

Adapt, Innovate, and Thrive in a Constantly Evolving Business Landscape



Mastering Financial Health: The Key to MSME Growth

In the ever-evolving world of MSMEs, managing financial health is vital for sustained growth. Budgeting and forecasting are your strongest allies in this journey.

Budgeting lays the foundation for strategic decisions, helping allocate resources wisely, prioritize initiatives, and stay agile. It turns aspirations into actionable plans, ensuring confidence and stability. Forecasting acts as your business compass, analyzing trends to anticipate challenges, seize opportunities, and align with long-term goals. Together, they provide a clear roadmap for today and tomorrow.

At The School of Inspirational Leadership, we believe mastering these tools fosters accountability, transparency, and a resilient mindset. Embrace them to unlock your potential and create a legacy of success.

*Warm regards,
Dr. Yogesh Pawar
Founder, The School of Inspirational Leadership*

Government Schemes for MSME from October to December'2024

In 2024, the Government of India launched several initiatives to support the MSME sector

PM Vishwakarma Scheme

This initiative supports traditional artisans and craftspeople by providing them with skill training, toolkit assistance, and collateral-free loans of up to Rs 3 lakh. It also promotes digital empowerment and market linkages for these professionals. Eligible artisans can enroll at their nearest Common Service Centre.

Prime Minister's Employment Generation Programme (PMEGP)

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A Scheme for Promotion of Innovation, Rural Industries, & Entrepreneurship (ASPIRE)

ASPIRE supports the establishment of Livelihood Business Incubators and Technology Business Incubators in rural areas. It provides up to Rs1 crore to government agencies and Rs75 lakh to private agencies for procuring plant and machinery, along with operational support. This scheme is highly lucrative for entities aiming to innovate and generate rural employment.



Procurement and Marketing Support (PMS) Scheme

The PMS scheme assists MSMEs in enhancing market accessibility through participation in trade fairs, exhibitions, and vendor development programs. It also educates enterprises on modern packaging techniques, e-commerce, and export policies. MSMEs with valid Udyam registration can apply via the Ministry of MSME website.

Self-Reliant India (SRI) Fund

Designed to support MSMEs with high growth potential, the SRI Fund provides equity and quasi-equity funding. It focuses on enterprises poised to become national or global champions, offering capital support to scale operations and innovate. With a Rs10,000 crore government contribution, it's an excellent opportunity for ambitious MSMEs.

[MSMESchemebooklet2024](#)

GROWING INDUSTRIES ACROSS THE WORLD

In 2024, several key sectors are experiencing significant shifts, driven by technological advancements, changing consumer preferences, and evolving global dynamics.



TECHNOLOGY & DIGITAL TRANSFORMATION

AI and ML: According to a McKinsey Global Institute report, AI could add \$13 trillion to the global economy by 2030.

Quantum Computing: IBM announced in 2023 that it had developed a 127-qubit quantum processor, a significant milestone in quantum computing development.

Metaverse and XR: The global XR market is projected to reach \$72.8 billion by 2024, according to Grand View Research.



HEALTHCARE & BIOTECHNOLOGY

Personalised Medicine: The precision medicine market is expected to grow at a CAGR of 15.4% from 2023 to 2030, according to Market Research Future.

Mental Health and Well-being: The global mental health market is estimated to reach \$278 billion by 2026, driven by increasing awareness and demand for mental health services.



SUSTAINABILITY & GREEN TECHNOLOGY

Renewable Energy: The global renewable energy market is projected to grow at a CAGR of 5.3% from 2023 to 2030, according to Mordor Intelligence.

Electric Vehicles: Global EV sales are expected to reach 14 million units by 2025, according to BloombergNEF.



