



Weaving all the Wanburites together



WoW WINNERS

INSIDE

Meet the consistent No 1 team of WoW Division

Why is it important to read a contract letter

Meet the person who manages your money

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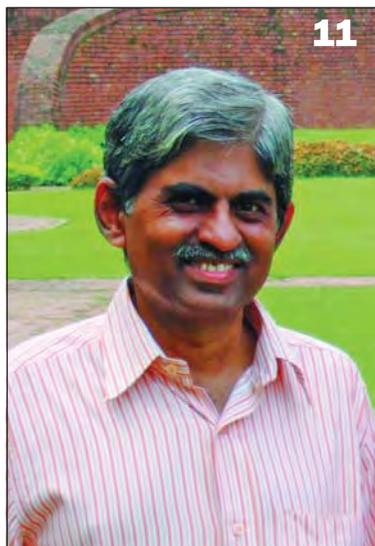
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Little Angels Contest

Hey friends,

WEAVE is back with an interesting competition for our tiny tots.

To feature your baby in the 'Little Angels' segment click pictures of your kiddo (younger than 10 years) while s/he is busy pretending to be an adult, working on laptop, using your cell phone, polishing your shoes, helping in kitchen, counting money and so on, by 20 April 2010. Five cutest entries will win a goodie bag. **Send the picture mentioning:**

Your Name:

Your Head Quarter:

Your kid's name:

Kid's Age:

To

weave@wanbury.com/ sneha.maokar@wanbury.com or to Sneha Maokar at *Wanbury Ltd*, BSEL Tech Park, B-wing, 10th floor, Sector 30 A, Vashi — 400705



Kurush F. Dubash,
Sr Gen Manager, Corporate
Learning and Development

The thrill of presenting another issue of *WEAVE* will never fade in the heart and mind of *Wanbury*...

Sandwiched in the pages of this issue is a round up of *Wanbury*'s 'Bold and Beautiful' passionate and intelligent achievers arraigned in a continuum of an exciting subject range.

WEAVE goes to the WoW team at Kerala led by Mohammed Shihab, to capture the contents of their character and spirit. In 'Behind the Scene' and 'Veteran Wanburite' we bring to the forefront what lies inside the heart of the performing community at *Wanbury*. The legal team takes care to explain the seriousness an 'Employment letter' entails.

Let's embellish *WEAVE*, *WEAVE Plus* and *WEAVE Global* with more exciting stories from across all verticals and depts. Support us in our endeavour to make each installment better than the one before.

Let the audiences clamour for every issue!!!

It's time to make a difference...

Boarding *Wanbury* Community with a thought that explains it all: Every day is a journey, and the journey itself is home...

It was truly very exciting to be involved in making of this February-March 2010 issue of *WEAVE*. I have boarded this journey with a lot of excitement and expectations too. Thanks for the privilege. Together we can make *WEAVE*, *WEAVE Plus* and *WEAVE Global* issues to be cherished and awaited by one and all at *Wanbury*.

The size of *Wanbury* today is a reflection of your talent, versatility and verve, so let's together forge a tradition of sharing success stories from all verticals and quarters of our business. I am sure you will lend your hand and spirit to bring all the issues of *WEAVE* full of life, happenings and performance.

It was a great experience to visit the performers of Shihab's team. 'WoW' is the word for it. I enjoyed their involvement, vivacity and integrity.

If you have an outstanding performance, a sales initiative, a customer conversion, an unprecedented effort that led to generation of business, a successful CRM or CEM, an innovation to share.... then weave@wanbury.com or sneha.maokar@wanbury.com is the address where you should park it.

Let's celebrate every achievement, no matter how small or big it is, if it makes you smile it's worth sharing with every *Wanburite*.

Thank you and *Stay Weaved*...



Sneha Maokar,
Executive Corporate Communication



Harish Paloor from Thrissur, Rajanish C P from Trivandrum, Mohammed Shihab and Sujith C S from Ernakulam and M P Praji from Calicut

MOTIVATION

and a pat from seniors makes them fly higher

Consistent success is their way of life. Come what may, this team finds a way to grab the top WoW spot. They set the performance bench-mark and others follow them. Let's try to canvass their style and their indomitable spirits...





