

Special collated by:



HAT IF...



new year !!

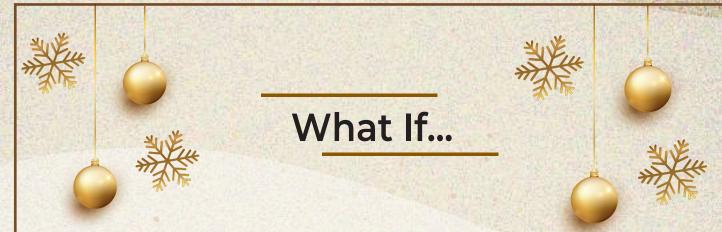
2022

"Ring out the old, ring in the new Ring, happy bells, across the cold & snow: The year is going, let him go; Ring out the false, ring in the true."

~ Lord Alfred Tennyson.

The musk Deer runs everywhere after the scent of musk, not realising it is the source. Similarly we run everywhere after happiness, not realising it lies within. As we stand at the threshold of a New Year, let us all make a resolution to be happy & spread happiness all around us through words & deeds !

Happy New Year **Bonne** année नए साल की शुभकामना Alles Gute zum neuen Jahr Felice anno nuovo નવા વર્ષની શુભેય છાઓ Feliz año nuevo あうれ ವರೆಷದ ಶುಭಾಶಯ 新年快区



It all starts with What if..

These two words have changed the history of mankind. Most of the World's Inventions happened, when someone asked the question, What If... Most of the World's discoveries happened when someone asked the question, What if... Most of the progress happened when someone asked the question, What if...

Start with a dream!

"Dream lofty dreams, and as you dream, so you shall become. Imagination is the beginning of creation. You imagine what you desire, you will do what you imagine and at last, you shall create what you will."

Dreams are not what you see in your sleep, dreams are the passion which don't let you sleep. Sometimes you'll be the only one who believes in your dream. Do not stop.

The world needs you to model what's possible for the rest of us.

Hence,

What if... We could arrange ourselves to be greater than we have ever been,
What if... The whole wasn't greater than the sum of its parts but infinite,
What if... We follow our passion,
What if... We Dream Big,
What if... Money were no object!



And if you are one who is still unsure about which game to even start playing, just get into any game you like and are reasonably good at, and then tinker around. Keep learning, keep exploring, and you should find that one game that would become the only that you would like to be in.

I remember this beautiful poem composed by **Harivansh Rai Bachchan**, titled **'Madhushala' (tavern or house of wine)** and which I first read many years back. A passage from the poem reads thus –

" मदिरालय जाने को घर से चलता है पीने वाला, 'किस पथ से जाऊँ ?' असमंजस में है वह भोला भाला, अलग–अलग पथ बतलाते सब पर मैं यह बतलाता हूँ दृ 'राह पकड़ तू एक चला चल, पा जाएगा मधुशाला। "

"Seeking wine, the drinker leaves home for the tavern. Perplexed, he asks, "Which path will take me there?" People show him different paths, but this is what I have to say – "Pick any path and keep walking. You will find the tavern."

What Mr. Bachchan's advice was essentially the answer to the "What do you desire?" question.

Pause, reflect deeply, take your time, and you should find an answer. And once you have found what you really desire, or the game you should play and the path you should take, start playing, get better at it over time, and you should win – not against others but along with others who are also playing that game.



That win, I believe, would be your Madhushala.

In fact, over time, you will also realise that your game itself will become your Madhushala, your 'Summum Bonum,' your highest purpose.

This may sound a bit philosophical, but you will realise its importance only when you start walking on your path and playing your game, that you can win.

Let the year 2023, be a year of asking yourself the most important What If.. And then acting upon them to achieve your dreams and live a meaningful life.

The Year of the Rabbit

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On January 22nd 2023, the Chinese New Year of the Rabbit bounds into action. 2023 is the Year of the Rabbit!

The shift in energy will be significant as we move out of 2022, the Year of the Tiger, and into the more

patient and gentle Rabbit Year 2023. All Rabbit years are believed to bring happiness and good luck, but this is no ordinary Rabbit year, for 2023 is the year of the Black Water Rabbit - a specially gifted, creative Rabbit that has not been seen since 1963.

The rabbit represents many things, including abundance, fertility, and overcoming fear.

