

TRAINING IS THE MOST IMPORTANT PART OF WORKING AND GROWING



WITHOUT
TRAINING



WITH
TRAINING

Grateful All Around

*I'm grateful for almost everything
One is the fact that I don't cuss
I'm grateful for this shiny dime
To ride this city bus
That takes me to where you are
Because I'm grateful for the both of us
I guess if you have to ask
I'm grateful most for love*

*But I'm also grateful for the sunshine
And grateful for the rain
That washes away the dirt and grime
To make things new again
That's sometimes what tear drops do
Guess they both act one and the same
Imagine the power if you combined
Teardrops in the rain*

*I'm grateful that I thought of this
So I could write it down
As I travel on this city bus
To your side of town
Where I started being grateful
Because to you is where I'm bound
Guess I'll just name this poem of mine
Grateful all around*



infiniteism

A seed is very well protected as long as it remains a seed. There is security in remaining a seed; whereas a plant is always vulnerable. To sprout into a plant makes the seed susceptible, but what is the purpose of a seed? It contains a thousand forests within, and it is in the transcendence of the seed into a plant that these possibilities unfold. If the seed remains transfixed as the kernel, it is no better than a pebble on the beach. Either transcend your comfort zone and reach the higher planes of life, or stay transfixed within your comfort zone and remain stagnant. Don't be afraid to give up certainty for uncertainty. Transcend your comfort zone and turn your life around!!!

Success should feed your sense of responsibility. Awards are mere milestones; not the destination. More people in the world have perished unable to handle their success than not knowing how to handle their failures. Your results of the previous game give you no advantage in the next game. Each issue of infinithoughts will be judged afresh. To the reader all the previous issues don't count in their judgement of the current issue. Yesterday's success doesn't deserve today's applause. After every success, let the lingering questions be, "What next? What more?" This will create futuristic thinking in you, which will in turn design your future. Raise the bar. Set a new goal. Move on!!!

Value: A prospect will buy from you when he wants your product/service more than the money it costs. The undercurrent of the entire sales presentation is to build a value for your product in the prospect's mind. The value of the product depends on what the product can do for him and not what he has to pay for it. At the start of your presentation, in the prospect's mind the value of Rs. 100 is 100 and the value of your product is 0. With every new benefit that you present to the prospect and get him to acknowledge it, the value of the product goes up. Provide some additional information or value addition about your product which will enable him to make a decision!!!

Let us understand and get our perception about the sanctity of work right. You don't work for anybody. You work for yourself. Work should be a happening and not a doing. Work shouldn't be an effort, but it should be a flow. Work should be a celebration. You must dance your way to work and come back whistling your favorite tune. The duration of work, the compensation package, the position at work - should all be details compared to the potential within you getting manifested through work. Your work should not be quantified by what you are getting paid. You must always deliver more than what is expected out of you. Let your heart be ever filled with gratitude for the work you do!!!



Thoughts of mahātrīa

Price: The thing most salesmen do is, in their anxiety to close the sale, offer discounts. Selling by offering discounts is not smart selling. Every rupee of discount offered is loss of profit margins. A good salesman should not only sell but should sell with enough profit margins. If you market only quality products, he may not mind buying, even if he has to create a budget for it.

Cost: It's spread over the entire period for which you use the product or service. Cost includes all future maintenance/repairs expenses too. If the product is maintenance-free and may not fail for the next five years then the price and cost will be the same for the next five years!!!



Aaradhya

(Son of Manoj Nikam)
STD: V-B

Life in **FEI** SMITA PILLAI

My journey in FEI commenced on 18th November 2004.

Logistics was a new for me (post my stint in Banking and Pharmaceuticals) but I decided to explore the same and chose FEI as my stepping stone in this industry.

I started with domestic accounts but within a couple of months was transferred to the international department. Our Intl division was centralised in New Delhi at the time, though Mr Nair wanted it to be in Mumbai.

We (Pratap sir, Shailaja Madam, and myself) were the International team members to make it happen. We transferred international accounts department first, followed by international imports and finally international exports. At that time, I used to handle the dual responsibilities of international imports and international accounts under Pratap sir.

The Year 2007, was one of the most painful years in my professional career, when we lost our beloved Shailaja Madam. I was very close to her (motherly love) so to come back to normalcy after this loss was real tough but as they say the show must go on, so we continued working but the void will remain forever.



