

RECIPRO CITY®

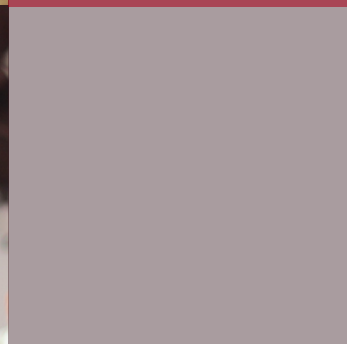
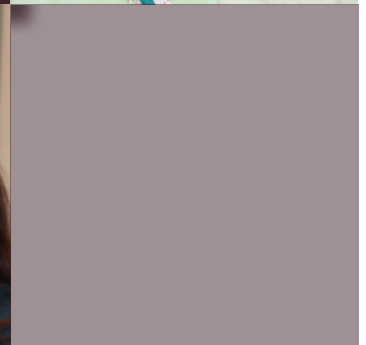
MONTHLY NEWSLETTER, JULY 2018



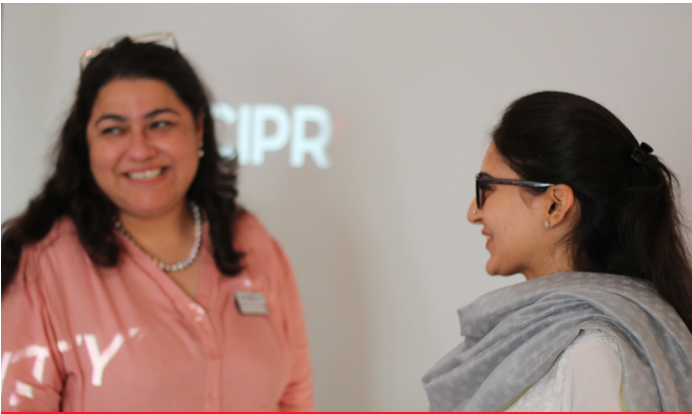
ACES GUILD
MONDAY
7:30 – 10:30
THE WESTIN,
GURGAON



BRAVOS GUILD
WEDNESDAY
7:30 – 10:30
LE MERIDIEN,
NEW DELHI



WELCOMING NEW MEMBERS INTO THE BRAVOS GUILD OF RECIPROCITY, NEW DELHI



WELCOMING GEETANJALI KAPOOR TO THE BRAVOS GUILD, NEW DELHI



WELCOMING AJAY ARORA TO THE BRAVOS GUILD, NEW DELHI

MONTHLY NETWORKING AWARDS



NETWORKING AWARD TO LEENA YADAV FOR MAXIMUM VISITORS



NETWORKING AWARD TO DR. PRITI GUPTA FOR MAXIMUM REFERRALS

PAT AWARDS (PERFORMANCE, ARTICULATION & TIMING)



The Art of Having No Idea

How to get into the open state needed for creative thinking



'Am I being creative yet?'

Most of our ideas never see reality. Our brain moves a thousand times faster than our body, giving out new concepts that seem brilliant to us all the time, but without any of the boring detail & actions required to make them happen.

Bringing these ideas & projects to fruition requires patience and determination. Fortunately for me, the world of networking & learning opened the windows for me to be -to pull stuff from inside me and put it out there into the world. That's my way of thinking about what creative people do when it's going well: pulling stuff from the inside to the outside.

Not to say that what comes out is all about them—it seems to me that what a creative does is tap into something much bigger, something shared but invisible or unspoken—that's floating around in everyone's consciousness waiting to be said or seen, but that most people overlook.

This is what stand-up comedians do; brilliant strategists; good artists; genius physicists; even horrible politicians—they call something out that's just on the edge of acceptability but not quite there yet—and that is energizing; not necessarily good, but definitely mobilizing. It gets things moving.

This is what happens to every new idea: it gets integrated into daily life and starts to become dense and old like everything else. But for a while it carries all the energy of the unknown. That's what creativity is—it comes from somewhere else that we don't know about. A place you can't think your way to.

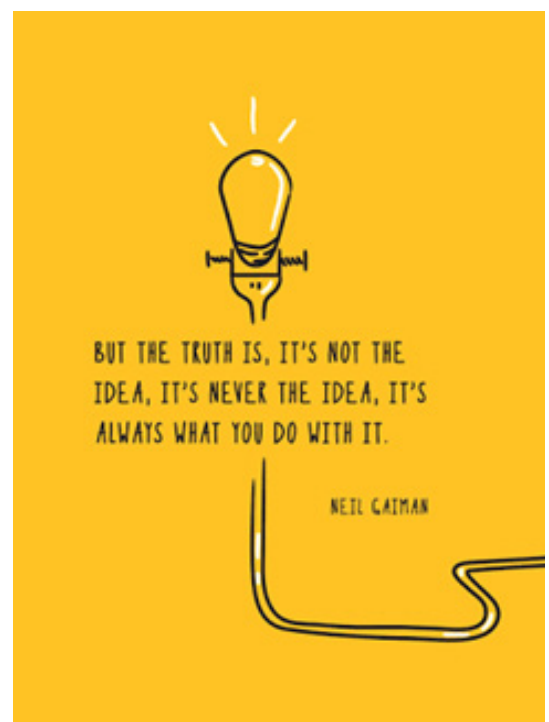
We all need to be creative so that we can make a world that's fit to live in.
So why not start now?