Harish Paloor holding his three-year-old daughter Manasa with his proud father, a retired Army officer Ramchandra Menon, mother Amma, wife Rashmi and their eleven-year-old son Mridul

This humble commerce graduate didn't even try to hide his excitement on seeing a representative from the HO and opined that he has never been so happy to achieve the targets, because this time his family is proud of him as they think, "if someone is travelling lengths to take his interview than their son must have done something really good." **WEAVE** lends an ear to Harish Paloor, BH from Thrissur (7.23 lakh PCPM)

'Respect given by Wanbury is my motivation'

When did you decide to join Wanbury?

I was thinking of a shift because in my old company, I didn't have any freedom. I was a manager but I didn't have the simple authority to commit anything to the doctors on my own.

Shihab (RBH, Ernakulam) was a good friend of mine and he knew this. He fixed up my meeting with Mr Purey. I met him at the airport and after half an hour of interview, he asked me to join. But I was in a dilemma, so I called up Shihab and Mr Purey again to discuss it with them. They said, "Just try and experience the difference. Your life will change within a couple of months," and that's exactly what happened. I have cherished every day on the field after that.

How does the name Wanbury helps you when you meet a doctor?

Everything changes when I represent *Wanbury*. Doctors trust the brand. Doctors, whom I was not able to convince before, suddenly showed interest in me, they congratulated me for joining *Wanbury* and started giving me good sale.

Here, I am given the freedom to do things my way, I can promise certain things to the doctors and *Wanbury* fulfils my commitments in time.

My area is also extended, so now I get an opportunity to convert more doctors. At *Wanbury* I can do everything I wasn't able to do in the last 11 years.

This is a very good shift in my life. Plus, the respect that is given to each employee here is motivating. I have collected 35 gm

gold coins so far and 25 certificates. The decorations mean more to us when they are given in front of the seniors. More money encourages us to start the day as early as 7 am.

Why do you think you can achieve almost double the sales than others, given the same products and schemes?

Hard work, good work habits, coordination with the HO and seniors' support is the secret. I get motivated by the respect I get and that makes me work harder.

What do you think is keeping Kerala team at the top so consistently?

Good team work and coordination keeps us glued. We care as if it's our own responsibility, we get the freedom and support from everyone. After every closing me and Praji call Mr Purey and ask him which team is the best this month.

What is your next target and strategy?

To cross 10 lakh PCPM target as soon as possible and earn Rs one lakh incentive. But people are coming closer so I have to run faster. The trend is getting a little discouraging here this season, so I have to keep changing my strategy. I concentrate on quality when it comes to converting doctors. I usually talk to five or six doctors each day and try to convert at least two of them and when I talk to the remaining doctors the next day they surely get interested.

How do the seniors help and inspire you?

All of them motivate and help us in every possible way but we try not to bother them unless it's very important. I and Praji were also managers so we know that managers have many responsibilities. They have also supported us during our lows. For example in September, the market was down in Kerala. In my area, many people observed strict fast during the month of Ramzan, they don't even drink water, let alone medicine. During this time my sale went down but the seniors encouraged me to wait for the best.

"I have cherished every day on the field at *Wanbury*. Here, I can do everything I wasn't able to do in the last 11 years."



A beaming Soumya supports Praji in every possible way — she tolerates his long phone conversations with doctors even during the few golden hours he takes out for her

A hard worker who calls himself an entrepreneur, aims only at the bullseye to bring in profit for his company. *WEAVE* pays heed to M P Praji, BH from Calicut (6.68 lakh PCPM)

“This is my company and I enjoy my work.”

‘Empowerment given by *Wanbury* is my motivation’

How does the name *Wanbury* helps you inside the doctor’s chamber?

Wanbury has a credibility among doctors here and especially Folinine is very popular, and more after it helped two patients gain fertility. Doctors trust *Wanbury* to an extent that they are almost *Wanbury* Doctors.

Why do you think you can achieve almost double the sales than others, given the same products and schemes?

The company encourages me to set my own targets so that I don’t get pressurised. My seniors say that I am not just a BH but an entrepreneur. I am responsible for my own company. This is my company and I try to bring in as much profit as possible. I work

for myself I set my own targets and I cross them. Most importantly I enjoy my work.

