

# Sahayak Times

*A monthly Personal Finance newsletter  
Brought to you under the personal finance literacy mission of*

**SAHAYAK**  
gurukul

## From the Editor

Greetings from Sahayak Gurukul!



**Mark Twain** once famously said, *“It ain’t what you don’t know that gets you into trouble, but it’s what you know for sure, that just ain’t so”*.

*What gets us into trouble are the beliefs and perspectives that we pick up over our life’s journey and its experiences.*

*After working for many years in the financial services industry, we have observed that most investors make common money mistakes. They spend countless hours earning money and then that money is left idle thereby not making that money earn money for them. Wealth creation and maintaining that wealth are two different dimensions and most people ignore the same at their own peril. Personal finance is not taught at any school and it is assumed we shall follow the best financial practises.*

*We felt there was a vacuum and an acute need to share some good practices and concepts so as to help people understand the human and financial perspective of money and avoid common mistakes.*

Thus, we at Sahayak Associates gave birth to **‘Sahayak Gurukul’**

**Sahayak Gurukul** is an attempt to share thoughts and knowledge on aspects related to Personal Finance and Wealth Management. We shall attempt to provide financial insights into the markets, economy and Investments. Whether you are new to the personal finance domain or a professional looking at achieving your financial goals, our content is curated to demystify investing, simplify complex personal finance topics and help you make better decisions about your money while keeping it entertaining and enjoyable.

**‘Sahayak Times’** a monthly Personal Finance Newsletter is our launch vehicle in our mission to spread personal finance literacy.

Hope you enjoy reading the content as much as we enjoyed putting it together for you.

We invite you to share with us your candid feedback and also send us your contribution that you wish to share with other readers.

Happy Reading!

**Sandeep Sahni**

**Editor**

**Sahayak Times**



## The Month that was

Index	As on 31-01-22	As on 28-02-22	Change (%)
Nifty 50	17339.85	16793.9	-3.15
Nifty Small Cap	11116.45	9844.65	-11.44
Nifty Mid Cap 100	30273.95	28223.45	-6.77
Sensex	58014.17	56247.28	-3.05
US \$	74.55	75.493	1.25
Bitcoin \$	38483.13	43193.23	12.24
Dow Jones (in USD \$)	35131.86	33892.6	-3.53
Shanghai Composite (in USD \$)	3361.44	3462.31	3.00
Brent crude oil (in USD \$)	91.21	100.99	10.72
Nasdaq 100 (in USD \$)	14930.05	14237.81	-4.64
Gold (in USD \$)	4500	5112	13.60
10 Year Government bond yield	6.68	6.77	1.29

## Economic Headlines

**Exports rise 22.36% to \$33.81 billion in February**

**Read more at:**

<https://economictimes.indiatimes.com/news/economy/indicators/exports-rise-22-36-to-33-81-billion-in-february/articleshow/89950159.cms>

**RBI projects 7.8% GDP growth for 2022-23**

**Read more at :**

[https://economictimes.indiatimes.com/news/economy/indicators/rbi-projects-7-8-gdp-growth-for-2022-23/articleshow/89472081.cms?](https://economictimes.indiatimes.com/news/economy/indicators/rbi-projects-7-8-gdp-growth-for-2022-23/articleshow/89472081.cms?utm_source=contentofinterest&utm_medium=text&utm_campaign=cppst)  
utm\_source=contentofinterest&utm\_medium=text&utm\_campaign=cppst

**Govt collects Rs 1.33 lakh crore GST in February, cess collection crosses Rs 10,000 cr for first time**

**Read more at :**

[https://economictimes.indiatimes.com/news/economy/finance/govt-collects-rs-1-33-lakh-crore-gst-in-february-cess-collection-crosses-rs-10000-crore-for-first-time/articleshow/89918495.cms?](https://economictimes.indiatimes.com/news/economy/finance/govt-collects-rs-1-33-lakh-crore-gst-in-february-cess-collection-crosses-rs-10000-crore-for-first-time/articleshow/89918495.cms?utm_source=contentofinterest&utm_medium=text&utm_campaign=cppst)  
utm\_source=contentofinterest&utm\_medium=text&utm\_campaign=cppst