Kanchan Singh Satpathy

B.Arch, BA LLB

Director, Forte Point India, Pvt. Ltd.

Co-Founder, Reciprocity Pvt. Ltd.



KNOWLEDGE NUGGETS

What differentiates you from everybody else, and why should people choose you and your business over your competitors? These are questions you should be asking yourself on a consistent basis, and as entrepreneurs we're always looking for ways increase our leverage. Leverage can change your life and business, but only if you take full advantage of it.

In this challenging new economy you need every advantage you can get, especially in entrepreneurship and business. Gaining the competitive advantage isn't easy and chaos is almost guaranteed, but the upside outweighs the tough times.

Here are five fail-proof ways to gain a competitive advantage as an entrepreneur:

5 WAYS ENTREPRENEURS CAN GAIN A COMPETITIVE ADVANTAGE

1. Positioning is better than prospecting: Everybody is looking for prospects, clients and customers. This never-ending process will burn you out, and is tough to scale. Position yourself as the leading authority, expert, specialist or trusted advisor on your subject. This is strategic and intentional action, but the rewards are exponential. When you're perceived as the expert, people will start coming to you vs. you chasing them. Be elite and exclusive, and make it an honor to work with you.

2. Plans fail, movements don't: Reposition your business and make it "about something." Think about Disney. It's not about movies, amusement parks or cruises, the company is where "Dreams come true." Think about how Subway went from being a fast-food chain to being a weight loss program. The entrepreneurs on a mission bigger than themselves are always attracting top tier talent. Life becomes much more fulfilling when you become involved in a movement or a cause greater than yourself.

3. Stand on the shoulders of giants: You don't need to reinvent the wheel, and you sure as hell don't need to figure everything out yourself. Find something that is already working and make it better. A penguin cannot become a giraffe, so just be the best penguin you can be. A smart person learns from their mistakes, as all successful people do, but those wanting world-class results learn from other people's mistakes so they can shorten their learning curve, and not waste as much time.

4. Become a people developer: One of the biggest learning curves you will go through is realizing you can't do it yourself. You not only need a solid team around you, but you need to know how to develop and lead that team. When you watch sports, you'll find the most successful teams play well together, compliment each other and have one single focus: winning. The same goes for business and life. The people you have in your inner circle, and those you associate with the most are your team. Who needs to be on your team to make sure you have a "dream team"?

5. Create raving fans and advocates: Business is the management of promises and if you can consistently deliver and exceed promises for all your customers, you're ahead of the game. It's much more expensive to get a new customer than it is to take care of the ones you have. The purpose of business is to create raving fans and advocates, who will go out of their way to promote what you do. Not because you asked them, but because they want to. You must create a culture where people are passionate about meeting the clients needs.

At Reciprocity, we keep our members curious with concpets through short nuggets and capsules.

FEAR OF SUCCESS

There is no 'fear of failure'. Failure just means we need to try something different. Fear of success? Now that's the issue.

There is only one thing standing in the way of our success. It's us. We set deadlines, create to-do lists, write marketing plans, network like crazy and tell people about our incredible ideas. Nothing else is in the way of getting us to where we want to go, except self-sabotage - The pesky excuses why we didn't get something done, telling ourselves mediocre is good enough or believing that huge goal we set is just too big. It's not because we can't do the big thing; it's just because we are afraid of the results.

So, what if you are successful? You might make a huge difference? Because making a huge difference is what you're meant to do, what you were created to do, why you were put on this earth. Even if it's a huge difference in one person's life.

We are terrified of success. Of the overwhelming amount of lives we can change, because we have that power inside of us.

Ask yourself the following questions:

Why am I standing in my own way?

What do you need to let go of? What words have others said that still fill your mind?

What does success look like to me?

Success needs to be defined. Getting clear on your goals is key to know what success looks like. Will you hit a certain monetary goal? Will you help a certain number of people? Are there smaller successes along the way you can set to get to your big success?

What happens when I am successful?

It can be a huge release to finally hit success, but what will happen when you finally get there? Will you set another goal? Will you celebrate? Will you find a new direction? Will you quit?

Because you will be successful if you decide you're going to be. Get out of your own way and quit with the excuses.

