

I Love Living...

Puzzle out the nagging riddles of life
with the most successful coach of life mastery



A practical
guide for
effective
living

Rajan

Hi Manivanan,

You are my
inspiration!

Keep growing!
Keep living!

I love

living...

love


I know a guy who came to do ZEAL course, probably you would have seen him at some point of time in your life. Whenever he used to go in front of the crowd people would laugh at him because he would not be able to speak anything in English properly. He would still speak in broken English.

One day I was driving my car and I parked my car at the signal. Suddenly I found somebody banging the glass. I lowered the glass and I saw *this boy*. He said; Good evening Sir! I am the one and he had a toy in his hand. That day only I knew what job he was doing. He was selling toys in that street. His job was to sell toys.

I told him 'you are selling toys and you are meeting so many people on the road, you are not even able to speak in English.' Yes Sir! Whenever I speak in English they laugh but still I sell. Then I advised him to do the *Speak Easy* course which would help him to develop his English. He was so excited and he immediately went and joined in our *Speak Easy* centre at T.Nagar and started learning to speak in English.

Over a period of time he became confident in the language. Then he decided he was not going to sell toys anymore. He said, "I will be another sales man in a construction company." He started selling flats. From being a sales man, selling toys which is the easiest thing one can buy on the road this man was now determined to sell something which is the most important decision anyone can take as a purchase decision in their life, to buy a house that is the ultimate sales with the biggest budget. *How do you do that?* I wanted to know and when I asked him, he said; `Rajan, there also people laugh and probably treat me as a joker!!"

After sometime he left that and he went to promote a hotel and there his job was to promote a pub in that hotel. It was near Koyambedu bus stand and belonged to one of our *Zealians*. I asked him, "what are you going to do there? The pub crowd is totally different. He said yes Rajan I go and meet so many youngsters and they all laugh at me but no problem!!

After sometime when that pub became successful, then I came to know that he had gone into insurance sales. There also people were mocking him. He told me that selling insurance is the toughest. You have to sell somebody the concept, *you die and benefit out of them*. So how can you sell this and nobody wants insurance nowadays. There is so much of competition here. But he said he would survive because *he had decided to survive*. After all people will laugh, no problem let them laugh *but I will do what I have to do* and he kept doing just that.

Recently I met one *Zealian*, of course who is also in the Insurance Company. He told me about this friend of ours who was now an inspiration for the entire company. He had made several records in *insurance selling* and he had attended so many conferences in US and other countries!

I was so impressed by this guy and then I happened to meet him later. I said I heard from a different manthat's what makes me so proud because I knew you were a guy selling toys in the street. He showed me a picture. "Rajan, can you see this Chap." He was shaking hands with a person in the photo and he said you know I attended a convention in US and this man had come and I talked to him and I was so comfortable in talking to him.

I said WOH! You are doing so much, people must be getting inspired. He looked at me and said "they are not getting inspired, they are still laughing at me" but I don't care, let them laugh. I know where I am going towards and I will certainly go towards that. I am not going to give up.

Now look at this guy's graph which started from the road. His name is *Manivanan*, the determination he has shown in his life is exemplary because I have seen him personally from that lowest stage to whatever stage he has reached now. Only great determination has transformed his life. *Now he is talking about becoming a motivational trainer in the US, believe me, not in Chennai, in the US!*

Now this is what is called determination, in spite of people laughing at him, with things going against him, he continued to strive ahead. Such people truly emerge as leaders.

We have heard a lot about decision making in our life, taking right decisions in life but we must know there is no use in taking decisions unless and until it is acted upon.

When it comes to action the most important ingredient we need in our life is:
that determination.

Life should become so beautiful. Raise yourself to that determination and you will see wonderful things happen to you.

We shall meet again next Sunday morning 8 0' clock.
