

# REAL WEALTH TIMES

GIVE WINGS TO YOUR DREAMS

**PG 3**

## MY PROFESSION IS MY PRAYER!

-Mr. Jagdish Joshi

**PG 4**

## LEADERSHIP MULTIPLIER

-Mr. Santosh Nair

**PG 6**

## WEALTH THAT GROWS AND LASTS FOREVER

-Mr. R Gopinath

**PG 7**

## WHY DO PEOPLE LOSE MONEY IN STOCK MARKET ?

-Mr. Pratik Shah

**PG 8**

## REAL WEALTH STORY

Human asset and intellectual asset works like a magnet. When you chase them, financial asset follows. The way, when you chase excellence, success follows. So, don't make money your goal. There is a lot more to life. There is a lot more beyond Finance.

Catch-up an eye opening article on **REAL WEALTH**.

**TURN TO PG 2!**

**Mr. DEEPAK DHABALIA**  
Wealth & Business Coach



**DD'S REAL WEALTH MAXIMIZER PVT. LTD.**

# REAL WEALTH TIMES

GIVE WINGS TO YOUR DREAMS

# REAL WEALTH

- DEEPAK DHABALIA

dhabaliadeepak@yahoo.com



Becoming a millionaire is a valid desire for everyone, but there is no higher success than building and maintaining a world class life with meaning and significance.

Awareness precedes choice, and your choices determine the quality of your life. I've put some serious thought into what makes a world class life. Every time I meet new people, they ask me about my profession. When I tell them I enable people make REAL WEALTH, they look at me confused. Most of them have either never heard of it or have never thought of it. "What's Real Wealth?" I ask you.

Real wealth is a confluence of FOUR assets -

- **Human Asset**
- **Intellectual Asset**
- **Financial Asset**
- **Social Asset**

Out of which, Human Asset and Intellectual Asset works like a magnet. When you chase them, financial asset follows. The way, when you chase excellence, success follows. So, don't make money your goal. There is a lot more to life. There is a lot more beyond Finance.

Let's understand it step-by-step.

## A WORLD-CLASS INNER LIFE

Your outer world - who you are and the quality of your life, is 100 percent determined by your inner world. Your inner world consists of your peace of mind, the quality of your thinking and living authentically. Are you living your true values or doing things based out of fear and worry? Your inner world determines your self worth and how connected you are to your core.

## WORLD-CLASS HEALTH

Your health is a very important part of wealth. If you don't have your health, you have nothing. At the end of your life, the things you now perceive as the big things might be the little things. It's extremely important to put health first, if you really want a world class life.

## WORLD-CLASS FAMILY LIFE

Having loved ones around you, and being able to see your family whenever you choose, is a crucial part of success. The greatest support system in the world is good family and friends. You can't be careless here, you need great relationships and those who make you better.



## WORLD-CLASS PROFESSION/CAREER

When you love what you do, you'll never work a day in your life. It's important to get to the end of your career knowing you gave your best. Yes, unexpected circumstances do happen but you are in control of your own future through the choices you make. Life is not easy nor promised, but it's how you adapt and adjust that determines what happens next. Never settle.

## WORLD-CLASS FINANCIAL FREEDOM

Less than 5 percent of our society will be financially stable by age 65. What after that? Money is extremely important and makes the world go round. It also gives you one of the most important aspects of a world-class life -- freedom.

Money allows you the choices to do what you want, when you want, wherever you want, so you can live on your own terms. What's your game plan to assure a financially free future?

## WORLD-CLASS CIRCLE OF GENIUS

You become who you spend the most time with. Are the people you're associating with holding you to higher standards and challenging you? If you spend time with people who are playing at a world class level, you drastically increase your chances of doing the same. Their ways of being will rub off on you. You'll adapt their philosophies and perspectives.

## WORLD-CLASS IMPACT AND LEGACY

The worthiest aim of life is service to the world around us. How much difference are you making in the world around you? Are you adding consistent value that improves the lives of others?

Generosity is the key that unlocks happiness. There is no greater feeling than when you help or give to others, asking for nothing back. Whether it is a compliment or a small gift, do something nice for somebody every day.

I challenge you not to postpone your life. Most say "when I have more time I will take time for myself" but the reality is life waits for no one. Don't postpone travel or chasing your dreams. Nobody knows when their time is up, so make the most of it by focusing on these eight forms of real wealth.

Create REAL WEALTH for you and your family. Help them cherish it for lifetime.





