

**POSITIVE THINKING****‘My Story’****[as told by Mr. Rajan]****(A lesson in Positive Thinking & Action for Success)**

After passing 10th grade from School, I joined the Army and after some training, I was posted to the Base Repair Depot in Kanpur. I liked carpentry and I turned out to be good in that and continued in the Repair Depot for many years and took retirement at a young age and came to Bangalore looking for a job in a furniture shop. I was not successful. But I was taken by one of the furniture manufacturing companies on a daily wage basis. When work is there, I got the daily wage, No work, no pay. I could not rent a room to stay. I had to save whatever possible and support my wife, children and old parents, living in our native village. I slept on the shop verandah/covered pavements. I ate only once a day. I also lived, mostly on ‘prasadam food’ given from temples where I went to pray in the morning / or evening. Still what I could send was very small amount of money as compared to what I used to send when I was an Army Jawan.

I felt miserable and depressed. Daily I prayed to God for an opportunity. I dreamt of having a big furniture shop, owned and managed by me. I woke up and faced the reality of my miserable state. How to get out of this miserable existence? I prayed. I dared to make my dream come true, instead of accepting my miserable condition. Start a business, but what business and where is the

money, even to buy some wood and tools and hire a place to work! It is just wishful, useless thinking!

No, it is not. I must not lose my dream. I must be positive and hopeful and make a plan and act. I remembered Swami Vivekananda’s advice ‘Work is Worship’. I must not hate my work. I must do it as worship. Then I must choose the work which is useful to the needy. Every day I reassured myself that there is good fortune for me, I must plan and work with confidence and commitment. I prayed for a way. Then by chance, I got an idea. I was engaged by my employer to pick up a truck load of used ‘deal-wood broken packing cases’ from HAL aircraft factory salvage yard. This was available at an unbelievably ‘throw away’ price and my boss was using it to pack some of his costly carved decorative furniture before transporting to a distant customer. The carpenter in me recognized the good quality of wood in these packing cases. So I borrowed some from my employer and made a few bookshelves for school children, and small chairs and tables for them to sit and study or write instead of squatting on the floor as children of poor people did ( as I did when I was in school). It will be a service also to the poor. My first market was the yard in front of the temple. Parents with children

who came to the temple saw my goods and bought them happily as these were low priced and affordable to them. Children were happy and seeing them happy I became happy. I became bold and confident and positive about success. I dared to meet my employer (still I was also working as a daily worker in his shop) and make a business proposal! I approached him cautiously with humility but with confidence ‘Sir I need a big help from you’. He asked, “What do you want?”. “Sir, I want to make cheap, affordable, but quality furniture like bookshelves, kitchen shelves, and study tables and chairs for poor income groups. ‘So you want a loan from me?’ he asked, ‘No Sir, I want to request you to be my partner, give me some money, I will make the items for you, you display them in your shop and sell them for me – Take your money and a share in the profit and the balance for me. I think it will grow into good business”. The boss was impressed by my positive approach and confidence and he agreed. I started with plain, unpainted products first. Then I offered to paint in any colour as required by the customer before supply. Soon I was making and selling white, blue, yellow, red

and many such brightly coloured small chairs and tables and bookshelves, kitchen shelves etc. Business grew. Later I hired a place and had my own showroom. I hired young carpenter trainees and increased production. I diversified into costlier and better designed home and office furniture in a variety of woods such as Honna, Rubber wood and Teak wood. I never compromised quality. Customer was ‘God’ who gave me work. So I gave good quality products at affordable price. I shared profit with my employees, and myself and my family and rest I invested in business for growth. Now I have three large showrooms in Bangalore, and a large factory to manufacture furniture. I am a happy person, mainly as I am making others – my customers and my employees happy and I love my work – in the true sense, seeing work as worship and work as a service.

*My story is not to brag about my achievement, it is to inspire others to be positive in thinking and actions when faced with difficulties and succeed. So I like to remain anonymous.*



**“Success comes to those who dare and act.**

**It does not go to the timid.**

**Be positive in your dreams,**

**thoughts and action.”**