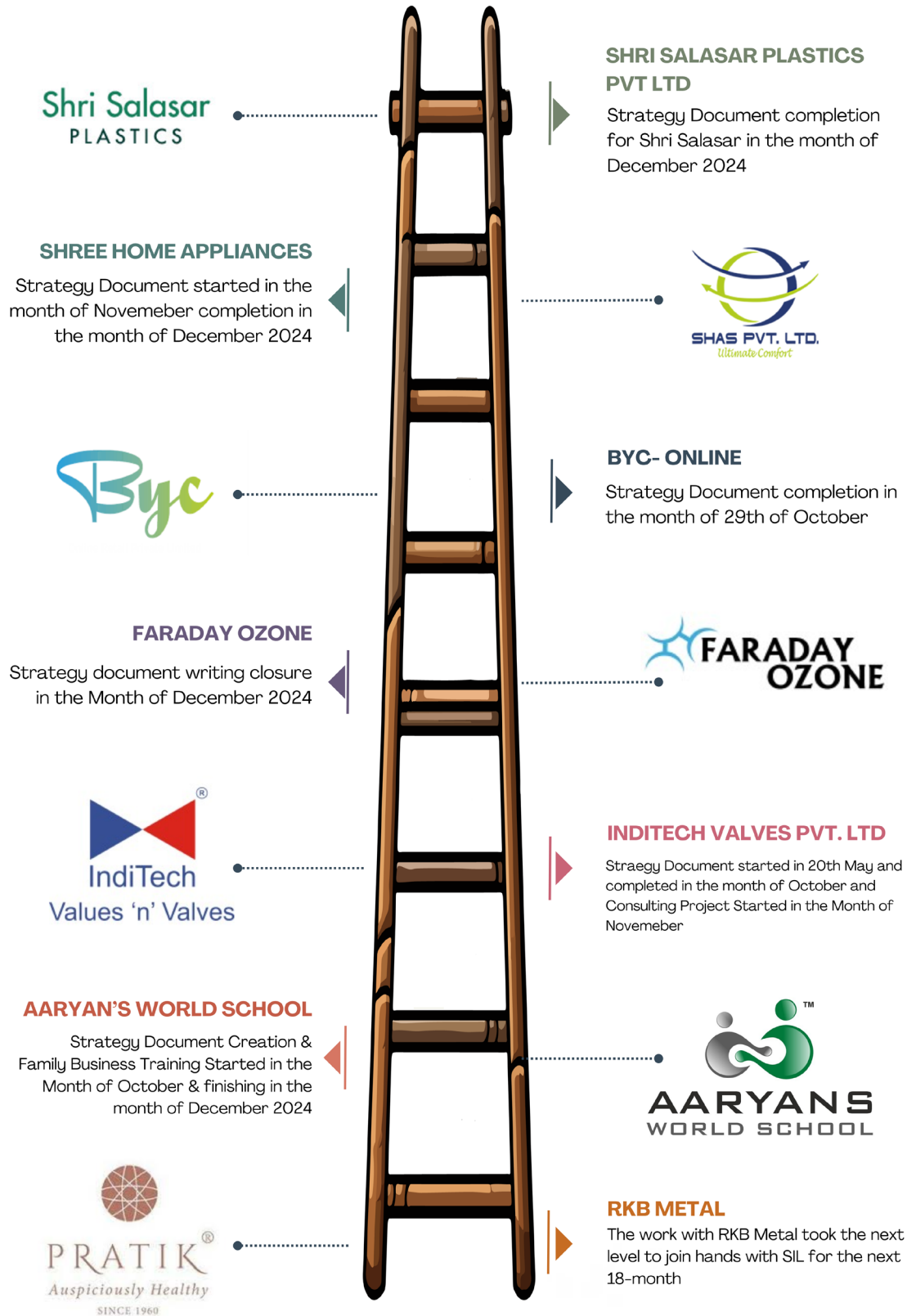
MANUFACTURING & SUPPLY CHAIN

Smart Manufacturing: The global smart manufacturing market is expected to reach \$317.7 billion by 2026, according to Grand View Research.

3D Printing and Additive Manufacturing: The global 3D printing market is projected to grow at a CAGR of 19.8% from 2023 to 2030, according to Market Research Future.

Consulting Milestones by School of Inspirational Leadership

SIL has made significant progress across various projects



These milestones reflect our commitment to long-term success for our clients



Successful Classroom Training Execution by SIL



M-Square Business Communication by Elvina Raylon Pinto



Mothers School- Capacity Building Team Work and Leadership by Manas Tripathy



Leadership and Culture By Maj.General. Retd. Neeraj Bali for M-Square Engineers | Varad Automation & Robotics | Aqua Cleans Systems



Candour - Design Thinking and SPANCO by Manas Tripathy



BEI Interviews - Conducted by Manas Tripathy



Managerial Essentials at Lagos, Nairobi, Riyadh, Dubai, & Cairo by Ms.Elvina Pinto, Mr.Sangram Pawar, Dr. Yogesh Pawar, Mr. Kevin Wakuze, Mr, Kingsley