GREAT LEADERS CREATE A CULTURE OF QUITTERS

We always hear that employees don't quit companies, they quit leaders. Organizations invest time, energy, and resources developing leaders who foster employee engagement. Employees might quit an organization because of a bad leader; however, these same employees may quit their own bad behaviours because of a good leader. In other words, great leaders create a culture of quitters! Great leaders encourage people to quit trying in four key areas:

EMPLOYEES DON'T QUIT COMPANIES, THEY QUIT LEADERS

1. QUIT TRYING TO PLEASE EVERYONE

2. QUIT TRYING TO DO EVERYTHING

3. QUIT TRYING TO FIX EVERYTHING

4. QUIT TRYING TO CONTROL EVERYTHING

1. Quit trying to please everyone: We feel compelled to please others and don't like the idea of someone being disappointed with, frustrated about, or indifferent toward us. So, we try to please everyone. This wastes time and energy. Great leaders give employees permission to disappoint some people. They work with their employees to find out who truly matters most to the success of the team and organization. This gives employees the freedom to say 'no' to certain requests and give a big 'yes' to others.

2. Quit trying to do everything: You have limited time, energy, and resources. When you attempt to do everything, you usually accomplish nothing with excellence. When faced with the choice of doing one task over another, you may let your feelings or egos push you to try to do everything. Great leaders work with team members to determine the team or organization's most important goals, and to ensure clarity about the role everyone plays. This allows team members to prioritize their efforts, and they learn what tasks to accomplish and which ones to let go.

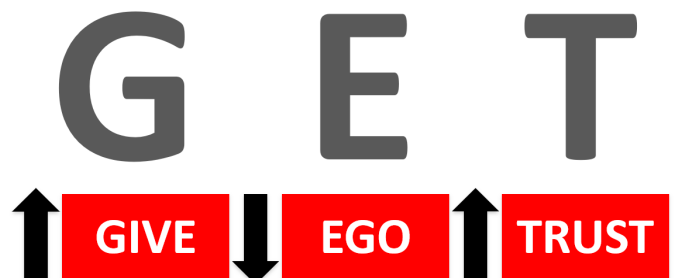
3. Quit trying to fix everything: Most organizations arguably measure too many things and try to optimize everything. This creates no sustainable advantages. Great leaders give employees permission to be just ok at some things. They do this by allowing some measures to be sub-optimal, or cut the measure altogether in order to provide a very clear set of measurable goals that will allow employees to play a winning game.

4. Quit trying to control everything: We try to control everything, even the weather, stock market, or traffic! Highly effective people know that the best energy is placed on things you can control or influence. Great leaders allow employees to let go of things they can't control and focus on things that employees can truly influence.

How well you are doing and are creating a culture of successful quitters?

NETWORKER CHECKLIST

1. Ability To Generate Trust & Build Relationships, Feedback Based
2. Expertise Of Your Domian, Makes Me Ask
3. Ability To Honour Commitments, Reliability
4. Giving Behaviour
5. Participation & Visibility



LEARNING FROM RECIPROCITY'S GUEST SPEAKERS



PRAGGATI RAO, DIRECTOR AT EDUCONCEPTS INDIA INITIATIVES
BUILDING TRUST WORTHY BUSINESS RELATIONSHIPS

“It’s only about people, the rest is technology!”.....Erickson

Coming from a technology giant this statement is huge and highlights that the room for growth is within and with people that you network with or do business with. The recent trend of adaptation of technology is purely to save time and effort. But looking in context to our lives we waste most of the time in creating an effect over others through our language that further needs repair. To achieve the outcomes of being skilled communicators who choose what they want from life in general and that too fast yet connecting at a much deeper level, I chose to introduce the NLP Precision Questions to recognize and challenge Deletions, Distortions and Generalizations in the participants and their clients.

We also explored how questions stay with us and in others to solutions where none existed. The idea was that the more flexibility one has over the language, the more potentially invigorating one can be. Their ability to influence their potential client’s experience is enhanced manifolds too. Considering people choose us based on what states we inspire in them, it was definitely an intelligent choice.

The Topic of Lazy Language & Precision questions aimed to restore ownership of one’s actions and thus results. It raised the awareness of the participants on how to elegantly empower themselves and at the same time acquiring skill of questioning precisely without beating around the bush to save time and effort. The whole idea of realising the three ways by which people use lazy language and how a precision question can uncover – personal limitations, vague actions, comparisons, opinions, abstractions, stoppers and limiters, universal statements, motivations, interpretations and so much more while still maintaining trust and being in rapport.



VARIJA BAJAJ, VARIJA DESIGN STUDIO
IT'S NOT ROCKET SCIENCE

“It doesn’t sound like rocket science, I am sure we can do it!”