What is your next target and strategy?

When I joined, my target was to break the five lakh PCPM mark within a couple of months and then the target was six lakh by January, which worked as planned. Now my new target is to achieve 10 lakh PCPM before April 2010.

The September sale affected my PCPM and I lost around 1.5 lakh business because of a rule which prohibited the doctors to practice at night. This rule was revoked last week and now I’m set to get back my business. With the launch of Bonansa, I expect another one lakh sale. According to this blue print I will be able to achieve my goal by April 2010.

How do the seniors help and inspire you?

Shihab always helps me with my problems. The gynaecology field was new to me, so Shihab recommended me some gynaecologists and helped me gain new contacts. Mr Purey, Mr Pankaj and the entire HO team also supports us a lot.

A budding contributor of Team Kerala

“I want to achieve 10 lakh PCPM as soon as possible.”



Sujith C S

A runner up, but this budding team mate is also in the race of 10 lakh PCPM target. Let’s hear what Sujith has to say...

When did you decide to join *Wanbury*? Why?

I had heard that *Wanbury* gives good respect to the people who works for them. They appreciate the performers and substantiate incentives.

I applied immediately when I heard that *Wanbury* is coming up with a new gynaecology division and grabbed the opportunity to perform.

How does the name *Wanbury* helps you inside the doctor’s chamber?

Wanbury is well known among the doctors because of our products like Cpink, Cdence and Nitrofur SR. This helps us to make a good entry.

What is your next target and strategy?

Targeting the right customers for the right products and then continuously following them has been my strategy.

With the help of our new launches Bonansa and Productiv group, my next target is to touch 10 lakh PCPM as early as possible.



Mohammed Shihab with Rajanish (left) and Sujith (right)

Leader, motivator and supporter, Mohammed Shihab's traits are synonymous to all. No wonder he tells his team mates, "There is just one way to achieve whatever you want in life: put in your best." *WEAVE* hears out this RBH's disciplined rules...

"There are no short cuts. Your efforts should be 100%."

'All my team members are passionate about winning'

What do you think is keeping Kerala team at the top so consistently?

Each member of my team is very passionate about winning. They put in good efforts. The support and motivation from HO also helps.

What has been your strategy and what is your next target?

My first strategy was to 'get the right people' and then to make all the team members aware of their talent and capacity. Effective implementation, communication and feed-

back are equally important.

I keep a close tab on every member of my team, I believe that you should trust people but you should also verify their work occasionally.

Our next target is 10 lakh PCPM as soon as possible and at least 50 lakh incentives for all my team members.

In one word, define your team members.

| | |
|----------|--------------|
| Harish | : Mature |
| Praji | : Sensible |
| Sujith | : Aggressive |
| Rajanish | : Ambitious |

Any comments on the field leaders?

Purey and Pankaj are a deadly combination and the competitors are afraid of the two. They are sort of legends.

Any suggestions for the team?

There is just one way to achieve the target: put your best. There is no compromise to hard work and there are no short cuts. Your efforts should be 100%.



P K Purey, NSM, WoW Division

“ They are very honest, sincere and career oriented. The team has an urge to perform, to earn money and name in the organisation and grow simultaneously. Shihab is a very sincere, devoted and dedicated. He always exemplifies himself.”



Pankaj Upadhyay, Marketing Manager, WoW Division

“ The Kerala team dares to dream big. They not only dare, but have the guts to chase those dreams which is a major success formula. They are true entrepreneurs.”



Ravi Gurujala, ZBH, WoW Division

“ The reason behind Kerala team's success is their undying passion to stay on top of the ladder. It's evident because the team is leading from the launch of the division. All the team mates very clearly know that nobody will succeed just by having mere passion, but to succeed one

needs to slog in the market, develop professional relationships with customers. Individual success and team win are not two different terms. One successful individual in the team motivates the others. My team leader is a real forerunner of the team, leads them from the front, directing them to meet their objective. Shihab is aware of the total market, strengths of his reportees and uses them as per the requirement of the hour. He is a real team mate to rely upon, accurate in calculation and delivery of results.”

Caution before signing on the dotted line...