## MY PROFESSION IS MY PRAYER!

- JAGDISH JOSHI

[jagdish@jagdishjoshi.com](mailto:jagdish@jagdishjoshi.com)

Everyday morning, when the world gets up and packs its bags to leave for work, I get up and ready myself for yet another vacation. In fact, I just realised, I have been on vacation for more than 25 years now. More than two decades of vacationing and I am still not tired!

And I never will be tired. Because my job is my vacation, which is why I never feel bogged down by work. I enjoy my work, it is what challenges me. I do not get up and say 'Damn! It's morning again. I have to rush to work and the same routine.' In fact, every morning I get up with renewed energy and am pumped up the whole day. People do not call me Jagdish Joshi; they have nicknamed me 'Josh Machine' and 'Mobile Generator'. There have been times when people come to me at the end of the day when my sessions are over, and ask me how I can be so energetic through the day. There is no magic formula attached to it. The logic is simple – start loving your work and you will never feel tired. I am ready to BET ANYTHING on this.

Recently, during my visit to Gujarat, the industrial state of India, I had a chance to see someone who shared my passion. The person in the picture is a singer in a band that plays at weddings. These band people are covered from head to toe in their uniform, with no space left for air to circulate. They were playing the band in the burning heat, which was at 44 degrees centigrade. That's summer in Gujarat. But the singer, who was standing on an open jeep, was joyfully singing Bollywood numbers one after the other. Initially, I thought, he would have the energy to sing only a couple of numbers, as the sun was showing no mercy. But as time went by, I observed that he hadn't stopped his singing. He was singing with

the same energy. I was deeply moved by his commitment. He was so involved in his work - in this case, singing - that he was immune to other things around him.

It is your deep involvement that matters. When you have a hold on the circumstances, you become the dictator of circumstances and not a slave. I get involved in my work, which is why I don't get tired of it.

Being a marketing and sales consultant, I meet more than three clients per day. People come to me only for solutions. They all believe I have a solution for all the problems they come across. Sometimes, the issues are repeated. But I never complain. I never say, "Oh God! The same problem again." Instead, I see every problem as a new opportunity to find a new solution. Sometimes, dealing with the same problem differently can get you two different solutions, which is fantastic.

I love solving problems and that's my profession. I am always on my feet. Whether you call me at 12 am or 12 pm, you would find me buzzing with the same energy levels. Start loving your job and you will find you have already become committed and dedicated to your work. You no longer will be faced with problems or obstacles. Instead, you see challenges that you must meet.

**When you have a hold on the circumstances, you become the dictator of circumstances and not a slave.**

I always pray to God for my clients and for the challenges thrown at me, because without these two, I would be nothing in life. God's kindness and my clients' problems are my reason for being. That's why I am forever grateful to them and will always remain so.



# LEADERSHIP MULTIPLIER

Every Individual including you and me have certain aspirations, ambitions, dreams, desires, goals, wishes and objectives in life which may relate to our business, our teams, our families, our nation, the society, or the community we live in.

But in achieving any of our dreams or ambitions whether it be starting of a company or fighting for the freedom of a country, one element in common is: **PEOPLE**.

People can comprise of our family, friends, colleagues, subordinates, leaders, customers, suppliers or employees. All these people also have their own aspirations, ambitions, dreams, desires, goals, wishes and objectives. While some of them may be confident, ambitious, independent, go-getters, others may not have any goals or aspirations at all, some may be scared, directionless, inefficient, confused, unwilling whereas others may lack self-confidence, self-belief, knowledge, attitudes, skills, habits, strategies, talent, potential, commitment, clarity or courage to face uncertainties.

With a mix of all these people, the world has to be transformed and all problems like recession, inequality, stagnancy, corruption, etc. need to be solved.

All these people need to be guided, directed, taught, pushed, inspired and motivated. They need to be assured time and again that they were born to be winners and need to win over all situations in life.

Now the question is - Can an ordinary person bring about such an impactful difference in another ordinary person's life???

The answer is “NO”.

Then who can do such a revolutionary job??

It is only any extraordinary leader who can make it a reality.

As my Guru, Joel Barker defines it, 'A Leader is someone you choose to follow to a place you would not go by yourself’.

I believe that when the world around succumbs to the norms and practices prevailing whether in a society or a company, when people start accepting the given things instead of challenging them, when they start fitting into a wrong culture instead of standing out and when they start giving in instead of fighting back, when people feel a sense of helplessness and become handicapped in front of situations, it is at such a challenging point that a Leader emerges.

One leader is enough to change traditions, to build empires and to bring about freedom to a country, a leader can inspire people to join their mission and change the world. History has seen many such leaders like Mahatma Gandhi, Nelson Mandela, Narayana Moorthy, Sunil Mittal, Mother Teresa, etc.

