

# TAKE A SWING AT IT!

By ROSHNI HANNON roshni.hannon@gmail.com



Does this sound familiar? Picture a typical business networking event where most people are trying to talk to as many people as possible and handout as many business cards as they can in an attempt to build their network. But

then what happens after the event? More often than not, either they do not follow up or spend the next few weeks trying to build a relationship with the person that they met for about 10 minutes! Not always the most successful way to do things ....

So, what are the alternatives? In business, everybody knows that it's not what you know, but who you know. However, creating, maintaining and growing your network of useful business contacts can be frustrating and time consuming. There is no quick fix and no one trick. Successful networking comes from spending quality time with people, showing them who you really are and what you can truly offer. This is where golf comes in.

All sports build trust, confidence and friendship – that is, as long as you play honestly! However, golf does have a real advantage over other sports.

Firstly, it is the only sport where people of different abilities can play along side one another and secondly, unlike other fast paced sports where it is a little hard to discuss business when you are sprinting up and down a court (or having to shout to each other over a net), golf is played on

beautifully maintained green lawns amid ponds and trees. This tranquil environment is ideal to talk to your associates; to build both relationships and discuss business.



So, despite the cliché of middle age men dressed in horrible clothing, golf actually is an excellent way to build and create business relationships for both men and women alike.

But what if I'm not good at golf? Golf is a skilled game and even the best of players have off days but it is how you play, not your handicap that matters. An honest, well-played game of golf will increase people's confidence and trust in you as an individual.

If you feel that you would gain more confidence to network by having a lower handicap, then there are several options available to you. A few private lessons with



your local PGA coach can help brush up on targeted areas or alternatively a good book, DVD or golf tuition app can also work wonders.

As you can see from the March 4, Indo-US Golf tournament, which was a huge success, golf is an invaluable tool for businessmen and women alike. It's a real opportunity to show others who you are and learn more about your current and future associates. Furthermore, it lends itself to discussing business and fostering the relationships that will assure your future success. Take a swing at it and don't miss out.



MARK NATHWANI

## MEMBER SPOTLIGHT AND THIS MONTH'S SPEAKER – MARK NATHWANI

This month's speaker is Mark Nathwani, a successful entrepreneur who has built many businesses from startup to substantial valuations. He has assisted countless businesses to achieve remarkable growth.

He enjoys coaching and mentoring entrepreneurs of all levels and changes in their lives. His business skills were demonstrated as early as 7 years of age when he was a marble trader at school, buying marbles wholesale and selling to his fellow "playground mates." This quickly developed into being appointed head of the Horticulture Society, where he was commended for raising money for the school to build a rooftop greenhouse from selling plants during his lunch hour. The school then handed him the responsibility to operate "the school tuck shop," which he took from operating out of the janitor's closet into the main cafeteria.

At the age of 16 without any money, Nathwani sold 1,000 Rubik's Magic Cubes to Hamleys (United Kingdom's leading toy store) and made a handsome profit.

At 18, while studying for his pre-college qualifications, he traded cars from a desk in the back of a friend's off-license shop.

At 19, he abandoned studies, put his parents' home on the line and worked around the clock in his own retail business. His newly setup business forced three local established businesses to close down within the first 12 months.

Being family oriented and always seeking to help those close to him, he made sure that just within a few months of starting that business that it enabled him to invite his brother to leave his desk job at a lighter company and join him in his journey to entrepreneurial success.

Nathwani is always willing to help anyone who calls upon him. He is a firm believer that with the right coaching and guidance, anyone can achieve the success, freedom and happiness.

His saying in life is "this is not a dress rehearsal. This is the actual performance. Take action!"

Mark Nathwani can be reached at (727) 667-6246 or email mark@marknathwani.com

## MARCH NETWORKING EVENT: Ram Kancharla shared the latest on the development of the Port and Channelside



## Upcoming Indo-US Chamber Event:

### MONTHLY BUSINESS & NETWORKING MEETING

Date: Wednesday, April 20, 2016

Time: 6:30 p.m. to 8:30 p.m.

Topic: Coaching and mentoring entrepreneurs

Speaker: Mark Nathwani

Location: HCI Building (5300 W. Cypress St., Tampa, FL 33607)

This is a FREE event. Dinner will be served. No RSVP required.

## INDO-US CHAMBER MISSION

*"To provide an active forum in which Asian American professionals and business owners, through an exchange of ideas, with a unified voice, can communicate, interact, and secure a position within the business industry and become a source of inspiration by promoting professionalism and excellence through education and community involvement."*

## INDO-US CHAMBER OF COMMERCE EXECUTIVE COMMITTEE

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## WHAT MAKES A GOOD ENTREPRENEUR?

By ROSHNI HANNON

I have a five and an eight year old. I am used to being asked really challenging questions. When do ants sleep? Where is heaven? Will you go there? Oy. Just like those questions, think carefully before you answer this:

### WHAT MAKES A GOOD ENTREPRENEUR?

This isn't like answering do you have brown eyes or blue. This question is not black and white, er brown and blue. It's not about distinguishing good entrepreneurs from the bad ones. It's also not about who among them has the Midas touch and who doesn't.

Being an entrepreneur is no cakewalk. So, whoever has taken or is planning to take this plunge go ahead and take a bow as well. The entrepreneur dares to take an uncharted path, to move out of a comfort zone, to pursue a vision. All of this despite knowing that it's going to be a tough, challenging journey. I have come across some incredible ones. And I have been able to pin-point 5 traits that make stand out and their businesses successful.

### Vision

Entrepreneurs are dreamers. They know where they want to be in the future. They

have a crystal clear vision and a definite sense of purpose and direction to fuel it. Some people say entrepreneurs are gamblers. Well, they are not. Entrepreneurs possess an uncanny ability to look ahead and trust their gut. They recognize unique opportunities that others miss. And they are able to connect the dots to turn even the haziest vision into a masterpiece.

### Passion

No matter how cliché it sounds, passion is an ingredient present in every successful entrepreneur. I have met entrepreneurs who are super talented, experienced and hard-working, but they lack passion. And as a result, the business lacked passion. It's passion that gives you the adrenaline to keep going when the going gets tough.

### Thinking Big

Entrepreneurs are not afraid to dream, think and play big. They don't limit themselves. They try to scale their business when they see an opportunity. At the same time, entrepreneurs are also prepared to face the curveballs, make adjustments, evolve and adapt. Mind you, thinking big isn't only about scaling. It's also about not settling. Even if someone is starting

a restaurant, thinking big means making the experience for patrons extraordinary ... not just a little better than the competitors.

### Self-Discipline

Entrepreneurs are self-disciplined and driven from within. They are consistent in their thoughts and actions. They know they are the ones who will suffer the consequences if they are not buttoned-up. They stick to their decisions and strive to become better than the best. Self-discipline gives them patience, perseverance, power, integrity and confidence to beat the odds and achieve goals.

### Continuous Learning

Entrepreneurs are hungry for knowledge. They are lifelong learners. They find mentors, read extensively, network with fellow entrepreneurs and learn from their mistakes and others. They keep an open mind and are ready to embrace any idea or solution that could be useful for their organization in creating value for society. Only when they learn, they create something new. A true blue entrepreneur may be tempted to give up, but he never does. He doesn't regret his decision of turning into an entrepreneur. He will inspire you to become one too.

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