In a recent case, one of the employees left the organisation taking with him a laptop which contained important information about the company. On his refusal to return the laptop and other properties, the company filed legal proceedings and the employee had to incur monetary compensation of about Rs 3 lakh, loss of job including loss of peace of mind. So, the legal team strongly recommends you to read your Employment Letter carefully and adhere to its terms



Friends,

You all take pride to be the employees of *Wanbury Ltd.* You had been hired to provide your expertise with a common goal and object of enhancing the profitability of the company.

Are you aware that your employment with the company is a very important document of lasting value?

Yes it is, because your employment is covered under a legally binding contract between you and the company. It brings within its fold contractually lot of benefits to you and at the same time involves you into extremely mandatory legal requirements. We would strongly recommend that after you read this article you must go back and read your Employment Letter carefully and adhere to its terms.

Let us analyse those important terms? You will observe a paragraph on:

Leave:

It is mandatory to observe the leave rules otherwise your absence will be unauthorised, consequently you will not be paid and repeated absence will

entitle the company to terminate your services.

Confidentiality:

During the services, the company trusts you with vital information pertaining to manufacture, sale, finance etc. and strictly mandates you to observe confidentiality of the information. Breaking this confidentiality condition, while in the service or even after leaving the service, is considered to be a very serious lapse. This could lead you to several serious implications like loss of job, financial implications, sleepless nights and avoidable expenses.

This particular paragraph is of immense importance and therefore, every employee should carefully adhere to it.

Termination/Resignation/Return of property:

This paragraph relates to giving the required notice by the company or the employee for terminating/resignation from the services. Non adherence will involve financial loss to the employee. Further it is utmost

important for the employees to meet the concerned superiors and hand over all the properties of the company prior to leaving the services. The properties are entrusted to the employee under trust; non return could even imply criminal proceedings for breach of trust.

As much as you are liable to be bound by the above terms and conditions, the company's obligations also mandate payment of salary, benefits of gratuity, provident fund, granting of leave, medical benefits etc.

Therefore, friends, this is a two-way traffic and just as you enjoy the benefits, you also need to strictly follow your mandates. In case of any query you can always contact our HR personnel who will be always ready and willing to facilitate you in understanding your appointment letter.

Please note your appointment letter is as important as your Degree Certificate. Carefully read and preserve it.

Regards,
Your Legal Team



Simply Hilarious

A lawyer met a doctor in a cocktail party. He casually asked the doctor, "How should one handle his ulcer?"

The doctor snapped back at him, "I hate people who seek free advice from me in parties."

The doctor then asked the lawyer, "How do you handle such situations?"

The lawyer replied, "I know. It happens to me all the time and I normally send them a bill the next day."

The doctor got a surprise the next day. As he was looking through his mails there was a bill from the lawyer for Rs 1,000 which read, 'For consultation service in the party'...



LEGAL TEAM: (From left) Nayan, Jayaram, Bharat Reddy and Ravi Alhat

Varanasi's attractive gesture and inspiring business strategy



Our Varanasi team believes in getting things done charitably. To refresh their sales and the customers, the team decided it was time to play the 'free camp' card and touch the pulse of their customers

The Main Division's Varanasi Team, including Arbind Jaiswal, RBM (Lucknow) Manoj Pandey, BH (Ballia) Ramchandra Chaubey, BE (Azamgarh) Manoj Madhesia, BH (Deoria) and Ashok Singh, BE (Basti), conducted a 'Free Haemoglobin Check-up Camp' at the Holistic Cure Centre and their respective regions to give a thrust to their sales.

excuse for the unavailability of the haemoglobin check-up machines the team rotated the only machine to various destinations by bus. Newspaper correspondents were invited and the activity was covered by leading local papers like Dainik Jagran and Hindustan.

With a perfect blue print in hand, the team began with advertisements of the camp through hoardings six days in advance. For the day-long camps, leading gynaecologists of the area were invited and refreshments were served to the hospital staff. Making no

Arbind Jaiswal proudly said, "We did seven camps in the region. It not only helped us develop good relations with our core customer but also helped us bag some very good orders. Now when we enter the hospitals the staff says, "Bhaya aagaye". With the success of this venture, we have planned to conduct at least five to six series of such camps every year.



