



**CVO**  
**Chartered & Cost**  
**Accountants'**  
**Association**  
Enhance Excel Empower

**ACHIEVING**  
**PROFESSIONAL**  
**EXCELLENCE**

Presented by:



# Key Statistics

- 40% Indian Business face threat of closure by 2020
- Only 3% Professionals reach the top of their fields
- Service organizations are easiest to start but difficult to scale
- Professionals have 5-10 years to create brand & earn wealth
- Less than 10% professionals earn more than Rs 12L pa



# Rajnikant - Kabali



# Why professionals exist?

- Specialized services
- Experts
- Quality service



# Threats to Professionals

- Global Competition
- Disruption
- Automation



# Professional Excellence Formula

R

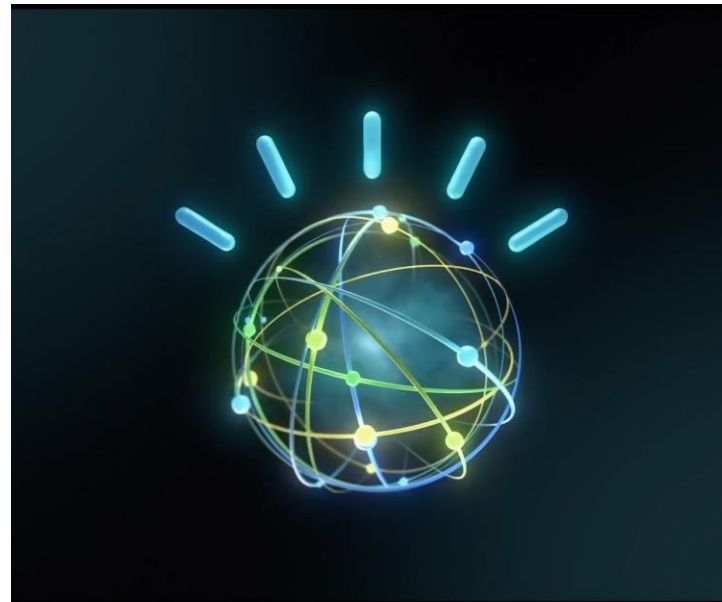
I

S

C

# R: Redefine and Relearn

IBM Watson: [https://www.youtube.com/watch?v= Xcmh1LQB9I](https://www.youtube.com/watch?v=Xcmh1LQB9I)  
[https://www.youtube.com/watch?v=ZPXCf5e1\\_HI](https://www.youtube.com/watch?v=ZPXCf5e1_HI)





# R: Resilience and Ridicule

- Founded in 1997 as a housekeeping company
- India's largest integrated service company
- Serving 6000 employees, 750 customers, 70 cities
- Maintain 100+ trains everyday, 35 railway station
- Planted more than 5 lac trees



*Humanity Ahead*

# BVG Telco Lake



Before



After



# Mr. Nani Palkhiwala

- Started from humble background
- Produced authoritative tome in Indian tax law
  - “The Law and Practice of Income Tax” Author at age of 30
- Was a budget speech presenter
- Fought and won for “the basic structure” doctrine
  - Constitution may be amended by following Article 368, but no part may be amended to "alter the basic structure"



# I: IQ & Beyond

Dr. Devi Shetty: <https://www.youtube.com/watch?v=8kFOwx7n6JY>



# I: Integrity



# S: Simple



- Brokerage and Service firm
- Founded in the year 2010 by Nitish Kamath
- Bootstrapped firm, Growing at 100% YOY
- 70 crore revenue in year 2015
- Kite is a web based HTML5 trading platform developed by Zerodha. It claims to be a minimalistic cross-platform application.

# S: Simple

- Founded on April 1, 1976
- Revenue US\$233.715 billion (2015)
- Net income US\$53.394 billion (2015)
- Total equity US\$174.820 billion (2Q2016)
- Number of employees 115,000 (as of July 2015)





# S: Support & Network

- Baker Tilly is tying up with small CA firms in India to take over the big 4
- Changes in the auditing norms to affect the charter account industry especially the big 4
- Bringing global existence to India
- Changes in auditing rules to impact
- Make in India wave
- Global excellence



## Fintech insurance firm

- Valued at \$100 mn
- Online insurance currently contributes to approximately 1.5% of the entire insurance market in India.
- Selling 25000 policies per month
- Types of Insurance offered
- Diversification Plans
- Insurance portfolio to allow niche products such as pet insurance, SME Insurance, depending on customer feedback and requirements.