Leaders like these are required in each and every field including politics, sports, schools, relationships, families, societies, businesses and nations.

I believe that Leadership is an art and a skill that leaders multiply constantly to achieve success. I call such leaders **LEADERSHIP MULTIPLIERS**.



Leadership Multipliers are ordinary individuals who choose to or are forced to go through difficult and dramatic situations, circumstances and humiliations in life and use these adverse experiences to become extra-ordinary beings such that they live a life which will take 40 lifetimes for another person to emulate.

While Leadership Multipliers are such remarkable, exceptional people, what is that they do to become so for Leadership Multiplication?

Leadership Multiplication is a conscious, laborious and repetitive process of inspiring and aligning millions of people into a common belief and vision thereby transcending them to an unimaginable level of thinking and action and in the process creating 100s of replicas who will then carry the torch forward and create thousands of replicas to make this world a better place.

**In any organization, there are 3 types of people:**

- ⚙ There are 29% of the people who will be Actively Engaged, excited to work in a committed manners
- ⚙ 56% of the people are Passively Engaged who comply and cooperate whole heartedly
- ⚙ While the rest 15% are the actively disengaged people who may not be obedient and may rebellious.
- ⚙ For each of these types of people, there needs to be one Leadership Multiplier who can bind all of them together and achieve the goals of the company.
- ⚙ A leader can be of 5 different types.

## DESIGNATION LEADER

This is the Level 1 leader whom people follow because they “have to” follow, out of compulsion. This leader is feared because of the designation and authority he/she holds

## INSPIRATIONAL LEADERS

This Level 2 leader is the one whom people follow because they “want to”. You are a Level 2 leader when you build unique relationships with your employees and they like you for this bond. Staying in this Level may reduce the liking of the subordinates and may not keep them inspired forever.

## EXAMPLE LEADERS

Example Leaders are the Level 3 leaders whom people follow for the extraordinary work they have done for the organization. Such a leader is looked upon by people because they are live examples of what they preach. These leaders create records in the company, and their names spread in the entire eco-system and beyond for their illustrious achievements.

## MULTIPLICATION LEADER

You are a level 4 leader when you create impact on people because of what you have done to them, such leaders create replicas of themselves for the organization. Such leaders have the ability to transform a late-coming employee into a disciplined one, such a leader goes out of his/her way to bring about a meaningful transformation in the people working with him/her.

## ROLE MODEL LEADER

This is the Level 5 leader whom people follow because of who you are and what you represent, your life is a bible for others to emulate. Your legacy speaks for you. This leader is larger than life and people aspire to become like them.

In doing business, you may come across all kinds of situations and people but the true mark of a leader is when they have utmost integrity, honesty, loyalty, compassion, courage to fulfill their commitments, know how to trust people and situations in all circumstances. In doing all the above true leaders must also thrive to be either a level 3, level 4 or a level 5 leader.

So, which kind of a Leader are you?

Excerpts from Leadership Multiplier, a DVD by Santosh Nair.

To know more about him, kindly log on to **www.smmart.co.in** or

call **8589980800**



**Santosh Nair.**  
**Chairman & Chief Mentor,**  
**Smmart Training &**  
**Consultancy Services Pvt. Ltd.**

A ‘collector’s item’ article for you by  
T.I.G.E.R. Santosh Nair, Chairman &  
Chief Mentor of Smmart Training &  
Consultancy Services Pvt. Ltd. – a  
company dedicated to the cause of  
providing solutions to  
entrepreneurs



# REAL WEALTH TIMES

## GIVE WINGS TO YOUR DREAMS

### WEALTH THAT GROWS & LASTS FOREVER

PART 3



**R.GOPINATH**  
gopinathr@go-past.com

“What is the best investment?”

I have often come across this question by my clients, every time I meet them. I always answer this question in three statements:

- 1) There is nothing that can be called as the best investment.
- 2) It is in the Mix
- 3) There is no standard Mix

You would have heard the phrase “An apple a day keeps doctor away”. That means that apple is quite nutritious, so eating it daily can avoid falling ill. Ok, if apple is so good, then why not eat only apple for all meals for six months continuously?

Apple is good. However, only apple is bad. We need a mix of carbohydrates from starch, fibres from some vegetables, vitamins from other sources.

So is with investments. Gold is good, but only in Gold is bad, Equity is good, only equity is bad, Real estate is good, only real estate is bad. Bank deposit is good but putting all our money in it, is bad.