Said Varija, when her client asked her to produce a bed linen collection based on the cushions Varija had gifted her on the occasion of Diwali. She found out all about textile specifications and designed the entire linen set for her customer. Next, her client wanted coordinated curtains, and it’s not rocket science, so Varija got her team to design curtains for the client. Looking at the opportunity of a synergistic product line, Varija launched a trousseau bed linen collection for the brides already visiting her store for clothing. That became such a success that soon thereafter she was even began to design furniture for her clients and so Varija Homes was launched.

Sharing from her past experiences, Varija Bajaj left a powerful mantra for us at Reciprocity. This simple mantra not only gave her constant business opportunities but also kept her learning and growing in the process. Today, Varija Bajaj has a fashion label, interior design & furnishing brand and an initiative to help dress people with physically challenged, Varija Life.

Varija’s key approach and vision has been to deliver not just good clothes but real satisfaction to her clients. Like she said, “If your clients want rotten apples, start selling rotten apples.” Having a fully customizable service available in clothing and accepting all challenges her clients gave her, Varija consistently grabbed the opportunity to learn, deliver & expand her product range in order to deliver satisfaction. A design lover who didn’t get admission to learn design at any university, today, runs a design conglomerate. Additionally, Varija teaches design at over 40 universities across the globe.

Varija is a designer by passion and a business tycoon by professional qualifications. Her story is truly an inspirational drive for the entrepreneurs in the forum to follow their passions and just take unstoppable actions to pursue them.

PUNIT MODHGIL, CHIEF MARKETING OFFICER AT VALUEFIRSTDIGITAL DIGITAL DISRUPTION FOR 2020



1 - People are immune to Hard-selling. Content IS the New Advertisement. Content is the new SEO. People connect to any content which does not sell or feature a product. A Furniture seller instead of showing photos of their creation or waiting for walk-ins, could do better by producing a coffee-table book of 100 Beautiful Homes, or produce a video on “How to Set a Dining Table in 5 minutes”. Don’t think Product Pitches. Think Problem Solvers.

2 - Don’t Spray and Pray. When distributing content, choose the right medium. Instagram is good for businesses of Fashion, Apparel, Travel, while LinkedIn is good for Services Industry. Facebook is good for Personal Brands while Twitter is good for Influencers and Celebrities. For B2B large ticket brands, they should do offline events. You will burn money if you choose the wrong medium. For example - if you try and sell multi-crore apartments on Facebook, you are just flushing your notes down the drain.

3 - Measure What Matters. Have you chosen the right metrics ? Better data and how to use it. Data is simply how we listen to customers. The better you understand them, the happier you can make them. The happier your customers, the less vulnerable you are to disruption and bankruptcy. Choose Data points which are relevant to your business. Don’t use Vanity Metrics. For Example - an interior designer should consider how many Houzz.com reviews has their firm got, and what are people writing about them to get customer insights.

4 - Video is the Colossal medium of 2020 : Live and pre-recorded video will continue to be huge in 2020. Videos give prospective customers a way to know, like, and trust that goes beyond blogging. With tools like iMovie, Screenflow, and ContentSamurai, it’s easy enough to turn blog posts into videos and upload to YouTube, Facebook, and even Instagram. The more authentic, real and quick you make your videos, the more consumption there will be. Boring, long, heavy, and studio-recorded videos are Out.

5 - Authenticity : The most important trend is the complete and unrelenting move towards honesty, authenticity, and transparency. Digital marketers who are anything other than 100% authentic and honest will be outed by the population at large.

6 - Hindi is the new English. Google Data Shows 94% growth rate for Hindi content consumption. Keeping this in mind global brands has started focusing on regional language as art of their strategy. Google supports languages such as Hindi, Gujarati, Marathi, Bengali, and Tamil among others. With 127 million Internet users in India consuming content in local language, all global social media sites have realized the fact that they if they don’t go local in India they might soon lose relevance.

SANDEEP KOCHHAR, BLEWMINDS CONSULTING, BECOME A STORYTELLER



We were thrilled to host Mr. Sandeep Kochhar from Blew Minds Consulting. He has been an inspiration to millions of people with the storytelling approach that he adopted on LinkedIn. Sandeep shared his story with us - from his stint at corporate firms to his journey into entrepreneurship.

Leaving a successful corporate career, Sandeep took the leap into entrepreneurship and, within a year, he had invested his time and resources into multiple start-ups. In hindsight, it occurs to him that the motivation to make his mark was fueled by greed and fear. The greed to make it to the top and the fear to lose it all.

In April 2017, he started writing stories on LinkedIn. He realized that the platform at that time lacked a genuine voice. He started writing stories inspired by his life and experiences. Adopting an authentic and vulnerable storytelling approach, his stories slowly and steadily started making a difference in people’s lives. One of his stories got viral, followed by a splurge of people finding their own stories within his writings. His stories saved the lives of 5 people who were in depression and were contemplating suicide.