**Russia-Ukraine crisis: India economy to be among worst hit in Asia – Nomura**

**Read more at:** [https://www.business-standard.com/article/economy-policy/russia-ukraine-crisis-indian-economy-among-worst-hit-indonesia-to-benefit-122022500400\\_1.html](https://www.business-standard.com/article/economy-policy/russia-ukraine-crisis-indian-economy-among-worst-hit-indonesia-to-benefit-122022500400_1.html)

**Retail inflation rises to 6.01% in January from 5.66% in December**

**Read more at:**

<https://economictimes.indiatimes.com/news/economy/indicators/retail-inflation-rises-to-6-01-in-january-from-5-66-in-december/videoshow/89570627.cms>



## Reasons to Invest in ELSS

For the uninitiated, tax saving is a complicated task.

In simpler terms, there are two ways to decrease your tax liability: exemptions and deductions.

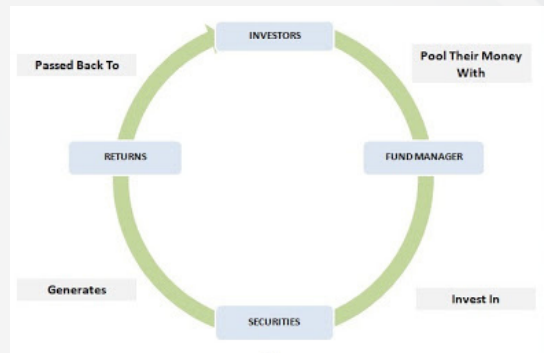
A lot of people confuse between the two things and use them interchangeably.



**To know more visit:**

<https://www.sahayakassociates.in/have-you-done-your-tax-planning-for-2018-19/>

## Mutual Funds – The real advantage



The mutual fund was born from a financial crisis that staggered Europe in the early 1770s.

The British East India Company had borrowed heavily during the preceding boom years to support its ambitious colonial interests, particularly in North America, where unrest would culminate in revolution in a few short years.

As expenses increased and revenue from colonial adventures fell, the East India Company sought a bailout in 1772 from the already-stressed British treasury. It was the “original too big to fail corporation” and the repercussions were felt across the continent and indeed around the world.

At the same time, the Dutch were facing their own challenges, expanding and exploring like the British and taking “copy-cat risks” in a pattern that has drawn parallels to the banking crisis of 2008.

**To read the full blog visit:**

<https://www.sahayakassociates.in/mutual-funds-the-real-advantage/>

# **ADDING TO YOUR LIFE by REMOVING FROM IT**

VIA NEGATIVA



When asked what it takes to win a Nobel prize, Francis Crick said, "Oh, it's very simple. My secret has been I know what to ignore. Avoiding can be more important than finding."

I recently read somewhere that we spend the first half of our lives adding things, and the second half subtracting most of them.

Somewhere in mid age, we realize that most of our choices were mistakes, and then we start subtracting vigorously.

Lest you lose out on the positive compounding timeframe, you will do yourself a world of good by respecting and practicing this lesson – of saying no to most things, of not adding a lot of unwanted stuff early.

Most people immediately look at what they can create or add to something to make it better. Very few people consider what they could remove.

Yet, there is immense power in improvement by subtraction - an idea called Via negativa.

Via negativa is essentially the study of what not to do.

The idea comes from a Latin phrase used initially in Christian Theology to explain what God is by focusing on what he isn't.

Naval Ravikant uses via negativa to help him make decisions.

In The Almanack of Naval Ravikant, he says: "I don't believe I have the ability to say what is going to work. Rather, I try to eliminate what's not going to work. I think being successful is just about not making mistakes. It's not about having correct judgment. It's about avoiding incorrect judgements."

In Investing as in life,

Practise via Negativa, look at all the things you don't want to do rather than the things you want or need to do.

Happy Investing!