The rabbit reminds us to look within ourselves, to recognize our gifts, and to build upon their strengths. Rabbits have been considered a symbol of fortune for over 2,000 years.

For example, a rabbit's foot has historically been considered a lucky token. In addition, these prolific procreators are also an ancient symbol of fertility and life, as well as a religious symbol of spring and renewal.

In Chinese culture the Rabbit is associated with the moon. According to ancient Chinese legend, the Jade Emperor disguised himself as an old beggar in order to find a trustworthy helper. The Rabbit offered itself as a meal to the starving man by jumping into the fire.



We Enter 2023 with excitement and optimism, focused on keeping you – our valued clients and associates at the centre of our business.

We have positioned Sahayak to meet the growing needs of our customers in the vibrant economy.

In the coming year, we hope to build on the strong foundation we have created and strive to serve you better and grow our relationship with you.

May your world be full of warmth and good cheer this season and throughout this year.

HAPPY









As we begin another wonderful year, I am reminded of these profound words of *Charles Richards*

"Don't be fooled by the calendar. There are only as many days in the year as you make use of. One person gets only a week's value out of a year while another gets a full year's value out of a week."

Life's short. Let's make a difference in 2023 !

2022 was a year of choices. People moved out of their comfort zones and stood for something beyond roti-kapda-makaan/the daily grind and irrespective of whatever happens from hereon, the truth is that people's choice has been acknowledged in the last year. Major changes have occurred in India and the World in 2022

What we would wish for you in 2023 is simply that – the power to make choices. Big or small, good or bad –

May you write a lot or travel or drink yourselves silly or do whatever it is you want to do. Or may you choose to do nothing at all.

Wishing you a free will and 365 wonderful days of it.

22 Lessons from

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Here are the 22 most valuable lessons 2022 has taught me

- 1. Dream big but start small. Don't wait to be inspired to start your dream. Start your dream to grow inspired.What you can dream, you can achieve. Trust your instinct more than what society says is reasonable and possible.
- 2. To double your income, triple your investment in your professional education and on your personal development.
- 3. A problem is only a problem if you view it as a problem. Look for opportunity in the adversity.
- 4. Go directly to where your fear lives because on the other side of that is where your power lies. Deep change can yield profound growth if we seek the wonder within the mess. Immense possibility exists in intense difficulty.
- 5. Epic performance has more to do with saying no than saying yes. Learn the Art of Saying NO.
- 6. Impact is a better measure of success than income. Be a better person, a successful father, a successful friend, a successful leader Be a 'Go to' person rather than 'Go away' person.

11.

7. Make each fresh day a little better than yesterday. Daily optimizations will soon lead to exponential improvements



- 8. Be an encourager. There are enough critics already in this World. Critics and naysayers shout louder when you do better work. Your job is to see the greatness in people who have yet to own the greatness within themselves.
- 9. Tough times always give way to better days. Patience is a beautiful virtue. We are stronger than we know and can deal with adversity better than we think we can. Get up when you've been knocked down. The doing of hard things and facing adversity is how we grow braver and stronger.
- 10. Everything starts with giving. You have to give first to receive. Give generously. Generosity beats scarcity in every situation.
- 11. Genius is less about genetics and more about obsessive amounts of practice. The more devoted you are in practice, the larger the rewards during performance.
- 12. A failure only becomes a failure if you let it become a failure. Don't stay down, get up and start again with more vigour.
- 13. A strong family life is an awesome foundation for a strong career. Spend quality time communicating with them.
- 14. Forgiveness is a gift you give yourself. When you forgive, you don't change the past, you change the future.
- 15. Be polite. Be on time. Be optimistic. And Never be too busy to be kind. You never know whose life you are impacting and who you are inspiring.



- 16. Get fit so you can serve more people. Make time to rest. Sleep is a secret weapon. Resting is not a waste of time but an essential part of your peak performance.
- 17. The world doesn't come to an end when you are on a holiday. It starts becoming better. You deserve the break.
- 18. Pray! Because miracles happen every day. Pray hardest when it is hardest to pray.
- 19. Happiness is a choice you make. Choose to be Happy and make others feel happy around you.
- 20. Have faith in God and believe in yourself. All things are possible if you believe.
- 21. Be grateful for all your blessings. Gratitude is the antidote to insecurity. Your level of gratitude determines your altitude.
- 22. If you're the most successful person in every room, find a new room.