The series of camps started on 23 December 2009 by Arbind Jaiswal at Allahabad where 51 patients were checked and 12 Rx, 3 bx of Cpink were sold and an order of 10 bx of Cpink was registered by chemists.

At Ballia, Manoj Pandey concluded the camp on 11 January 2010. After checking 55 patients they sold 15 Rx, 40 strip and bagged an order of 5 bx of Cpink.



On 12 January Ramchandra Chaubey conducted the camp in Azamgarh. Checked 20 patients, got 8 Rx, 20 strips and the doctor ensured to increase her support.

Manoj Madhesia conducted the camp in Deoria on 18 and 19 January checked around 25 patients and got 25 Rx and 6 bx of Cpink.



Meet 'Mr Settlement'



Vijayanand Savur, Finance and accounts, with wife Deepali and daughter Neha

The name Vijayanand Savur is a proud reference to the perceived sensibility of warmth and accessibility. The broad smile that we see has seldom left his face. He is a bundle of equanimity that charms you with his soft and gentle manners. 'Savurji' as he is popularly known throughout his unblemished innings in *Wanbury* has a very personalised approach to service, "mankind and humanity". Sneha Maokar ECC lends her ear as Mr Savur fields the questions asked by *WEAVE*

"Being useful to mankind and humanity is more important than money."

Since you are a travel enthusiast, take us through your *Wanbury* journey and tell us something about your everyday destinations?

I joined *Wanbury*, when it was Wander Limited, on 20 October 2000. I was with Rousel for around 23 years and my specialisation was pay-roll, employee payment, exempted Provident Fund. Here at *Wanbury* since pay-roll is outsourced, I manage cash payment (petty cash), accounting and administration of EPF, salary accounting of formulation division and bills payment of formulation.

My regular day at the office generally begins with making a requisition for cash withdrawal according to the general requirements. Then I engage myself into passing entries into SAP for either cash, bills or salaries. I am also required to pass Infotech entries in the Tally package and do the account estimates.

How has the overall journey been?

With the wonderful colleagues and aesthetic environment, my experience has been very good. Occasional ups and downs in the past have caused a few anxious movements. But overall the years have passed pleasantly.

What is the motivation that keeps you moving on?

Working here has always been a continuous learning process. We get a lot of scope for improving our knowledge. Also, the material comfort provided by *Wanbury* is unparalleled in the industry. And the other motivation is the management's concern for its

employees.

Share with our readers some of the funny experiences of your journey?

I was basically a pay-roll person so when I joined *Wanbury* I was given the task of petty settlements of worker of our manufacturing unit. So, once an ex-employee came up to me and said that they had nicknamed me "Mr Settlement".

In one of our office gathering, everyone was supposed to introduce themselves and when my turn came I said, "I am sure I don't need any introduction because I pay your salary and I am sure that I don't need your introduction because if you haven't done that before I would deduct your income tax."

Which is that one moment closest to your heart at *Wanbury*?

With pay-roll out of my hand, I miss the field people and the intimacy I shared with them. I have the good fortune of making people happy. People come to me for PF loan and when they get the money they come and thank me. That is the most that rewarding thing to me. Being useful to mankind and humanity is more important than money.

Any message for our readers regarding your long haul in *Wanbury*.

Here I would like to quote tax expert and renowned jurist Nani Palkiwala, he once said, "Time is not money. Time is more important than money because you can deficit finance but time once lost is lost forever. So always try to snatch opportunity of time, and anything done on time gives you the best reward."

‘I do not restrict myself to a particular job profile’

With his calm demeanour and cool mannerism, you might not notice him at once but you may realise it soon when you need to collect some information of all the divisions, you will be asked to run to him. Mr Chandra Mohan Negi the destination for almost all information under one roof!



C M Negi, Head Office, Mumbai

What are your responsibilities and duties at the Head Office?

Mainly I coordinate with the field force, MIS and sales administration, but I don't restrict myself to a particular job profile. I want to be versatile with the types of responsibilities I can volunteer for.

How does your function support the field force?

We at the HO want to provide healthier environment by taking care of the field force and their customers' needs so that they can focus on their basic job and convert more doctors to *Wanbury* range to eventually achieve their targets.