Online - Data Driven and Product Management, KAM, AI in Project Management, Business Writing



Sanofi - Strength Finder Workshop by Abhishek Joshi



Setco- Last Phase of Saksham



Community Brands Managerial Essentials by Manas Tripathy & Distance Leadership by Dr. Yogesh Pawar



Burning Desire Workshop for Next-Level Entrepreneurship



Batch 329: Held on November 28th & 29th, 2024,

Batch 330: Scheduled for December 18th & 25th, 2024 Online

Upcoming January 10th to 16th January, 2025 Online

These workshops provide entrepreneurs with a dynamic environment where they can step away from their day-to-day operations and immerse themselves in strategic planning. With expert guidance from Dr. Yogesh Pawar, participants explore:

1. Defining their vision and mission
2. Identifying key growth drivers and business strategies
3. Mapping out revenue targets and aligning them with actionable goals
4. Creating a strategic roadmap for business expansion

Entrepreneurs from various industries have experienced transformative growth after attending Burning Desire, gaining clarity in their business objectives and taking the next steps toward scaling their operations. The serene location of Pune further enhances the experience, allowing participants to reflect deeply on their business journey and future direction.

As we continue with this journey, SIL invites more entrepreneurs to come and be a part of this life-changing experience, unlocking the potential to reach new heights in their business ventures.

“RUN TO IPO” Webinar: Empowering MSMEs to Go Public

On October 2, 2024, SIL hosted an engaging webinar, “RUN TO IPO,” spotlighting IPO opportunities for MSMEs. With insights from industry leaders like Mrs. Radha Kirthivasan (Head of Listing, BSE), Mr. Anand Chari (AGM, BSE SME & Startups), and Dr. Yogesh Pawar (Founder, SIL), attendees discovered:

1. Why list on the BSE-SME platform: Boost visibility, credibility, and growth.
2. How to prepare for an IPO: Financial planning, compliance, and more.
3. Real success stories: Inspiring growth post-listing.



“The Rich Man & the Broken Pot”

A rich merchant once invited Tenali Rama to his home for a feast. During their conversation, the merchant proudly showed off his gold pot, claiming it was priceless and unbreakable.

Tenali, known for his wit, decided to test the merchant. “If it’s truly unbreakable, let’s fill it with water and drop it from the balcony to see!”

The merchant panicked, saying, “No, no! The pot might break!”

Tenali chuckled and replied, “You call it unbreakable, but your fear of testing it shows otherwise. Similarly, if you don’t put your wealth to productive use, it’s as fragile as this pot—seemingly valuable but ultimately useless.”

The merchant understood the deeper meaning and decided to invest his wealth in helping others and improving his trade.

Moral: Wealth unused is like a fragile treasure. Use it productively to create value and happiness.

Tools and Templates for Problem Solving

Eisenhower Matrix: Prioritize Your Way to Productivity

Definition: The Eisenhower Matrix, or Urgent-Important Matrix, is a time-management tool that helps prioritize tasks based on urgency and importance. It categorizes tasks into four quadrants to determine what to focus on, delegate, or eliminate. Popularized by Dwight D. Eisenhower, it reflects his principle: "What is important is seldom urgent, and what is urgent is seldom important."

Structure:

Quadrant I: Urgent & Important – Tasks requiring immediate attention, like deadlines or crises.

Quadrant II: Important but Not Urgent – Long-term goals, such as planning or skill-building.

Quadrant III: Urgent but Not Important – Distractions like interruptions or low-priority emails.

Quadrant IV: Neither Urgent nor Important – Time-wasters like social media scrolling.

Template:



How to Use It:

List tasks: Write down everything you need to do.

Classify: Sort tasks into quadrants:

- Do Quadrant I now.
- Schedule Quadrant II for later.
- Delegate Quadrant III.
- Eliminate Quadrant IV.

Act and review: Focus on priorities and update regularly.

When to Use:

- Feeling overwhelmed.
- Improving time management.
- Balancing work and personal life.
- Strategic planning.

Benefits:

- Encourages smart prioritisation.
- Reduces procrastination and stress.
- Maximizes productivity on meaningful tasks.

Take control of your time with the Eisenhower Matrix—because not all tasks are created equal!