Remember that life's just too short to play small with your potential this New Year. Please remember, the way you start 2023 profoundly influences the way you'll end it, so definitely kick it into High Gear.

We hope these 22 lessons serve you well and set you up for some great planning around 2023 being the greatest year of your life so far.

13.

My **10** Rules for



Isn't The Dawn of a new Year a Wonderful Blessing, Doesn't it stand for Hope, giving us another start of what we call Life. I don't quite know where my steps or path will lead me, but I sure know how to embark on the journey in this new Year.

As we sit and ponder on the days gone by and the Spring and summer ahead, presents our greatest opportunity.

As we begin 2023, here are a few things I aspire to do each day.

These are actually mere notes to myself rather than advice to anyone.

I remembered Abraham Lincoln when I thought of sharing these rules for 2023 who once said,"If we both exchange \$1, we both will have \$1 each, but if we both exchange one good thought, we both will have two good thoughts."

1. Learn More..

"AsatoMa Sadgamaya, TamasoMaa, JyotirGamaya, MritorMaa, AmritamGamaya.

God, please lead me (by giving me knowledge) from the unreal to the real, From darkness(of ignorance) to the light (of knowledge), From death (limitation) to immortality (liberation) ~ Rig Veda.

15.



Socrates says, "If you know that you don't know, that is a great beginning. Then it is possible for you to know."

To be aware that I am ignorant creates the possibility of seeking, searching, in your interiority for the truth – for your truth.

Don't allow your fame to stop you from bringing out new ideas.

Don't be too comfortable to develop your skills and grow your dreams.

Deprive yourself of some luxuries to be able to think and be more creative. Learn more, grow more. The day you stop learning is the day you stop living.

"What we know is but a fistful, what we do not know is the entire universe" said Avvaiyar, a Tamil Poet. Everyone knows this, but few are aware of this. Awareness increases the desire to know. Develop the craving of becoming humble by being aware.

Don't relent in seeking knowledge. What you leave unsharpened remains blunt. Upgrade yourself often. The only way you can improve the world is by improving yourself. Keep learning, keep upgrading your skills. The only medicine for anti-ageing is lifelong learning.

Becoming wise is a slow game, but wisdom builds up, like compound interest. You have to work at it for a long, long time. But the earlier you start, the more territory you can cover. And the more big, important ideas you can assimilate, the easier the learning process is. Have a temperament to grab ideas and do sensible things. Start this process in 2023 if you haven't already.

Learn, be better than yesterday.



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compound interest. You have to work at it for a long, long time. But the earlier you start, the more territory you can cover. And the more big, important ideas you can assimilate, the easier the learning

process is.

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2. Don't worry too much about making money.

It won't change the way you live. Time spent earning enough money is time reasonably well spent. Time earning an excess of money far beyond that required to meet one's needs, however, is time wasted. So, know 'How much is enough.'

As an old saying goes, "Some people are so poor, all they have is money." We all know that true wealth is beyond things. The real wealth is meaningful experiences, relationships and life changing wisdom. Wealth and poverty has nothing to do with material possessions, it is based on contentment and discontent.



If you are content with what you have been blessed with, you are wealthy. This is because wealth is not the possession of abundance, wealth is freedom from need.

I am reminded of an anecdote, Famed author Joseph Heller and Kurt Vonnegut were at a cocktail party at the home of a Wall Street titan, on Long Island. Vonnegut asked his friend:

"Joe, how does it feel to know that our host made more money yesterday than you'll make from all your royalties from Catch-22?" Heller replied: "Well Kurt, I have something he'll never have. Enough."

Get free, Be really rich in 2023.

As far as saving money is concerned, take it seriously but not too much that you compromise your and your family's present. Especially when you are making a reasonable income and are already saving enough, remember what Warren Buffett says – "...who is to say whether it is better to defer a dollar of expenditure on your family – on a trip to Disneyland or something that they'll get

enormous enjoyment out of – so that when you are 75, you can have a 30-feet boat instead of a 20-feet boat. There are advantages to spending money on your family when it is young – giving them various forms of enjoyment, education, or whatever it may be. But it's crazy to be spending 105% of your income."



Day by day nothing changes and when you look back, suddenly everything has changed and things are different.

Time changes everything & everyone. Albert Einstein made a very strong remark when he said that, "Doing the same thing and expecting a different result is insanity."