Which is the toughest part of your job and how do you overcome it?

My first six months at the HO were the toughest. I didn't know anything about the specific office work, everything was new but I accepted the challenge, gave my best and got through it. I was able to overcome it because everyone at the HO helped me, gave me moral boost and support.

What are the opportunities given to you by *Wanbury*?

I thank *Wanbury* and especially Dr Samant who has shown tremendous faith in me, gave me the opportunity and environment to prove myself. *Wanbury* is one of the few companies where you will find ample opportunities to learn new things and grow along with it.

You were working on the field and got a transfer to the HO, why the shift?

I was on field at Dehradun, but given my Masters in Computer degree, I enjoyed working on computers and managing the office work. So, I accepted the opportunity to shift to the HO.

What are your future initiatives?

Taking initiatives is a learning process and I want to keep learning. I have planned some initiatives to prove myself at all the fields but I can't reveal them now. I also want to learn some strategies in marketing and sales.

I truly believe and follow the motto: Dream... Believe... Dare... Do... and win.

“*Wanbury* is one of the few companies where you will find ample opportunities to learn and grow.”

Raring to go...

“ The first step towards getting somewhere is to decide that you are not going to stay where you are.”

John Pierpont Morgan,
financier and banker

This New Year started with fresh resolutions for the thirteen young BE/BH who vowed to be the best on the runway provided by *Wanbury*



Flag-off Induction programme at Lonavala, 4th—14th Jan 2010



“ I am thankful to Mr Jayesh Mishra, ABM and *Wanbury* for sending me to the encouraging workshop. After the training, I feel confident inside the doctor’s chamber while explaining our products to them. I also enjoyed every moment at Lonavala and I will be glad if *Wanbury* holds such initiatives every year to refresh our knowledge.

Ankit Vora, BH (Bhuj)



“ I would like to thank *WEAVE* for giving me an opportunity to share my training experience with all the *Wanburites*. Before the training, I had doubts about my customer conversion skills, but with the support of Chris Menezes, Jeetendra Worlikar and the other trainers, I became more confident and aware of my skill and I won the Customer Conversion Award. We enjoyed all the training sessions and took home new innovative ideas to achieve our vision. I was very impressed by Kurush

Dubash, and his energetic session. I would like to thank my ABM and the HO for arranging the training program. In future, I will love to be a part of more such training programmes.”

Alok Patel, BH (Indore)



Bonansa™ hits with a splash...

WoW is now entering into the 273 crore Indian calcium market with the launch of Bonansa. All entrepreneurs of WoW are now the engineers of this cause and architects who are 'Building Stronger India'



Bonansa helps elderly ladies to get rid of post menopausal osteoporosis, osteoporosis during pregnancy and it takes care of optimum bone development of the growing fetus. The entire team has braced themselves to aggressively work towards making Bonansa the best brand launch of the year and one of the top calcium brands in the country

Hearty congrats to all incentive winners!

It's pay back time here at *Wanbury*, for all the top performers who have fulfilled the incentive criteria...

Names are filtered by the described cut-off marks

Incentive List (July - September 2009)

MAIN DIVISION

| | | | |
|-----------------|------------|---------|------------------------|
| Rahul Deshmukh | Chandrapur | 129,826 | Cut-off mark Rs 55,000 |
| K R Renganathan | Tanjore | 106,280 | |
| Rajesh Prasad | Satna | 105,268 | |
| Arvind Upwanshi | Gondia | 103,006 | |
| Amol Sethi | Ahmednagar | 74,500 | |
| Sachin Shinde | Satara | 69,094 | |
| Pramod Haradore | Goa | 62,212 | |
| N Narayanan | Salem | 55,654 | |

SURLIFE DIVISION

| | | | |
|---------------------|-----------|--------|------------------------|
| Suresh Kumar Sarma | Raipur | 91,490 | Cut-off mark Rs 40,000 |
| Priya Ranjan Jha | Ujjain | 41,441 | |
| Kanhaiya Lal Sharma | Jaipur | 49,131 | |
| Manish Chandra | Ambikapur | 58,810 | |

