
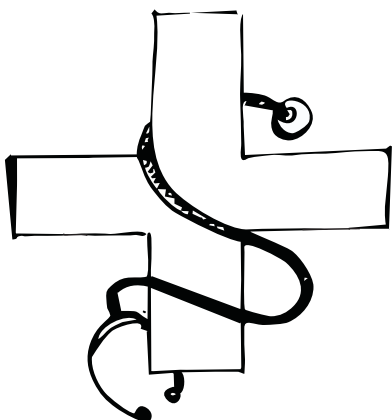
"Who's the young man that I just fired?"

To which an amazing reply came off,

"He was the pizza delivery man, Sir...!"



HEALTH CARE



Your physical health is the reflection of
your mental health.

MEDICAL RESEARCH ON MEDITATION

Meditation is as old as humanity. It is Eastern Heritage. References are traced to 5000 B.C. in Vedas. Gautam Buddha brought meditation into lime light in 2600 B.C. He taught ART OF MEDITATION for the benefit of common man for relief of suffering. 1920 Yoganand Paramhans took meditation to west. In 1960 the clinical research started. Till 2005,813 research papers were reviewed with encouraging result.

In last 5yrs amazing beneficial effects are seen. In 2010, for scientist it was a surprise that it has taken this long for medical science at a practitioner level to adopt treatment by meditation after people across the world have testified to its effectiveness for thousands of years on a spiritual and physical level.

In 2011 – it is recommended meditation should be the part of daily routine. Following is the abstract of Medical Research compiled from different studies.

Physical and health benefits of meditation

As meditation has become more well-known in the West, scientists have begun to quantify its physical benefits in hundreds of studies.

Significant benefits have been found for many health conditions, including heart disease, cholesterol, high blood pressure, insomnia, chronic pain, cancer, and immunity. Because meditation is a low-cost intervention with no side-effects, it shows promise for relief of a wide range of societal and health problems.

In a study of health insurance statistics, meditators had 87% fewer hospitalizations for heart disease, 55% fewer for benign and malignant tumors, and 30% fewer for infectious diseases. The meditators had more than 50% fewer doctor visits than did non-meditators.

Meditation lowers blood pressure to levels comparable to

prescription drugs for those who are normal to moderately hypertensive.

Meditation increases circulation in beginning meditators by 30%, and in experienced meditators by as much as 65%.

Meditation has endorsed by the NIH as effective for the relief of chronic pain. Chronic pain sufferers experience a reduction in symptoms of 50% or more.

75% of long-term insomniacs who have been trained in relaxation, meditation, and simple lifestyle changes can fall asleep within 20 minutes of going to bed.

Meditation reduces blood sugar levels in diabetics.

A group of inner-city residents suffering from chronic pain, anxiety, depression, diabetes and hypertension were trained in meditation. They experienced a 50% reduction in overall psychiatric symptoms, a 70% decrease in anxiety, and a 44% reduction in medical symptoms.

Mental and productivity benefits of meditation

Research on meditation has shown significant improvements in mental health, memory, concentration, and productivity.

Brain scans show that meditation shifts activity in the prefrontal cortex (behind the forehead) from the right hemisphere to the left. People who have a negative disposition tend to be right-prefrontal oriented; left-prefrontals have more enthusiasms, more interests, relax more, and tend to be happier.

Researchers tested novice meditators on a button-pressing task requiring speed and concentration. Performance was greater at 40 minutes of meditation than after a 40-minute nap.

Meditation helps chronically depressed patients, reducing their relapse rate by half.

Meditators notice more, but react more calmly than non-

meditators to emotionally arousing stimuli.

Those with smoking, alcohol, and eating addictions who have been trained in meditation break their addictions with significantly lower relapse rates than those receiving standard therapies.

Middle school children who practice meditation show improved work habits, attendance, and GPA.

Brain scans of meditators show increased thickness in regions of the cortex associated with higher functions like memory and decision making.

Meditation appears to slow aging. Those meditating five years or more were 12 years younger than their chronological age.

BENEFITS OF CHILDBIRTH MEDITATION

Biological and psychological benefits of meditation are transmitted to a womb child through the pregnant woman's bloodstream and through sympathetic resonance. The woman communicates with the child telepathically and energetically, influencing the production of beneficial neurohormones and neurotransmitters (Verny, 02). Postnatal benefits will be transmitted to the child through lactation and breast-feeding and through sympathetic resonance. Before and after birth, meditation benefits are dual, inseparably benefiting the woman and the child.

Childbirth meditation directly reduces blood pressure and heart rate, lowering the risk of pre-eclampsia and potential preterm brain damage.

Attention Gain Entrained in Utero

With the alarming pandemic of attention deficit disorders in children, it's good to see how childbirth meditation can help.

Mindfulness meditation, known and respected in the medical establishment, is a practice of attention. It strengthens attention. It increases attention.

In childbirth meditation, the woman's shift of attention from mind to awareness entrains the womb child to be aware, to orient better.

This can only help prevent attention deficit problems which might arise from hospital birth medications.

Other observed benefits of childbirth meditation:

Meditation is helpful with depression and insomnia (Benson, 1996). Benson also observed cesarean section surgery reduced by 56% and epidural anesthesia use reduced by 85% among meditators.

Altogether, increased attention to the child, increased pain management skills, increased levels of endorphines and important hormones, should be important incentives for women who don't want to risk chemicals and anesthesia in childbirth.

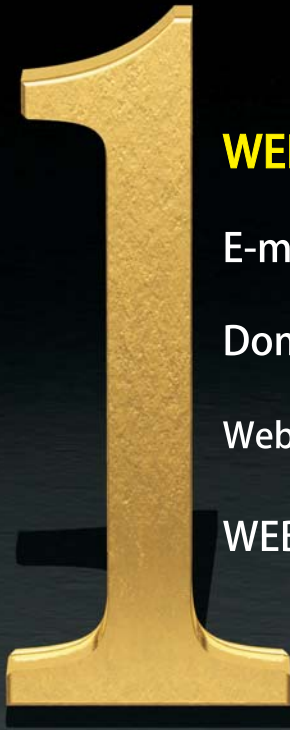
Recommendation from personal experience and experiences and studies of many: There are many techniques of Meditation. VIPASSANA meditation is powerful (Insight, Mindful Meditation). It has both components one of concentration & with help of concentrated mind purification of defilements (impurity) deep in unconscious mind.



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