If you do want a different result then the only thing that you can do is to change the things that you've been doing thus far.

The end of a year is a good time to reflect what has changed & plan for the change going forward.

It is important to change because,

"People who change after change will survive, People who change with change will succeed & People who cause the change will lead." Change is the only constant. For the New Year,

Plan the change, Start the change, become better.



One always has to know when a stage comes to an end. If we insist on staying longer than the necessary time, we lose the happiness and the meaning of the other stages we have to go through.

Closing cycles, shutting doors, ending chapters – whatever name we give it, what matters is to leave in the past the moments of life that have finished.

Did you lose your job, or suffered losses in your business? Has a loving relationship come to an end? Did you leave your parents' house? Have you moved base to another location or moved abroad? Has a long-lasting friendship ended all of a sudden?

You can spend a long time wondering why this has happened.

You can tell yourself you won't take another step until you find out why certain things that were so important and so solid in your life have turned into dust, just like that.

But such an attitude will be awfully stressful for everyone involved: your parents, your husband or wife, your friends, your children, your sister.

Everyone is finishing chapters, turning over new leaves, getting on with life, and they will all feel bad seeing you at a standstill.

Things pass, and the best we can do is to let them really go away.



That is why it is so important, however painful it may be, to destroy souvenirs, move, give lots of things away to orphanages, sell or donate the books you have at home.

Everything in this visible world is a manifestation of the invisible world, of what is going on in our hearts – and getting rid of certain memories also means making some room for other memories to take their place.

Let things go. Release them. Detach yourself from them.

Nobody plays this life with marked cards, so sometimes we win and sometimes we lose.

Do not expect anything in return, do not expect your efforts to be appreciated, your genius to be discovered, your love to be understood.

Stop turning on your emotional television to watch the same program over and over again, the one that shows how much you suffered from a certain loss: that is only poisoning you, nothing else.

Nothing is more dangerous than not accepting love relationships that are broken off, work that is promised but there is no starting date, decisions that are always put off waiting for the "ideal moment."

Before a new chapter is begun, the old one has to be finished: tell yourself that what has passed will never come back.



Remember that there was a time when you could live without that thing or that person – nothing is irreplaceable, a habit is not a need. This may sound so obvious, it may even be difficult, but it is very important.

Closing cycles. Not because of pride, incapacity or arrogance, but simply because that no longer fits your life.

Shut the door, change the record, clean the house, shake off the dust.

Stop being who you were, and change into who you are.

~ Paulo Coelho

4. Choose well

Choose to forgive. Before Nelson Mandela left prison he said, "as I stand before the door to my freedom, I realise that if I do not leave my pain, anger and bitterness behind me, I will still be in prison".

Self-imprisonment is worse than that imposed. How many of us have imprisoned ourselves inside the walls of anger and bitterness, holding grudges, etc. Forgiveness sets you free. Get out of your prison in 2023.



Choose to be kind. Always believe that kindness can bring the magic of hope to others. It is a simple way of telling another struggling soul that there is love to be found in this world.

The most important choices you'll ever make in life will be with respect to your spouse and your friends. If you choose right, then later choices become simple.

Whatever choice you make, makes you. Choose well.

5. Take Risks

"What if I fail?" is not the question you must ask this year – What if everything you are going through is preparing you for what you asked for?

I hope that in this new year to come, you make mistakes, Because if you are making mistakes, then you are making new things, trying new things, learning, living, pushing yourself, changing yourself & changing your world.

You will fail. So the better question might be, "After I fail, what then?" If you've chosen well, after you fail you will be one step closer to succeeding, you will be wiser and stronger and you almost certainly will be more respected by all of those that are afraid to try.

"Better to face the danger and your fears once, than live your entire life in fear." Too many of us are not living our dreams because we are living our fears.

Forget all the reasons why it won't work and believe the one reason why it will.



Attempt, take the risk or lose the chance. Being born was our gift, Living life is our challenge, Being the best we can be is our choice.

We all, usually, prefer being in the comfort zone and try to achieve maximum, it might be possible for some who are entitled for it, But still, unbelievable happens only when we step a little out of our comfort area and do a little more.

Destiny unfolds its secrets before you, the universe helps you create magic when you push your limits.

"Regret for the things we did can be tempered by time; regret for the things we did not do that is inconsolable". – Sidney J. Harris Have the guts to be true to yourself. Nothing more. Overcome your fears, life begins beyond that. No matter how little your light is, give it a chance to shine.