OSTEOLIFE DIVISION

| | | | |
|------------|--------|--------|------------------------|
| Rajesh Jat | Indore | 83,752 | Cut-off mark Rs 50,000 |
| V S Prasad | Tanuku | 50,300 | |

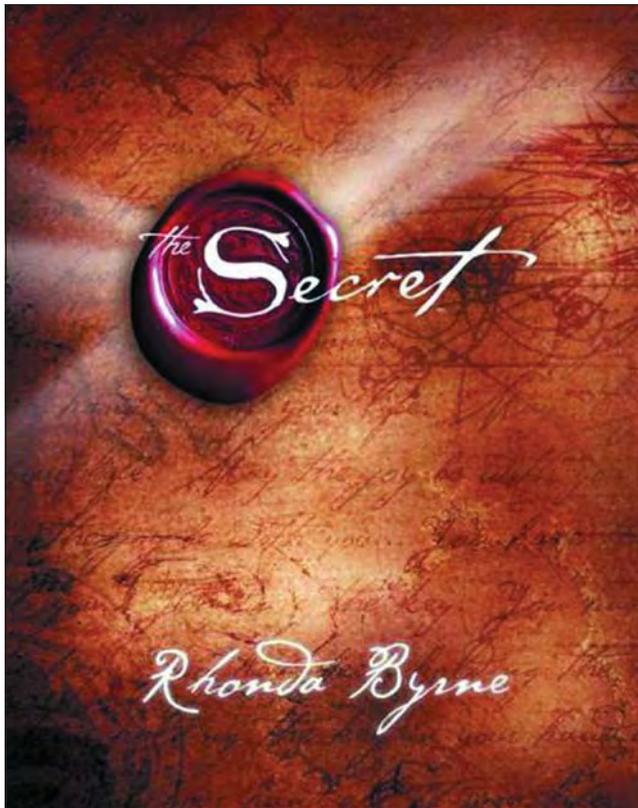
WOW DIVISION

| | | | |
|---------------|-----------|--------|------------------------|
| Amita Arora | Ahmedabad | 37,718 | Cut-off mark Rs 35,000 |
| Varun Salunke | PCMC | 35,390 | |

Think 10 lakh PCPM... Achieve 10 lakh PCPM...

“ Imagination is everything. It is the preview of life’s coming attractions.”

Albert Einstein



The Secret by Rhonda Byrne, Rs 295

“I believe that you’re great, that there’s something magnificent about you. Regardless of what has happened to you in your life, regardless of how young or how old you think you might be, the moment you begin to think properly, this something that is within you, this power within you that’s greater than the world, it will begin to emerge. It will take over your life. It will feed you, it will clothe you, it will guide you, protect you, direct you, sustain your very existence. If you let it! Now that is what I know, for sure”

-Michael Beckwith, in The Secret.

Worldwide best-selling self-help book written by Rhonda Byrne, The Secret, is a phenomenon that believes in the law of attraction. The tenets of the book is that an individual's focused positive thinking can create life-changing results such as increased wealth, health, happiness and even sales. So, WEAVE recommends you to read The Secret and attract your targets, doctors, sales, attract your dream, wealth, health and eventually attract success... Remember, fantasy can turn into reality!!! Good luck.

UTILISE THE SECRET’S LAW ON FIELD:

- ✓ Decide your target sale, write it down on a piece of paper, think of it, visualise it
- ✓ Believe with all of your heart you can achieve and you are worthy of that target
- ✓ Close your eyes and imagine you already have achieved that target
- ✓ Repeat this action every day for a few minutes, experience the feeling of achieving that yearned target
- ✓ As you finish imagining focus on the things you have in life and you are thankful for
- ✓ Go back to your every day’s lives and release your thoughts into the universe
- ✓ The universe will find a way to fulfil your wishes

“ Books let us into their souls and lay open to us the secrets of our own.”