Suppose I have head-ache and I visit the doctor for medicine, and at his clinic I meet another person with head-ache, then we both decide, that one of us go to the doctor and whatever medicine he gives, we will share.

Do you think it is a wise thing to do so?

Well, obviously, No!

It could be quite un-wise. It's the same thing people do when it comes to investments, my neighbours have invested in real estates, I too must catch up now. They are into equities, I must also do that. How wrong this can be, ever imagined?

I was driving my car and the FM radio was on, there was an investor phone-in programme broadcast. One investor calls in and says that he had invested 500000 in xxcx fund and in the last 18 months it has not grown, it has come to 420000 now, what should he do with that now?

The so called “Expert” at the studio says “Immediately close this xxcx fund and get out of it and invest it in ybyby fund that is quite promising.”

Is this the way to advise an investor? Does the “Expert” know the profile of the investor who had called on phone? Does he know when this person will require money? For what purpose he will require money?

Let us say this investor has a daughter who might get married in the next two years and

he may want money for that, can ybyby fund offer that?

Let me further explain this with an example. Let us assume, Mr. Atul and Mr. Prakash are working in the same company and both are drawing equal amount as salary, both are of the same age - 30 years and let us say their family size is also same. But Mr. Atul has inherited 10 Crore property from his parents and Mr. Prakash is in a

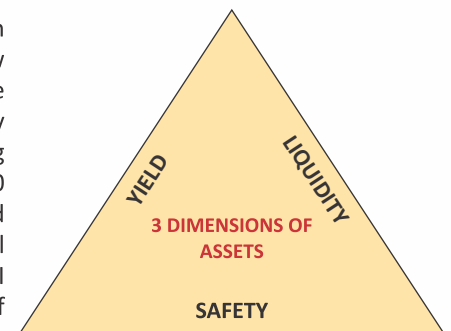


debt of about 10L arising out of a loss in business of his father, can we recommend the same type of investments for both? The capacity to take risks in investments for Mr. Atul is big, whereas Mr. Prakash cannot afford to take risk now.

#### WHAT IS MIX?

In any investment there are 3 dimensions - Safety, Liquidity and Yield. If the surface area is constant, then if you expand one side then one of the other two sides or one side of this triangle gets affected. Many-a-times people want an investment which is rock solid safe like a government backed security and 100% liquid like cash on hand and also provide 40% yield year on year. There is no such investment and no such investment can ever be done in future too.

Let me give you an exercise here, take a new sheet of paper and solve this question below by giving a rating ranging from 1 to 10 scale, 10 meaning maximum and 1 meaning the least. Mail me the working sheet, I will correct the same, if required and send you back the corrected answer.



	SAFETY 01-10	SAFETY 01-10	SAFETY 01-10
Bank Deposits			
Real Estate			
Gold			
Equities			
LIC Endowment Policies			

As a guide to this exercise, let me give you some charts that can give you an idea on the past performance of some of these assets. These charts you find in the last page of this issue. Please refer these charts after giving you opinion in the above table and cross-check your answers.

In the next issue we will see the concept of Financial Pyramid that will guide us on how we should go about selecting our investments step by step, so that our wealth will be long lasting and simultaneously growing also.

# WHY DO PEOPLE LOSE MONEY IN STOCK MARKET?



**PRATIK S. SHAH**  
pratik013@outlook.com

Most of the people lose money when they invest in stock market, agree?

I came across a statistics, which said 90% to 99% of people losses money when they invest in stock markets, and only 1% make profit (90% of them make heavy losses).

So, why most of them lose money? What are the reasons that majority of the chunk is unable to make money out of their investment in stock market?

There are three major factors that are involved, which includes -

## 1) FEAR AND GREED

Let's take a situation for instance. Imagine, if a whole bunch of people with no advance driving skills were to be given keys to drive a formula one racing car at 230 kmph round a circuit, how many would crash after a few rounds?

Probably most of them, isn't it?

Well, this is exactly happening in stock market.

The majority of investors are made up of general public who enters the market looking for instant riches without any business or financial training and as a result crash and burn.

So without financial and business training, how do most people make decision on buying and selling a stock?

The answer is "Fear and Greed"

It is the combination of ignorance, fear and greed that motivates people to buy a stock when the price is too high and sell it when the price is too low, resulting in a loss.

Warren Buffet has aptly simplified the same in his quote:

***"Be Fearful When Others Are Greedy, And Be Greedy When Others Are Fearful."***

## 2) BUYING STOCKS FOR WRONG REASONS

- ◆ My friend has recommended to me and he himself has bought the stock.
- ◆ My colleague gave me this tip or my broker told me that a placement is going to take place at Rs.100/- in next 3 days.
- ◆ My uncle's friend works in the company and he told to buy the stock.