Go for your dreams, take the risk, attempt the impossible and don't worry about failure.

6. Build relationships

Good relationships are like trees, they demand attention and care in the beginning,but once they blossom, they provide you shade in all situations of life..

The relationship with yourself sets the tone for every other relationship. Learn to respect your self, build faith, and believe in yourself first.





When you see something beautiful in someone, tell them.

It may just take seconds for you to say, but for them it could last a lifetime.

Between what is said and not meant and what is meant and not said, most of love is lost.

A great relationship is about appreciating the similarities and respecting the differences.

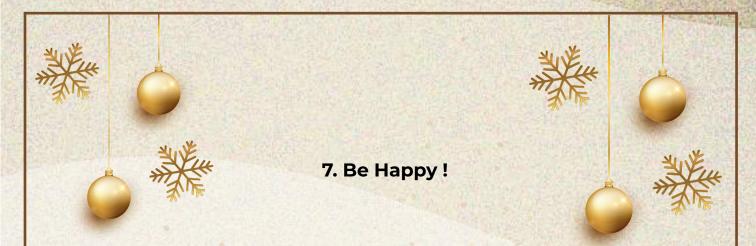
Relationships are like a barter system, if you don't like what you are getting, please check what you are giving.

Don't avoid conflict. Everybody runs from conflict. It makes us feel bad so we avoid it. We sweep it under the rug, hoping it will somehow resolve itself, it never does- it just festers like a bad wound.

Every conflict carries within it a chance to learn a powerful lesson and grow as a human being

And every conflict – whether with a loved one or a customer – is a gorgeous opportunity to forge an even deeper connection with them.By turning their dissatisfaction into a wow for them. So don't run from conflict, embrace it. Relish in the potential it carries. Celebrate it.

Let 2023 be a year to build and mend relationships.



Ancient Egyptians believed that upon death they would be asked two questions and their answers would determine whether they could continue their journey in the afterlife. The first question was, "Did you bring joy?"

The second was, "Did you find joy?"

Every day, whatever the circumstances, take a few minutes & focus on seeing yourselves in joy.

The biggest contemporary disease is, 'I'll be HAPPY when...

My problems go away, When my worries end, When I get the money. When I get this job. Well, the reality is, you never get to when.

The only way to find happiness is to understand that Happiness is not out there. It's always within. Remember, Being Miserable is a habit; Being Happy is also a habit; Amount of work is the same and the choice is yours. Make the right choice.

Don't also put off "living happily ever after" for another year.



"Time is like a river. You cannot touch the same water twice, because the flow that has passed will never pass again. Be happy now, with what you have, don't wait for the perfect time.

Don't assume you'll have another year. You won't get this life again. No one will bring back the years; no one will restore you to yourself. Stop being busy,tell the ones you love how much you love them often enough. Give them a hug. Spend time with them, be happy with them, create memories with them and one day you will remember the days when your home used to be filled with

laughter, arguments, fights, jokes and loads of mischief.

8. Be successful, by doing these five simple things:

1) Create value for others;

2) Contribute to someone, without keeping score; give without expecting anything in return.

3) Learn the art of saying No and say what needs to be said

4) Learn something new, do something scary; and

5) Reject shortcuts.



"The difference between successful people and very successful people is that very successful people say 'NO' to almost everything." World-class is so much more about what you don't do, rather than what you actually do. Amazing producers and world-changers are Masters of The Thoughtful No. While your To-Do list is important, your Not-To-Do list is essential.

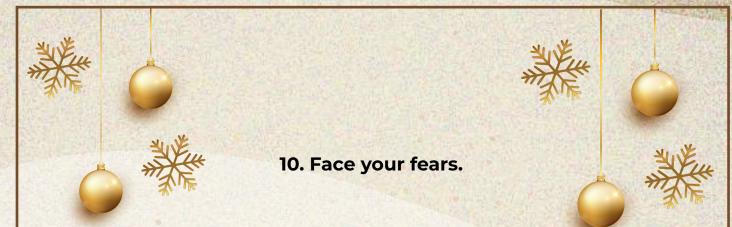
Success doesn't come from making the right choices, But by not making the wrong choices. Learn the art of saying NO and the first NO you have to say to, is to yourself, and remove the unwanted things.