Sandeep believes in the power of storytelling - the ability to change mindsets and belief systems. He was awarded with the Best Storyteller of the Year Award by the World HRD Conference. Sandeep is on a mission to impact 5 Billion lives. He is a major influencer on LinkedIn and his company, Blew Minds Consulting, is changing the paradigm of consulting space in India.



ANAND BHARADWAJ, INVESTMENT COUNSELLOR, SBI FINANCIAL PLANNING FOR ENTREPRENEURS

Planning personal finances is a subject that has been dealt by many stalwarts of the industry in very many ways. If one was to look at the Classic financial planner's approach, it would broadly be categorized into need gap analysis & goal-based planning. However, an integral part of planning is the individual's risk-taking capacity and the corresponding portfolio matching it. Portfolio creation is subject to various macro and external factors but those that are in line with the risk profile of an individual is expected to give better returns vis-à-vis others factors. To create a portfolio, it is important to understand the asset classes and their relevance. This aspect in general is left unanswered or uncharted as the case may be. At times one takes little or no interest in understanding it due to various cognitive biases apart from host of other constraints.

This session's objective was to create awareness by giving an overview of asset classes for the beginners. A revered friend had mentioned about the accomplished group at reciprocity. And it was no surprise that people from BFSI were also present for the session, who I must concede, would have found the session quite rudimentary. However, the session was dedicated to the young bloomers who were not exposed to financial planning.

To begin with the aspects of a financial planning, it is important to appreciate the legacy or the baggage of the known and the untouchables. Our forefathers have always believed in physical possession of things and that is true for our outlook on creation of assets, namely land/flat/house and gold of course. In fact, if I was to ask about asset, an excited neuron would run quantifying the real estate or gold that is in our possession. Seldom would this thought go to financial assets, for most of us have been taught the dark fables on investing in markets. So, the journey from the legacy assets that we have known to create wealth and prosperity to financial assets requires letting go of the cognitive biases we have carried from generations. RERA, GST, DeMon & Benami Property act are the new age realities that have to be factored in case of new investments.

Financial assets compared to physical assets are more accessible and highly liquid. Yes there is market risk or credit risk or an interest rate risk etc., but one should not throw the baby out with the bath water. There is a risk of not taking a risk. And fixed deposits (FDs) post talks on "Bail In" clause under the Financial Resolution and Deposit Insurance Bill did give sleepless nights to the common man. Though the bill is in a limbo, it did destroy the notion of FDs as safe haven. But wait, ballooning of NPAs in banking/nbfc could change the entire discourse of keeping money with Banks and NBFCs. Don't put all eggs in one basket is a known fact but practiced sparingly. In my concluding remarks, I would like to borrow from what Alan Lakein said and I quote "Failing to plan is planning to fail". And last but not the least, Compounding is the most understated financial principle that has power to set you financially free in future only if you start early.



DR. A. FRANCIS JULIAN, SR. ADVOCATE, SUPREME COURT AVOIDING LITIGATION: PRE-EMPT, PREVENT, PROTECT

Litigation is process of deciding a dispute through an adversarial process before a person of authority by 2 or more contesting parties. This may be in court of law. Arbitration or other quasi-judicial tribunal.

Litigation is a costly affair. Its expensive in terms of money and energy consumed. That is why it is crucial that one takes all possible steps to avoid litigation.

The first step is to be aware of your rights. Legal disputes are nothing but the adjudication of 2 competing set of rights. When you are aware of your rights, you will know where you stand in a conflict and are better able to judge whether it is worthy of being made into a dispute.

For ex: Before signing an agreement, it is crucial that you get it scrutinized by a lawyer with experience in that area of law. This will prevent unnecessary disputes due to one-sided contracts.

ADR plays a major role in preventing and avoiding litigation. Very often, the conflict can be resolved just by creating a proper communication channel between the parties. The presence of a mediator/conciliator will ensure that this channel is not marred by unnecessary bitterness between the parties.

KRISHNAN RAMAN, CONSULTANT & TRAINER AT FRANKLIN COVERY
FIVE BUILDING BLOCKS FOR MONEY

Have you ever done mental pushups? Inside your head, really imagine yourself doing pushups. Isn't that just super easy? That's exactly how we are in life.

Krishnan Raman started his interaction with us on this impactful exercise.

We imagine everything we want to achieve, be it success in business, health, relationships, life, we think of it all but scarcely act to cause it. It is mostly this gap that makes us feel like a failure, give up before even trying hard enough or really achieving that completion in our work. Don't think, just Act!