Can anyone figure out what is common in all three scenarios?

There is no fundamental information or reason about the company, why the share is attractive for investments at this valuation and nothing is said about the business or future of the company.

People buy for wrong reasons, they make loss and later blame the market, by saying, "Investing in stock markets is risky".

Still, if you feel that investing in stock market is risky. Let me tell you, RISK is everywhere, even in your business, even in your job, even while you are walking on street, risk is everywhere.

Warren Buffet has nicely defined risk –

***"Risk Only Comes From Not Knowing What You Are Doing."***

## 3) HERD MENTALITY

This third and final key point of this discussion is applicable to almost all asset class. How many times it has happen that a price of a stock has continuously gone up and there is euphoria around it.

Whenever there is an excitement and euphoria in a stock -

It is always a point of discussion.

Most of the people around you and your friend might own it.

You might have a left out feeling, you might feel that you have missed the boat and

Ultimately you end up buying the stock.

This happens to most of us. There are many such examples of euphoria and excitement built up. One such prime example is the end of Bull Run in 2007/2008 when index touched 21000. There was so much excitement around Reliance Group Company. There might be hardly anyone who is invested in stock market and he might not have owned shares in Reliance Group Company.

***"If You Want To Make More Money Than Other People You Cannot Invest Like Other People."***

To know more on investment in stock market write at: [pratik013@outlook.com](mailto:pratik013@outlook.com)





# REAL WEALTH TIMES

## GIVE WINGS TO YOUR DREAMS

### A Real Wealth Story of Hiten Shah's Association with DD

"Sometimes Coincidence leads to fruitful relationships." So was the case with me. It was at a Gurukul Session where I met Mr. Deepak Dhabalia. I attended his Gurukul session. Deepak Sir's approach, his oration, his understanding towards the subject as well as human psychology and behaviour, not only inspired me but everyone present in the room.

The very next day I inquired about Mr. Dhabalia and discovered that he not only leads Gurukul sessions but also is a wealth coach by profession. My Excitement to meet a person with such caliber and knowledge doubled.

Before meeting him I had my own mental blocks, perceptions and opinions for money management. However it all shattered when Deepak Sir explained me the importance of Insurance and Financial Security in our life and how it helps one to achieve desired financial freedom. And there I was!

In the first session itself, sir made me realize that the Pace of my Business was very slow and how I can boost it. He taught me, Future

will be always Bright provided you work on Present. Within 1.5 years duration our business multiplied by double turn over. The credit goes to Deepak Sir's periodical guidance and mentoring.

That's not the end. Apart from business and finance he also added value to different aspects of my life, which encompasses my health, social life, or you can say total well-being. He changed my perception towards everything.

Today when I think of my Real Friends, I can only think of all good coaches I'm in touch with, because of Deepak Sir. Being inspired with positive coaches around us, my wife has published a book comprising 13 stories.

Periodically Deepak Sir would share good books and inspirational audio/videos it motivates me and bring about a change in my Life. I'm sure without his direction I wouldn't have reached this far. Thanks DDRWM!



**Hiten Shah (Mumbai)**  
hiten.7@gmail.com

**New things at DDRWM:** TREK TO TAKMAK FORT - Of the many forts in the Thane region, all of which were primarily built and managed by the Portuguese during their reign of Bassein (Vasai) in the 16th century. Takmak Fort is on a hill to the north east of Virar, on a hill at a height of 2000 feet and it provides some amazing views of the confluence of the Tansa and Vaitarna rivers to the west of the fort, and of Vandri lake near Vajreshwari to the north-east.

The adventurous trip was held on 7th June 2015. It was a wonderful experience for DD's team. We were divided into two groups and every individual's experience was Astounding! Moreover, it proved to be a healthy and fun activity at DDRWM. It not just served as an ice breaker but also successfully developed the team spirit amongst each one of us. Every team member was a first timer for trekking, however, we made it to top!



**DD'S REAL WEALTH MAXIMIZER PVT. LTD.**

**Regd. Off :** 1313-14-15 Ghanshyam Enclaves, Nr. Laljipada Police Chowky, Gandhi Nagar, New Link Rd, Kandivali (W), Mumbai - 400067.  
**M :** +91-9321046777 | **T :** +91-22-28684215 / 60125600 | **E :** info@ddrwm.com | **W :** www.ddrwm.com