"For the want of a nail the shoe was lost, For the want of a shoe the horse was lost, For the want of a horse the rider was lost, For the want of a rider the battle was lost, For the want of a battle the kingdom was lost, And all for the want of a horseshoe-nail"- Benjamin Franklin A small leak, A small leak, A small tear, A small overhead, A small expense A small misadventure A small mistake May not be undone.

Pay attention to detail and to small things for they can lead to major complications and loss of "kingdom."



We're all fearful, we are all scared - of some things - and many things. I've never seen any person who has no fear. However, in dealing with fear several times over the past few years, I have realised one very important thing.

In our life, the issue is not really 'fear' but rather, what we do despite it. We can either get managed by fear, or manage it. We can either acknowledge fear or fall into an emotional whirlpool. We can either accept fear or pretend that it doesn't exist at all. We can either give up or get up in the face of fear.

"O Lord of Thee these boons I ask Let me never shun a righteous task. Let me be fearless when I go to battle. Give me faith that victory will be mine. Give me power to sing Thy praise, And when comes the time to end my life, Let me fall into mighty strife..."

Fear

It is said that before entering the sea a river trembles with fear. She looks back at the path she has travelled, from the peaks of the mountains, the long winding road crossing forests and villages. And in front of her, she sees an ocean so vast, that to enter there seems nothing more than to disappear forever. But there is no other way. The river cannot go back. Nobody can go back. To go back is impossible in existence. The river needs to take the risk of entering the ocean because only then will fear disappear, because that's where the river will know it's not about disappearing into the ocean, but of becoming the ocean.



Overcome all your fears in 2023.

Benjamin Franklin said, "Be at war with your vices, at peace with your neighbours, and let every new year find you a better man."

I'm so grateful to have you share this journey with me, and I look forward to continuing our connection in 2023, whatever it may bring.

Stay happy, Stay healthy, Stay kind, Stay generous And

Stay Blessed Forever

12 Financial Resolutions for the New Year



Every year, the week between Christmas and New Years Day has a strange duality about it. Year endings are about mellow acceptance of the failures in the year gone by and the excitement about new

beginnings. This is the time when you hope and pray for a better future and there is also a slight trepidation about renewing life's challenges.

A New Year is the time to formulate new financial goals. Start 2023 by making financial resolutions that you can stick to like spending less, saving more, and managing your money better.

Most people we have met recently plan to make a money resolution for 2023. According to an Investments survey, 48 percent of people are planning to save more, 29 percent aiming to pay down debt and 15 percent are aspiring to spend less.

Remember that it is important to invest responsibly.

Here are 12 financial goals or resolutions to focus on in 2023—one for every month of the year. You don't actually have to do one in January, one in February, and so on. The point is, these are 12 crucial financial goals that deserve your attention in 2023. You don't need to get to them all in the first week, but if you get to all the applicable goals by the end of 2023, let me assure you, you would have made great strides in your financial life.



1. Evaluate last year's financial mistakes.

Take an honest look at your financial performance last year. Did you overspend, failed to invest, reduced your SIP, take on Credit card debt, borrow in excess? Reconsider your financial mistakes, and strive to perform better this year.

2. Assemble your financial team.

If you've been meaning to see a new tax and accounts consultant, financial advisor, estate planning attorney, insurance broker or another financial expert, set time aside this year to assemble your financial A-team. Let January be the month where you have your Financial Team to support you firmly in place.

3. Identify financial goals.

Before you can make progress towards any financial goals, identify what they are. Are you hoping to earn a degree? Buy a home? Repay your auto loan, Plan for your children's needs, build your retirement corpus. To increase your chances of success, quantify your goals, you have to be specific with your requirement at today's cost and future cost and specify a timeline as to when you will require the funds.

Check out our blog on the subject:

https://www.sahayakassociates.in/the-role-of-financial-planning-the-why-of-investing/

4. Cut back on bad money habits.

Identify a bad financial habit – eating out too often, paying full price for clothing, splurging on your pets, too many OTT platforms, going beyond budget on special occasions – and promise to eradicate it this year. Enlist a friend or significant other to support you. Enlist a friend or partner to commit to one "no-spend weekend" or "no-spend day" per month. Make that a day when no money leaves your hands or bank account – you'll eat at home, find free entertainment and skip shopping.