Testimonials from Our Partners Insights on Growth and Transformation with SIL

"As the Director of 17 schools, I faced a period of stagnation after 15–17 years of work. I was seeking a mentor who could guide me to elevate my approach. A friend recommended attending Dr. Yogesh Pawar's workshop, and I decided to give it a try. Believe me, those two days were truly transformative. Dr. Pawar has a unique ability to solve problems and provide actionable solutions. The pathways he shared during the workshop resonated deeply with me, and I gained clarity on how to lead from the front. To all entrepreneurs looking to scale new heights, I highly recommend attending Dr. Yogesh Pawar's training program. It's an experience that connects, inspires, and empowers you to soar higher."

Mr Milind Ladge, Director, Aaryan's World School



"We at Airplus, operating in the AC industry, experienced a significant shift in perspective after attending this program. Before, we followed a regular business pattern, but this training was a true eye-opener. The insights and strategies shared during the program have fundamentally changed how we view our business. It has

equipped us with the tools to not only develop but also scale our operations to new heights. For any entrepreneur, attending this training program is essential. It's an opportunity to look beyond the conventional and discover pathways to growth and success. Don't miss the chance to transform your business vision."



Mr. Siddharth Mulik, Director, Shree Home Appliances & Services Pvt. Ltd.

"Aarco Engineering specializes in air pollution control equipment, industrial fans, dust collectors, and a diverse range of solutions like air handling units, axial fans, centrifugal blowers, and evaporative cooling units. We also cater to industries like food and beverage, dairy, rubber, and other production sectors. For us, personal advisory was a game changer. While we were doing decent sales, scaling up was the challenge we struggled with. Enrolling in the program led by Dr. Yogesh Pawar and Dr. Akshya Seth provided the tools and roadmap we needed to navigate this phase.

The program was intensive and insightful. We worked closely with Dr. Pawar to identify gaps in our approach—things we were missing but were essential for growth. Beyond creating a roadmap, we learned to segregate departments into project and product divisions, integrating them seamlessly through digitization and a cloud-based ERP. We also implemented monthly and weekly roadmaps, which have transformed how we operate. The shift from working in the business to working on the business is something Dr. Pawar passionately instilled in us. For small and medium-sized businesses looking to scale, I highly recommend Dr. Yogesh Pawar and Dr. Akshya Seth. Their guidance is invaluable."

Ms. Tasneem Shaikh, Co-Founder, Arco Engineering



Get Ready for Upcoming Events



Let's Build Your Family's 2025 Together

A Free Family Workshop to Plan Your 2025 Together & 4-Day Transformational Workshop for Families to Plan, Bond, and Build a Beautiful Year Together

Dates- 3rd January 2025 to 6th January 2025

Timings-8:00 pm to 9:00 pm



Threads of Togetherness

To ensure an engaging and personal experience, seats for this live workshop are limited. Register now to secure your family's spot & take the first step toward an extraordinary 2025.

What This Workshop Offer?

A 4-Day Journey to Plan and Strengthen Your Family Life

Day 1: Reflecting on 2024

Celebrate achievements and learn from challenges—personally and as a family.

Day 2: Setting Personal, Professional, and Family Goals

Craft a shared vision that balances your career and family aspirations.

Day 3: Creating a Family Vision Board

Visualize your family's dreams and goals for 2025 through a creative, interactive exercise.

Day 4: Building the 2025 Family Plan

Develop a practical family calendar that includes milestones, vacations, and bonding activities.

Business Budget Getting Ready for Next 365 Days

This Workshop does Business Planning & Life Planning Together

Business Owners | Teams | Family Members



INDIA'S MOST TRUSTED ANNUAL OPERATING PLAN

IDEAL PARTICIPANTS OF COMPANY BUDGET EXERCISE

Finance & Accounts Manager
To enhance financial planning & profitability strategies

Supply Chain Manager
To streamline processes and optimize operational efficiency

Human Resource Manager
To align workforce goals with organizational objectives and foster a culture of growth

Operations / Plant Head
To drive productivity and ensure seamless execution of business plans

Sales & Marketing Teams
To strategize revenue growth & customer acquisition plans effectively

MSME Owners
"Aarambh engages the collective leadership and functional teams of MSMEs to ensure a cohesive and impactful approach to achieving organizational goals"

AARAMBH is a premier annual event hosted by the School of Inspirational Leadership (SIL) to help Small and Medium Enterprises (SMEs) create their Annual Operating Plans (AOPs). With over three years of success and recognition on February 19th and 20th—coinciding with the birth anniversary of Shri Chhatrapati Shivaji Maharaja, who symbolized the spirit of self-rule—AARAMBH continues to inspire entrepreneurs to build their own "Swarajya".