- Founded by Ritesh Agarwal
- Ties up with hotels across countries
- Providing cheap accommodation
- Valuation of over \$225 million



# Muchhad Paanwala



# C: Creator

- Gary Vaynerchuk
- In 2006 started the video blog *Wine Library TV*
- Vaynerchuk describes social media as a cocktail party, where brands must be a part of conversations that people have.
- In June 2016 Gary Vaynerchuk started his partnership with a sports agency to create VaynerSports to add his social media and digital agency zest to sports athletes career and future.



- Founded in 2008 by Shardha Sharma
- India's leading online media venture for Entrepreneurs and Startups
- Flagship properties - YourStory.com, HerStory, SocialStory. YourStory
- More than 20,000 stories of entrepreneurs
- Reaches over 10 million engaged readers every month.
- YourStory tells stories in 12 Indian languages.
- Global rank- 3310
- Country rank- 125

**YOUR  
STORY** | INSPIRE  
INNOVATE  
IGNITE







Redefine & Relearn  
Resilience & Ridicule



IQ & Beyond  
Integrity



Simple  
Support & Network



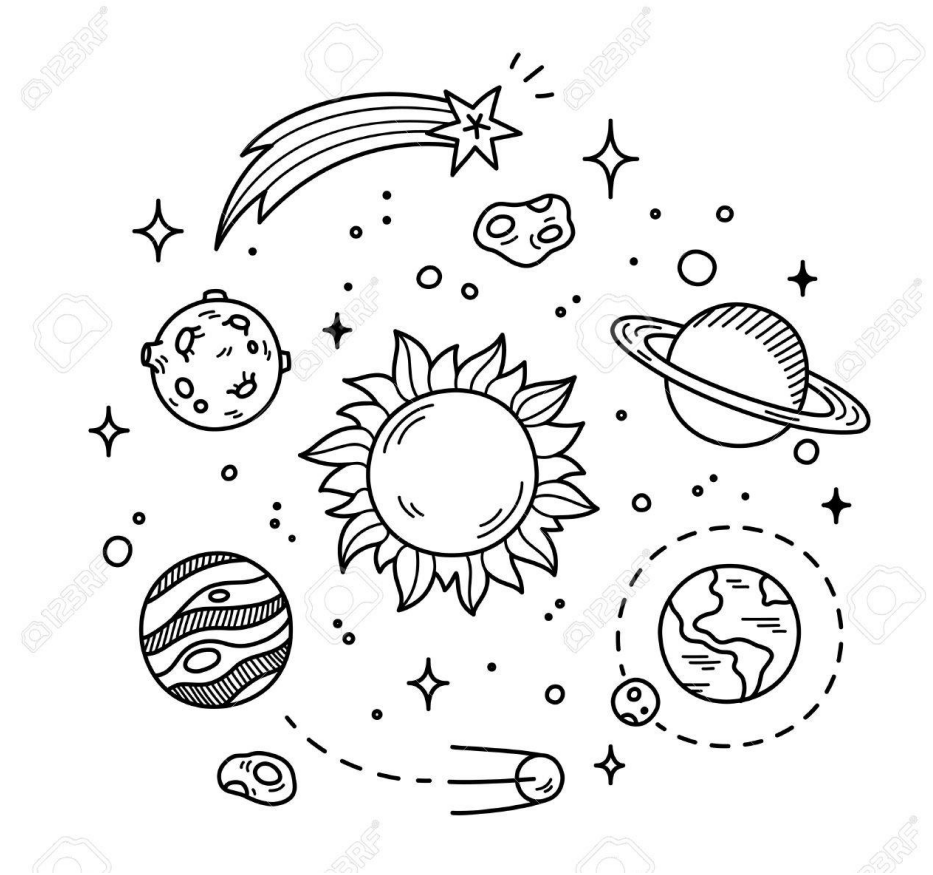
Customer Experience  
Creator

**A workshop to awaken an Entrepreneur and guide him towards Sustainable Success and wealth creation. This will Empower them to mould their Destiny and create their own Orbit of Success under any circumstances.**



## R i S E Methodology

- R i S E is a combination of 5000 years old Vedic Knowledge and Management Practices, synchronized with Modern Leadership
- Case studies of Indian & Global Businesses
- Course content customized as per challenges faced in the Company and Industry
- Business Performance Audit (BPA) will be conducted by a team of 39 Solutions' experts. BPA will reveal GAPS, Opportunities and lay Roadmap for Growth
- Workshop will be conducted in Hindi & English
- More information: [www.bit.ly/39S\\_RiSE1](http://www.bit.ly/39S_RiSE1)



Thank You!

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