5. Strictly follow the Financial hierarchy of Needs.

The first level of financial goal is safety. The Next level is providing all the life Essentials. Now that your basic financial goals are taken care of and planned, move onto your Aspirational Goals and finally you are ready for creating your ideal financial hierarchy.

Don't start planning for your retirement or other financial goals till you have a contingency fund of a minimum of 6 months expenses in place.

Next comes your insurance, health, personal accident and term insurance to take care of any exigency and/or mishap, so that the family is covered in case of any mishap. Next is planning for Children's Education, your retirement corpus etc. Then comes the time to create your dream, follow your passion and finally your legacy, what you want to leave behind for the family or to your favourite charity.

Check out our blog on the subject:

https://www.sahayakassociates.in/hierarchy-of-financial-needs/

6. Better Tax Planning

A giant killer of your investment corpus is Tax.

They say, "a Fine is a tax you pay for doing wrong and a Tax is a fine you pay for doing right." In addition to profits from selling investments, you'll pay tax on any interest, dividends, or rental or other income you receive. Apart from reducing the corpus directly, it also affects in many other ways. Most investors I have met, will compare the returns of FD with the returns of other asset classes without taking any tax implication into account. A healthy comparison of Apples Vs Apples can only be of post tax returns of different asset classes. The recent introduction of a 10% tax on LTCG (long Term Capital gains) in the last budget means your investment plans have to increase either the investment amount by 10% or the expected return by 10% to achieve the desired goal.



Hence the first guiding principle of any financial planning has to be that your target for Post Tax investment return should beat the projected practical inflation estimates and not the Government sponsored figures of low single digit inflation, or you will end up compromising on your child's education or be left to the same old dependence on your children for a "comfortable" retirement.

A better return can be obtained not only after a higher risk but also better tax planning and intelligent investing.

Check out our blog on the subject: https://www.sahayakassociates.in/inflation-taxes-the-corpus-destroyers/

7. Take Stock of your Insurance Needs

Life is uncertain and not everything can be left to God and the government. You need to take care of the family through adequate health Insurance to ensure coverage of medical costs. Next comes the need to provide for the family in case of the loss of the earning member due to permanent disability or an unfortunate fatality. In present circumstances, Term Insurance is best suited to meet any unfortunate happenings. The amount of term insurance has to cover the cost of any present Debt and a minimum of fifteen to twenty years of your annual expense, based on the age of your dependents and the number of years required by them to make a fresh independent start.



A one crore term insurance for a forty year old can cost as little as the cost of one dinner at a fancy restaurant every month for a family of four. Set your priorities and before going out for your next family dinner, ensure their dinner for the next twenty years is taken care of.

8. Focus and Rebalance your investment portfolio.

Market volatility, new money goals, financial hurdles and other unanticipated changes can impact how you should balance your investment portfolios. Commit to sitting down with your financial advisor or re-evaluating your investment statements with fresh eyes this year to determine whether your portfolio still matches your goals.

Also remember that with time and change in income, goals also change. Hence your investments need to match your fresh goals and need to be rebalanced accordingly.

From our childhood, we are trained to be focused to achieve higher productivity. It works the similar way with any wealth creation tools. Too much diversification is difficult to manage and keep a track of.

However, be it debt, equity, real estate or any other medium giving adequate attention gets difficult. It is advisable to focus on the less diversified portfolio which is adequate and manageable. This year, diversify your portfolios adequately but not unnecessarily.



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9. Do Preventive Maintenance.

Whether it is personal health or house maintenance, do it this year. Don't delay your Fillings with the Dentist and avoid a Root Canal later, Do a Preventive health check up and remedy rather than pay for an expensive ailment.

Similarly, Aim to save money in the New year by doing preventive home maintenance, such as changing air filters, patching leaks, getting your house painted, regular servicing of vehicles, appliances etc. These changes will help you save money throughout the year.

10. Invest on Knowledge and updating yourself

Knowledge is power. The great investors never stop learning. Warren Buffett, Charlie Munger and John Templeton all continued to learn well past the age of most people's retirement, and despite decades of investment success, they all had the humility to recognise there was so much more to learn.

Knowledge is the best weapon. It is the most important investment everyone must make. Try and learn everything about your investments. If you are investing in an equity asset class, learn as much about the companies as you can so that you understand the worth of your investments for a long term.

Updating your knowledge periodically gives you a perspective to anticipate the future performance. This year, ensure your long term investments are wiser.



