

## Self-Improvement & Reinventing Yourself

One of the signs of a successful professional is the willingness and ability to continuously reinvent and improve oneself. Successful people understand that beyond a level in one's career, functional knowledge and expertise are no longer enough to climb the ladder of success. If a man is not continuously improving himself, he will very soon start stagnating.

As a young man, I was a very shy and introverted person. When I decided to get into business, I realized the importance of "selling" myself and my ideas to people, for which I needed to develop my personality and communication skills. Over the years, I HAVE continued to work, not only on this, but also on various other aspects of my personality. Because I believe there is simply no end to the amount of positive change and improvement that I can bring in myself.



I have shared the importance of investing in self-improvement with various people, at various times. However, most people think that once you finish your education and get a reasonably good job, you have it made in life, and you can just sit back for the ride.

But how far will you go on that ride? If you fall ill and have to go to a doctor, would you knowingly go to one who has been peddling the same old prescriptions ever since you were a child? Why do you prefer to put your children into new age schools? Similarly, without focusing on self-improvement, will you reach the top of the corporate ladder or will you have to content yourself with a position in middle management for the rest of your life?

In the last one year, how much time have you spent on different areas of self improvement including...



- Fitness, Grooming, Body Language, Energy Levels, Etiquette
- Communication, Presentation, Language
- Functional Skills
- General knowledge and Current Affairs

When I try to evaluate the efforts put in by people, I find that they are close to zero or minimal. It is a truly dismal situation. Claris is growing at a fast pace and needs higher and higher capabilities at the same positions. But people do not realize the criticality of these elements as differentiators, and I would like to sound a wake up call for everyone.

**When it comes to the final point of Growth v/s Stagnation... all things being equal, the person who moves up will be the one who Invests in Himself!**

With best wishes,

  
Sushil Handa