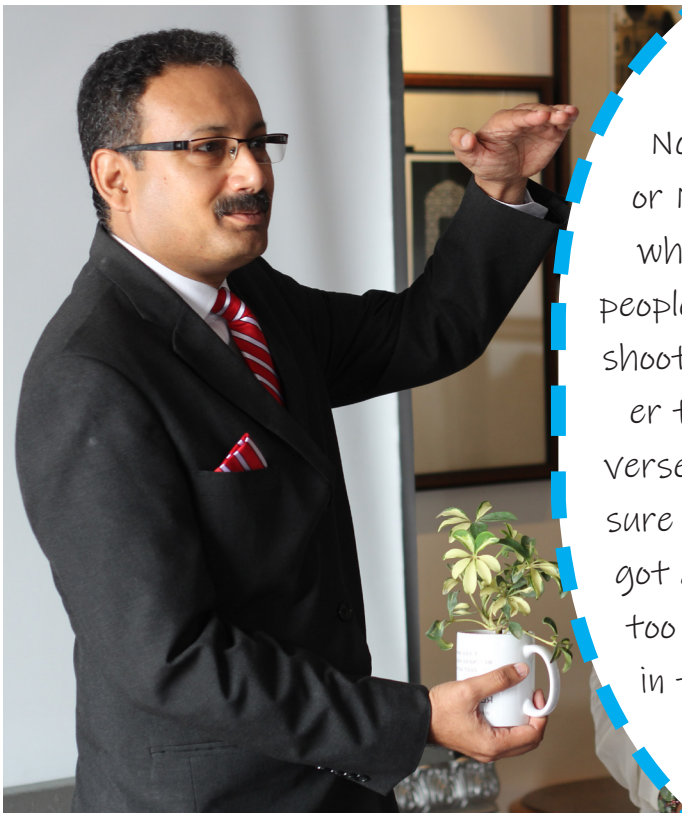
Every business is driven by five aspects. Krishnan shared with us the 5 building blocks for money.

1. Cash
2. Margins
3. Velocity
4. Growth
5. Customers

A combination of two blocks in every business drives the other three. Example, in a business module of a networking forum, customers & their growth can drive the cash, margins and velocity forward. Example, in an exports business, margins & velocity can drive the cash, growth and customers forward and so on.

Krishnan also gave us his out of the box inputs on our Knowledge Nugget for the day. While the common notion says that we are an average of the 5 people most prominent in our environment, Krishnan raised the possibility of being Above the Average of the five people we hang out with.

His talk and session left us empowered to act, be above average and drive our business forward.



"What a beautiful city!

No, I am not talking about London, Paris or New York. I am referring to Reciprocity, which is located in an Utopian world where people don't cheat, there is no crime, they don't shoot each other but always protect each other to grow collaboratively; just like this Universe is naturally built to work. It was a pleasure to visit Reciprocity for the second time. I got an opportunity to meet some new citizens too and discuss how to make it the best city in the world. I wish them the very best in this endeavour."

COMPLIMENTS FROM KRISHNAN RAMAN

INDUSTRY INSIGHTS FROM OUR MEMBERS



5 COUNTRIES WITH ARRIVAL VISA

THAILAND

Hot favorite for its countless shopping and party options in Bangkok, to sparkling beaches in Krabi.

MAURITIUS

Sandy beaches in Mauritius with its sparkling waters and chilled out vibe makes it a perfect holiday destination.

KENYA

Kenya's Masai Mara beckons you for its beautiful safaris, Pack the kis up and have a trip of lifetime without any visa hassles.

CAMBODIA

Popular for its World Heritage site of the Angkor Wat temple complex and lot of beautiful colonial architecture.

JORDAN

JHordan has it all – hot springs, History at Petra, desert wilderness at Wadi Rum and hip shisha cafes in Amman. Lovely peek in Middle Eastern culture.

There has always been a big debate between to of most common and popular treatment – homeopathy & allopathy. Before you opt for any of these it is important to know the comparison between them:

HOMEOPATHIC MEDICINE	ALLOPATHIC MEDICINE
Father : Dr Samuel Hahnemann	Hippocrates
Law: Low of Similars	Law of opposites
Substances which is natural and has a tendency to produce disease in otherwise healthy individual when given that substance in minute dosel is capable of curing those symptoms.	Antibiotics, Anti inflammatory, Anti convulsants, Anti-hypertensive, etc
Homoepathic theories are based on fixed principles of the laws of nature which do not change.	Medical theories are constantly changing.
Homeopathy assists the body to heal itself, to overcome an illness which brings the patient to a higher level of helath.	Medicine suppresses the illness, bring in the patient to lower level of health.
Homeopathy treats the person as a whole	Allopathic treatment is based on treating organi or different systems in body
Homeopathic medicine are not tested on animals	Tested on animals
No side effects	Long term use do have side effects

● KNOW YOUR VASELINE

White Petroleum Jelly, commonly referred to as Vaseline (which is a regd. name of Unilever Ltd) is used for a variety of applications. We are mostly familiar by using this as a gel in winter months for removing dryness from our skin. The manufacturing process of petroleum jelly is very simple: use micro crystalline wax, Paraffin wax and Mineral oil in set portions, melt the same (approx. 80 degrees Centigrade), mix the same and then let it cool. Fragrance may or may not be added.