Value investing is long term investing! Saving is for short term goals, while for long term, investing is the right way. Learn the difference between savings and investing. Know about the impact of inflation on your savings. The return on your savings/ investments should at least beat the rate of inflation. A simple 7% inflation will reduce your corpus to half in 10 years and similarly, due to 7% inflation, our current expenses will double every 10 years.

Wealth is created exponentially by staying invested for a long term. If you had invested 1 lac in Sensex in 1984, it would have become 1 crore in 30 years, i.e. 100X multiplication. Rs 1 lac invested in Sensex at its inception in 1979 is worth Rs 600 lacs today.

Precisely, as the economic changes have been supporting growth, the long term investments help multiply your wealth. So this year, commit yourself for a long term investment rather than only saving, for your financial goals.

12. Create a passive income or additional source of Income

Warren Buffet made the most profound statement regarding Passive income when he said, "If you dont make money while you sleep, you will work until you die." Creating genuine passive income is the holy grail of personal finance. To create wealth, you need a source of income which does not require your full time involvement and will still give you returns. Rental income, dividends, Royalty, Interest, etc are just some of the examples of passive income. Everybody is good at something, be it investing, playing an instrument, playing a sport, communications, blogging, content writing, art, dance and so forth. You should also list several things that interest you most. If you can combine your interest plus expertise, you should be able to monetize your skills.

You can write a blog, do content writing, social marketing promotions, teach online, conduct webinars etc, the list is endless.



Some streams take much more initial effort to start, such as saving enough to buy your first rental property. But once you start it becomes easy to gain momentum.

Let the New Year be an Year of following the Resolutions, an year of new beginnings and pursuing the financial goals, an year of following good financial habits, no matter what.

Have a great Financial Year ahead!

Happy Investing!



41.

How to make

Great





After watching the wonderful Swansong by Messi, being titled as 'Messimerising' and the greatest World Cup final ever, I started thinking, 'How to make 2023 Great' and I started noting down my thoughts which lam sharing.

After a while, it becomes important, like Messi to get better results with lesser efforts, to use the experience to prove productivity.

We all need some easy tips that can help us be more productive without a herculean effort.

Every business expert claims to have "productivity hacks" that can help you get more done in less time. However, you just need to implement some commonsense tools to be more productive.

My list of 23 Productivity Tips to Make 2023 Your Absolute Best Year Yet is listed below:

#1. Get up early.

#2. Exercise and follow a strict Yoga routine.

#3. Religiously achieve your 10000 steps a day.

#4. Meditate.

#5. Give priority to 'ME' time- Spend time alone.

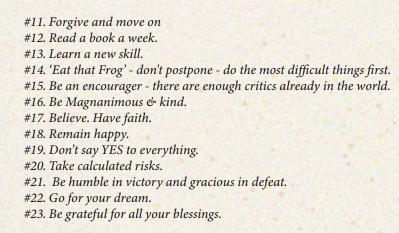
#6. Turn off all technology for at least 2-3 hours a day and do truly valuable work.

#7. Stop Watching TV and binge watching on OTT.

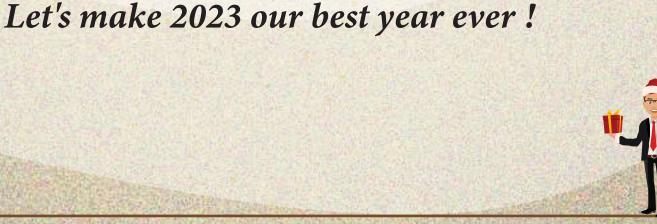
#8. Use your best hours to do your most valuable work.

#9. Eat less food - to get more energy.

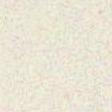
#10. Don't answer your phone every time it rings.







Here's our wish for you in this



"To laugh often and much; To win the respect of intelligent people and the affection of children; To earn the appreciation of honest critics and endure the betrayal of false friends; To appreciate beauty, To find the best in others; and To reach higher, go farther and achieve more and become the person you want to, because you can!"

In the Coming Year,

"Chase a dream, walk along a stream, laugh out loud, whistle a tune, whisper a promise, cherish a memory, lend a helping hand, wipe a tear, never fear..... live life to the fullest !" Team Sahayak wishes you & your family a very Happy , Prosperous and Eventful New Year!

May all your dreams come true in **2023!**



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