



**Sandip Foundation's
Sandip Institute of Technology & Research Centre, Nashik
Department of Management Studies
Academic Year 2019-20**

Webinar Why Business & How to become a Leader

Event Title: Webinar on Why Business & How to Become a leader

Date: 07th May 2020

Conduction Duration: 1Hours

Resource Person: Ms Kalyani Shirore Alai (Self Employed)

Coordinator: Mr Prabodhan Patil

Objective:

- 1. To Guide student on the Why to do business***
- 2. To give students a jist about how to become a leader***

About The Program: Department of Management Studies had organized Webinar on Why Business & How to become a leader . the speaker for the same was Ms Kalyani Alai an Alumni of 2013-15 batch. She currently into one of the biggest network marketing company and at a good postion . Kalyani in her session particularly pointed out the difference between Jobs and Business. One notice able thing she told is that in job we have restrictions and we cannot take our own decision and growth possibility are lesser were as in business we are our own decision maker and there is no limit for income. In the second half of the session she highlighted the important traits of an leader and how we must shape our personality in order to become a great leader, at the end question answer session was taken.

Outcome:

- 1. Students understood the difference between Job and business***
- 2. Students got to know the traits of leader***

Photograph:



Sapphire Director
KALYANI SHIRORE ALAI
Pune Top15 &
Founder "New India Queens"

Kalvani Alai's screen



JOB Vs. BUSINESS

This business offers financial security and stability no job can offer you.
This business can be inherited, so you just not secure your future but future of your children too.



Residual Income VS Linear Income

Kalyani Alai's screen









EVERYBODY IS

YOUR LIFE, YOUR CHOICE



IS
T
ed to junk food,
sleeping, social
bits in general
ary pleasure
arning,
elves,
the high they
it and
to fulfillment.

- N** **NETFLIX** did not kill blockbuster. ridiculous late fees did.
 -  **UBER** did not kill the taxi business. limited access and fare control did.
 -  **APPLE** did not kill the music industry. being forced to buy full-length albums did.
 -  **AMAZON** did not kill other retailers. poor customer service and experience did.
 -  **AIRBNS** isn't killing the hotel industry. limited availability and pricing options are.
- Technology by itself is not the disruptor. not being customer-centric is the biggest threat to any business**

YO
1. NO

JACK MA SAID:
IF YOU PUT BANANAS AND MONEY IN FRONT OF MONKEYS, THEY WILL CHOOSE BANANAS BECAUSE MONKEY DO NOT KNOW THAT MONEY CAN BUY MORE BANANAS.
"IN REALITY, IF YOU OFFER JOB AND BUSINESS TO PEOPLE THEY WOULD CHOOSE JOB BECAUSE MOST PEOPLE DO NOT KNOW THAT BUSINESS CAN BRING MORE MONEY THAN SALARIES.
"PROFIT IS BETTER THAN SALARIES CAN MAKE YOU LIVING BUT PROFITS CAN BRING YOU A FORTUNE.



Kalyani Alai's screen

with:

time.
IPLINE.



In just 10 years Camera man and Pilot both lost their Jobs.

Upgrade Yourself With Time!

THE DIFFERENT KINDS OF PEOPLE

	TIME	TRAVEL	MONEY
No job	✓	✗	✗
9-5 job	✗	✗	✓
Self-employed	✗	✓	✓
Business Owner	✓	✓	✓

FOR SUCCESS IS RIGHT



PERSONALITY & GROOMING

Enhance your personality..

Body Language : Avoid playing with stuff while interaction , yawning, looking disinterested, Right Posture makes a difference.

Eye Contact : Always look at the person while talking, genuine smile speaks louder & more effectively than words.

Language : Monitor your thoughts and words, make positive language a habit. Positive phrasing sounds helpful and encouraging.

Keeping Commitments : Potrays your professional image, builds trust amongst people.

PERSONALITY & GROOMING



Bring out the Leader in You

- Always look for opportunity even in problems.
- Set realistic and achievable goals.
- Value discipline and time.
- Begin and take a task to completion.
- Go the extra mile to make your customers happy.
- Be a good team player, support your colleagues.



DISCOVER NEW
PLACES



LEARN &