A very simple process for personal use, using organic raw materials is:

Take Pure Bees wax (this is organic) and Coconut Oil (it is also organic). Put the same in a vessel in the ratio of 40% wax and 60% Oil. Heat to approx. 80 degrees Centigrade, mix thoroughly the two raw materials which will turn to liquid form. Then let it cool.

You now have Organic Petroleum Jelly for personal use, which is also perfect for using as a lip balm



MAGIC OF ENAGIC ●

For over four decades, Japan-based Enagic International has been the leading manufacturer of alkaline ionizers and water filtration machines in the world.

In 1974 in Okinawa, Japan, Sony's trading operation, the precursor of Enagic, began operations. Ever since, Enagic's commitment to high quality products, innovation and True Health philosophy has made it the leader of water ionizer generating systems, now distributed globally.

Enagic continues to grow and expand its operations. With presence in 35 locations around 25 countries and growing, you can be sure to get all the support you need from this global, well established company.

Our passion is to transform the tap water in your home into pure healthy electrolyzed-reduced and hydrogen-rich drinking water.

Anti-oxidation: Kangen water has -ve ORP (Oxidation reduction potential) which helps our body to neutralize free radicals which causes cell damage.

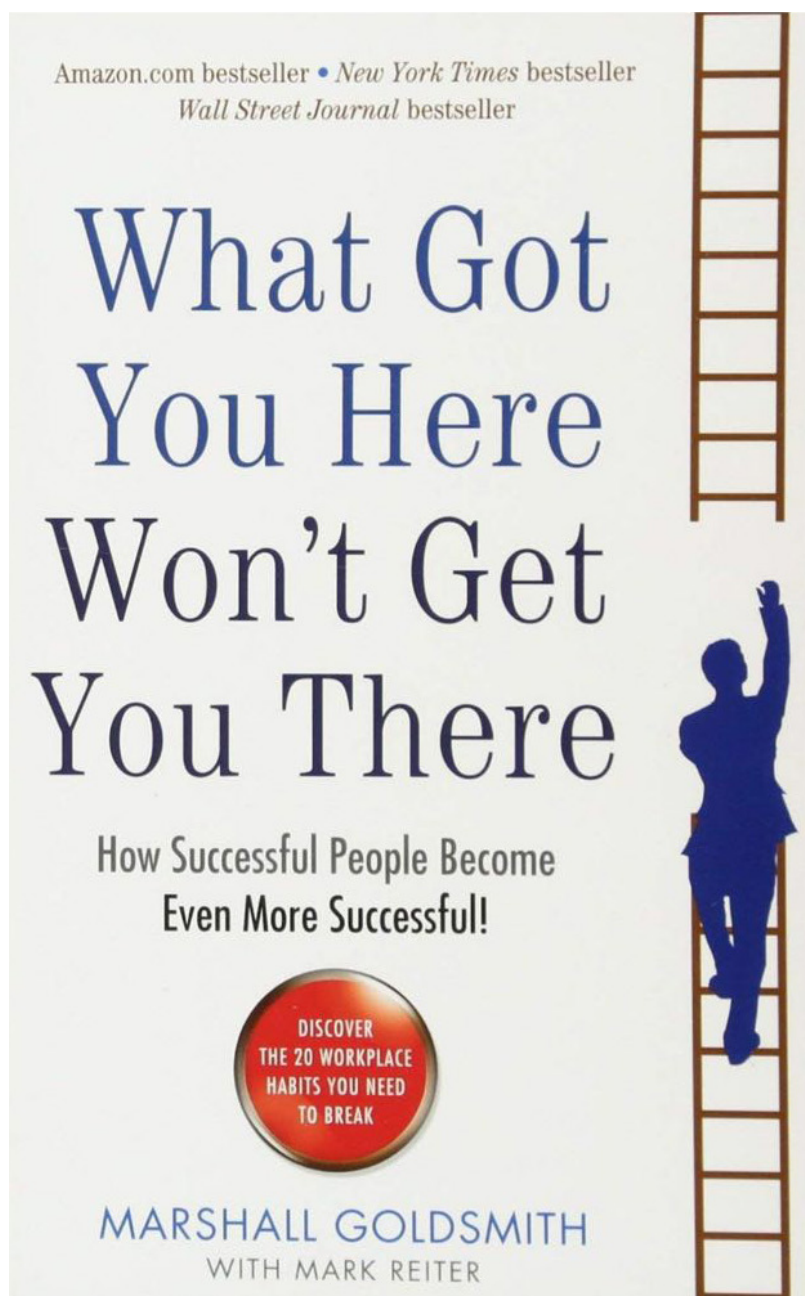
Alkalinity:

Kangen water has high PH range of 8.5 to 9.5 which helps our body to neutralize acid waste and prevents health from diseases.