To harness and manage this thought process for the SMEs of India, the School of Inspirational Leadership organizes a unique methodology of creating the annual operating budgets for companies that assist them in staying focused for the next 365 days of their growth process.

This budget is a detailed analysis of their revenues, processes, systems, people and profitability. Over the last ten years, the School of Inspirational Leadership has observed that businesses with an Annual Operating Plan are 9 out of 10 times more likely to reach their yearly goals.

Objectives of AARAMBH

- Empower SME Leaders:** Equip businesses with a roadmap for the next year focusing on revenues, systems, processes, people, and profitability.
- Achieve Long-Term Goals:** Support businesses in aligning strategic visions with practical, actionable plans.
- AOP Creation:** Provide a comprehensive and structured approach to developing effective annual plans.
- Entrepreneurial Ecosystem:** Inspire and nurture a growth-oriented environment for innovation and enterprise.

Workshop Actionables

Objective: To build the annual planning for a your company with sales & expenses sheet month by month for the financial year 2025-26.

Interactive Sessions: Live budget-building exercises and real-time case study discussions.

Online session: Registered participants will be attending live online session for budget building, Sales Planning, People Planning, Capex and Opex Planning and all marketing expenses for achieving the yearly sales goals.

10 days 90 mins sessions digitally

Conference: Every business in mapped with a chartered accountant to manage the budgeting sheet for each business, all business doubts are answered personally the the expert.



Our Success Story and Show Stopper

Dr Akshya Seth

Driving Client Success with Exceptional Engagement



Dr Akshya Seth, a Sales Growth Specialist and one of the senior consultants and business coaches at The School of Inspirational Leadership (SIL) has set a remarkable benchmark for client engagement in the third quarter of 2024. Contributing an impressive 88 hours in September, 66.5 hours in October, and 81 hours in November, Dr. Seth's dedication highlights his unwavering commitment to delivering value-driven solutions.

His expertise and consistent efforts continue to inspire trust and foster growth among our esteemed clients. Thank you, Dr. Seth, for being a cornerstone of SIL's mission to empower businesses!

Mr Sangram Pawar

Setting Standards in Customer Satisfaction

Sangram Pawar, a distinguished consultant at The School of Inspirational Leadership (SIL), has achieved the highest Customer Satisfaction Index in the third quarter of 2024. Working closely with clients such as Neologic and ECE, Sangram also conducted impactful training programs for People Managers at Redington in



Doha and Riyadh. His exceptional delivery and client-centric approach earned highly convincing feedback, solidifying his reputation as a trusted partner for growth and excellence. Thank you, Sangram, for your unparalleled contributions to client success!

Mr Rohit Gadhave

Employee of the Month for Outstanding Contribution



We are thrilled to announce Rohit Gadhave, Manager- Creatives & Graphics, SIL as the Employee of the Month! His immense dedication and expertise in capturing details at Burning Desire, intervention in content creation, visualization of strategic documents, and designing have been exemplary.

Rohit has single-handedly managed end-to-end project delivery with remarkable consistency, setting a high standard for excellence.

Thank you, Rohit, for your unwavering commitment and impactful contributions. You inspire us all!

Watch our New Programs Free



Analyzing and understanding your current business ecosystem to identify opportunities and challenges. Developing a cohesive strategy that links your vision, mission, and goals to practical execution plans. Equipping your team with the tools, metrics, and processes needed for scalability. Creating a blueprint for long-term success, ensuring your organization is prepared to meet its revenue and impact targets.

Outcomes of 10X Scaling Blueprint

- A crystal-clear understanding of your business's strengths, weaknesses, and opportunities.
- A scalable strategy that integrates your organization's vision, values, and goals.
- Tools and frameworks for sustainable growth, tailored to your business needs.
- Confidence to act as your own consultant or effectively engage with external experts.
- A proven methodology to position yourself as a strategy consultant.
- Expertise in crafting and implementing actionable business strategies.
- The ability to deliver measurable results to clients across diverse industries.
- Enhanced credibility and the capacity to scale your consulting practice.

[WATCH NOW ▶](#)

[Login to our Learning Management System to access the Program](#)



10X TIMES

GET IN TOUCH

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