## Join the Sahayak Billionaire Club

## Articles we are reading

*Articles we are Ruchir Sharma's move shows new-age wealth advisors adding heft*

<https://www.moneycontrol.com/news/business/markets/ruchir-sharmas-move-shows-new-age-wealth-advisors-adding-heft-8084021.html>

*"For India, the reality of 5%: Why recent high growth numbers will not be sustainable for either this country or the world"*

<https://timesofindia.indiatimes.com/blogs/toi-edit-page/for-india-the-reality-of-5-why-recent-high-growth-numbers-will-not-be-sustainable-for-either-this-country-or-the-world/>

*Answer to Who is/are going to benefit from the Russia - Ukraine war? by Allen Lobo*

[https://www.quora.com/Who-is-are-going-to-benefit-from-the-Russia-Ukraine-war/answer/Allen-Lobo?ch=3&oid=341121496&share=dd496182&srid=DEVE&target\\_type=answer](https://www.quora.com/Who-is-are-going-to-benefit-from-the-Russia-Ukraine-war/answer/Allen-Lobo?ch=3&oid=341121496&share=dd496182&srid=DEVE&target_type=answer)

*Don't Sell Hope short*

<https://columnalerts.cmail19.com/t/ViewEmail/d/1EB07EA88FE7B68F2540EF23F30FEDED/597E1D0948FAE7C32018F019E6F15D33?alternativeLink=False>

*Fluke by Morgan Housel*

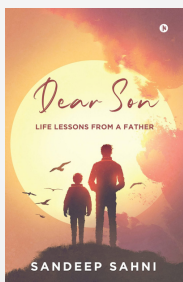
<https://www.collaborativefund.com/blog/fluke/>

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<https://www.sahayakassociates.in/contact/>

Process of Becoming a Billionaire Club Member	Privileges of being a Billionaire Club Member
Budgeting and Goal Planning Exercise	Personal Relationship Manager - Available on Call
Enrolment into the Club as a Member	Regular Monitoring and Review of Investment
Start of Investment	Course Correction Strategy, Whenever Required
Regular Review	Regular Updates and Industry News
Support & Coaching	Invites to Webinars and IAPs
Celebration of Milestone Achievement	Invites to Billionaire Club Social Events
<b>Eligibility Criteria</b>	Additional Services
Minimum Initial Investment of ₹ 25 Lakh and ₹ 1 Lakh SIP	• Counselling and Mentoring with Sandeep Sahni
Investor should be a major	• Free Will Writing and Execution Services
Investor should be KYC compliant	
Investor should provide all personal financial information	

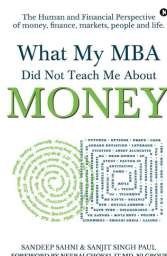
## Books to be Read



**Dear Son....** Is a from the heart experience sharing by a father for his 21-year-old son, on the threshold of adulthood. Divided into 21 Chapters, it is easy to read and covers a wide variety of topics of importance for every young adult.

An exciting journey with endless possibilities awaits you and if you are looking at how to prepare for it, approach it and prioritize your tasks, this book is for you.

Order your copy now-  
<https://www.amazon.in/dp/1637815271>



What My MBA Did Not Teach Me About Money gives real and practical strategies to work around:

1. Money beliefs
2. Hiccups in finance
3. Navigating stock markets
4. Overcoming our own biases
5. Navigating our vulnerabilities in those special situations when we are most likely to make money mistakes

Each of the strategies presented in the book is derived from practical experiences of the authors' own lives and from advising their clients. This book is about bridging the gap between the "feeling" human perspective and the "thinking" financial perspective of money.

Order your copy now-  
<https://www.amazon.in/dp/1637816502>



# On the Occasion of the Women's Day let's share some thoughts on 'Women and Money'



Women have always been sensible savers, careful spenders and prudent managers of money.

The lady of the house has always been balancing the household budget and managing the needs of the various members of the household. Despite all the constraints, she has always managed to keep some money aside for an Emergency and create a contingency fund for the family. As per the stereotype, Men are supposed to be financial daredevils who like risk, and women are cautious and want security. As the standard cliché goes, men are thought to be bigger risk-takers than women, or to rephrase, “Men buy shares from Mars and Women have a savings account on Venus.”

Demonetisation showed us the extent of hidden wealth of women in India, accumulated through years of saving in drawers of cupboards and hidden between clothes. The phenomenon of Ladies Kitty Parties and accumulation of money thereon also gives them a corpus which they use for various needs; Create a contingency fund, augment their jewellery, buy an expensive gift for the kids or gift herself a major appliance she had been eyeing, contribute for the family holiday or change and upgrade her vehicle.

Women are great with money; they really know how to save. Some of them are also proactive in deploying this money to make more money in new-age instruments like mutual funds or in more traditional avenues such as real estate or gold.

To read more click - <https://www.sahayakassociates.in/women-and-money/>