Micro-clustering: Kangen water has a smaller molecular structure which can be easily absorbed by the cell thereby hydrating our body more quickly and effectively.

THE EXCLUSIVE RECIPROCITY BOOK CLUB

Learning never stops. It is the ultimate form of growth and development for everyone. The Book Club is a free of charge fortnightly avenue of Reciprocity. Anyone who is willing to learn and grow can come and join us for the book club meets and share their experience and take aways from their recommendations.



The Reciprocity Book Club had a powerful session on Marshall Goldsmith's "What Got You Here Won't Get You There"! members bringing in different and varied dimensions and perspectives into the discussion, resulting in a most worthwhile absorption and assimilation of the finer nuances of the book. Truly, the combined takeaways, in one word, were simply 'awesome' Some takeaways if executed & implemented well could proved to be a 'game changer' in our interpersonal relations & respective vocations.

'Inspiring yet practical ... teaches us how to manage and tame this beast within us so that we can focus on what really matters - producing the best work possible.' Robert Greene, author of *Mastery*

EGO IS THE ENEMY



**The Fight to Master Our
Greatest Opponent**

RYAN HOLIDAY

Bestselling author of *THE OBSTACLE IS THE WAY*

Ryan Holiday, A brilliant book written, No matter where you are in life, you'll have to fight your ego in order to succeed. Ego is the enemy, without a doubt. The author shares powerful stories of how ego ruins individuals, lives, organizations, and civilizations. Biggest lesson: Ego is your biggest enemy in work, relationships, and life. Fight it or you'll fail. preventing us from reaching our true potential. He identifies that humility and reality, are the cure for the ego - that living in a fantasy land is not sustainable and does more damage than good. A fabulous read that should be revisited time & again. Thank you Manish Puri for the recommendation.

SOCIAL GATHERINGS

Reciprocity ongoingly organises events and engages with the members and our elite guests over drinks & dinner as well at social events held across the year around the city.



Networking Soiree

Wine & Dine amongst the city's finest.
An evening of sharing experiences,
knowledge, business and much more.

JULY 27TH, FRIDAY
JAMUN TREE, DELHI GYMKHANA CLUB
7:30 PM ONWARDS

RECIPROCITY[®]
www.reciprocity.net.in
contact@reciprocity.net.in



“It truly was a memorable evening. We missed all our friends who couldn't make it. Thank you Sanjeev for coming straight from your Rotary meeting.... and Shiv, hats off to you for coming all the way from Bhiwadi. That is true commitment. This man is so inspiring.... and Aman after threatening to leave early stayed till the very end.... and everyone else and the guests. Pawandeep was the first to arrive and the last to leave. You all rock. This is a great family and I am proud to be part of it.”

- RAVI KUMAR

“What a wonderful evening, replete with the full complement of bonhomie, camaraderie and fellowship which are a trademark of Reciprocity's inherent zest and fervour! The few who couldn't make it for one reason or another, surely missed the excellent warmth permeating the air! Full marks to Ravi for putting together what must surely rank as an outstanding evening by any standards.”

- SANJEEV JAWAHAR



Pepperine

Piperine

Piperine is found in black pepper and is responsible for its pungent flavor.

Every year colorectal cancer kills more than 639,000 individuals worldwide.

One of the major causes likely to blame for such a high statistic is a bacterium known as *H. pylori*, which invades the gastrointestinal lining of more than half of the world's population and is carcinogenic. Known as the "King of Spices," piperine - a compound found in black pepper - helps reduce the incidence of cancers relating to the stomach and breast. Piperine has traditionally been used to treat symptoms of cold and fever. Most recently it has gained attention for its cancer fighting properties.

Direct research suggests that piperine has anti-inflammatory effects on *H. pylori*-induced gastritis and may potentially be useful in prevention of *H. pylori*-associated gastric carcinogenesis. Piperine appears to prevent *H. pylori* growth by preventing it from adhering to the gastrointestinal surface.

Piperine has also been shown to target cancer stem cells of breast tumors in testing. As a result of piperine's actions, the *H. pylori* bacterium cannot release toxins, cause stress, raise inflammation levels, and promote cancer growth. The antimutagenic factors which piperine induces may be due to its ability to prevent proteins from binding which would normally stimulate cancer formation. Add piperine to your daily diet by including freshly ground high quality black pepper in marinades, salad dressings, sauces, dips, and soups.

health beat



chia seeds

Chia seeds are loaded with fiber, protein, Omega-3 fatty acids and various micronutrients. They are among the most nutritious food on the planet. They are loaded with fiber, protein, Omega-3 fatty acids and various micronutrients. Chia seeds are high in protein and fiber, both of which aids in weight loss.

Chia seeds are very high in the Omega-3 fatty acid.

Chia seeds are high in calcium, magnesium, phosphorus and protein. All of these nutrients are essential for bone health.

A common dosage.
30grams of chia seeds/day is recommended



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