My career took upward turn in the year 2010, when I was asked to Head the Accounts & Finance department. I decided to take it as a challenge since Pratap Sir trusted me and gave me the opportunity and I am glad that I am heading the department in the best possible manner. I had to face lot of issues at different intervals, but God is Great, and he always supported me. When I took over, the turnover of the company was one fourth of what is it today. I am proud to be part of this growth. Challenges keep coming to me in FEI and I keep accepting it without complaints. All my roles were always unique and exciting. Today I am even part of HR, Admin & Software teams along with Finance & Accounts.

My family played an important role in my growth with FEI, without whom it would have not be possible. If you are passionate about your work and have support from your teammates and family, you can fly high.

I would like to thank Pratap sir & family who always considered me as part of their family and all my teammates & colleagues who helped me in this endeavour.

DON'T BLOW THE WHISTLE...

I watched a local football match in a school playing ground.
As I sat down, I asked one of the boys what the score was.
With a smile, he replied; they are leading us 3-0.
And I said, REALLY.
I have to say you don't look discouraged.
"Discouraged" the boy asked with a puzzled look.
Why should I be discouraged when the referee has not blown the final whistle.
I have confidence in the team and the managers; we shall definitely overcome.
Truly, the match ended 5-4 in favor of the boy's team.
He waved at me gently, with a beautiful smile as he left; I was amazed, mouth wide open; Such confidence; Such beautiful faith.
As I got back home that night, his question kept coming back to me -
Why should I be discouraged when the referee has not blown the final whistle.
Life is like a game....
Why be discouraged, when there is still life.
Why be discouraged when your final whistle has not sounded.
The truth is that many people blow the final whistle themselves....
But as long as there is life, nothing is impossible and it is never too late for you.
Half time is not full time....
Don't blow the whistle yourself....

STAY STRONG.
HAVE FAITH.
STAY MOTIVATED.
STAY BLESSED.



Mr. Mohan Sitaram Ghadi
father of **Ms. Mamata Pendurkar** from
Corporate office passed away
on 27th February 2021

**WE AT FEI OFFER OUR
HEARTFELT CONDOLENCES**



Mr. Rajaram Ganu Monde
Grandfather of **Mr. Lalit Monde** from
Mumbai branch passed away
on 04th March 2021

BIRTHDAY BOYS/GIRLS

Lakhai Sardar	Kolkata	09th April
K B Radhakrishnan	Chennai	14th April
Shivraj Chavan	Mumbai	14th April
Ganesh Khobrekar	Mumbai	15th April
R. Ramesh	Chennai	20th April
C. Stebin Davis	Corporate	21st April
Ranjit Patra	Kolkata	22nd April
T. Ananda Narayanan	Tirupur	23rd April
Manthan Pawar	Corporate	26th April
Manoj Kumar	Hazira	28th April

NEW JOINEES

Tom Joseph	Kochi
Durbendraprasad Yadav	Mumbai
Koushik Booragadda	Mumbai
Sreehari P S	Mumbai
Varada Karbhari	Mumbai

THEY TIED THE KNOT

J. Nirmal Kumar	Chennai	11th April
Rasik Vaghela	Ahmedabad	14th April
Dilawar Inamdar	Mumbai	14th April
Mohammed Ameen P M	Kochi	15th April
Basanta Pradhan	Corporate	15th April
Vaibhav Malap	Mumbai	19th April
Santosh Nair	Mumbai	20th April
Amol Baad	Mumbai	21st April
Jagdish Shetty	Mumbai	22nd April
Arun Choudhary	Delhi	22nd April
Sarang Pradhan	Corporate	22nd April
Gerald Lobo	Corporate	26th April
Sandesh Salaskar	Corporate	27th April
Tushar Ghume	Corporate	28th April
Avinash Golhar	Mumbai	29th April
A. M. Murali	Bangalore	29th April
Navanath Narawade	Mumbai	29th April
Jayakrishnan Tharakan	Hazira	30th April
Sopan Chaudhary	Mumbai	30th April

HOLIDAY'S FOR THE MONTH OF APRIL 2021

Date	Day	Holiday	Branches
02nd April	Friday	Good Friday	Ahmedabad, Bangalore, Baroda, Chennai, Corporate, Gandhidham, Delhi, Hazira, Hyderabad, Mumbai, Kochi, Tirupur, Tuticorin
10th April	Saturday	Second Saturday	All India
13th April	Tuesday	Gudi Padwa/Ugadi	Bangalore, Corporate, Hyderabad, Mumbai
14th April	Wednesday	Tamil New Year/ Vishu	Chennai, Kochi, Tirupur, Tuticorin