William Hazlitt

MERITOCRACY@WANBURY

Firing guns of *Wanbury* whose passion is visible in their figures, climb up the ladder and take up higher responsibilities. *WEAVE* congratulates them for their new roles

MAIN DIVISION

(Period: January and March 2010)

| <u>Name</u> | <u>Head Quarter</u> | <u>Designation</u> |
|-------------------|---------------------|--------------------|
| Ashish Agrawal | Ghaziabad | DSM |
| Arbind Jaiswal | Lucknow | RBM |
| Lalit Dhawan | Amritsar | RBM |
| Khalid Khan | Meerut | BH |
| Kiran Lulla | Ulhasnagar | BH |
| Dharmendra Mishra | Bhopal | BH |
| Gawesh Yadav | Durg | BH |
| D Narendra Babou | Pondicherry | BH |

Dictionary

In order to facilitate understanding of some words utilised in this issue of *WEAVE...*

Arraign:

ar-raign [uh-reyn]

–verb (used with object)

1. to call or bring before a court to answer to an indictment.
2. to accuse or charge in general; criticise adversely; censure.

Sentence: Mr Shah arraigned the modern politics of this country as entirely devoid of all principle.

Embellish

em-bel-lish [em-bel-ish]

–verb (used with object)

1. to beautify by or as if by ornamentation; ornament; adorn.
2. to enhance (a statement or narrative) with fictitious additions.

Sentence: It is a fanciful account that embellishes the true story.

Indomitable

in-dom-i-table [in-dom-i-tuh-buhl]

–adjective

that cannot be subdued or overcome, as persons, will, or courage; unconquerable.

Sentence: He is an indomitable warrior.

Equanimity

e-qua-nim-i-ty [ee-kwuh-nim-i-tee, ek-wuh-]

–noun

mental or emotional stability or composure, esp. under tension or strain; calmness; equilibrium.

Substantiate

sub-stan-ti-ate [suhb-stan-shee-eyt]

–verb (used with object), -at-ed, -at-ing.

1. to establish by proof or competent evidence: to substantiate a charge.
2. to give substantial existence to: to substantiate an idea through action.
3. to affirm as having substance; give body to; strengthen.

Sentence: She came to substantiate their friendship.

Computer Shortkeys

To help you with faster options

| SHORTCUT | KEYS DESCRIPTION |
|-----------------------|--|
| Ctrl + A | Select all contents of the page. |
| Ctrl + B | Bold highlighted selection. |
| Ctrl + C | Copy selected text. |
| Ctrl + E | Aligns the line or selected text to the center of the screen. |
| Ctrl + F | Open find box. |
| Ctrl + I | Italic highlighted selection. |
| Ctrl + J | Aligns the selected text or line to justify the screen. |
| Ctrl + K | Insert link. |
| Ctrl + L | Aligns the line or selected text to the left of the screen. |
| Ctrl + M | Indent the paragraph. |
| Ctrl + P | Open the print window. |
| Ctrl + R | Aligns the line or selected text to the right of the screen. |
| Ctrl + T | Create a hanging indent. |
| Ctrl + U | Underline highlighted selection. |
| Ctrl + V | Paste. |
| Ctrl + X | Cut selected text. |
| Ctrl + Y | Redo the last action performed. |
| Ctrl + Z | Undo last action. |
| Ctrl + Shift + F | Change the font. |
| Ctrl + Shift + > | Increase selected font +1pts up to 12pt and then increases font +2pts. |
| Ctrl +] | Increase selected font +1pts. |
| Ctrl + [| Decrease selected font -1pts. |
| Ctrl + Shift + * | View or hide non printing characters. |
| Ctrl + <left arrow> | Moves one word to the left. |
| Ctrl + <right arrow> | Moves one word to the right. |
| Ctrl + <up arrow> | Moves to the beginning of the line or paragraph. |
| Ctrl + <down arrow> | Moves to the end of the paragraph. |
| Ctrl + Del | Deletes word to right of cursor. |
| Ctrl + Backspace | Deletes word to left of cursor. |
| Ctrl + End | Moves the cursor to the end of the document. |
| Ctrl + Home | Moves the cursor to the beginning of the document. |
| Ctrl + Spacebar | Reset highlighted text to the default font. |
| Ctrl + 1 Single-space | lines. |
| Ctrl + 2 Double-space | lines. |
| Ctrl + 5 1.5 | line spacing. |

“Watch your thoughts, for they become words.
Watch your words, for they become actions.
Watch your actions, for they become habits.
Watch your habits, for they become character.
Watch your character, for it becomes your destiny.”

Author Unknown