

## Add Value to Your Signature...

Have you seen a postman at work? His life is a monotonous routine. Day in and day out, his work pattern and actions remain unchanged. He is a man operating on auto mode, almost like a machine that is switched on every morning, and off every evening.

How many of you would volunteer to live the life of a postman? I am confident everyone would vehemently decline this career option. The reasons cited would be many no challenges, no excitement, no exercise for the brain, no scope of utilizing one's own initiative not to forget the broad khakhi half pants that in no way add to the charisma of the wearer - and you would be right.

The blame, of course, does not lie with the Postman. His job allows him little scope for all this. But let me ask you...now that you have the opportunity that comes with a challenging and exciting career, ***What are you doing to prove yourself and your worth? Are you living up to your own high ideals or to the expectations invested in you? Or are you living the life of a "Postman Professional despite having a choice?"***



### Ask yourself this...

- Are you able to **capture the totality** of the subject?
- Do you **add value** to anything and everything that comes your way?
- Are you able to **catch/identify, problems/gaps** and correct them?
- Are you able to **identify opportunities** in everything that comes your way?
- Do you have the "**critical eye**" to discern right from wrong, at a glance?
- Do you perform **Quality Checks and Validation**? When something is sent to you for your inputs, is your only contribution in the form of a signature.
- When you assign work to a subordinate/colleague, do you effectively **wash your hands of it**?
- Once the task is completed, do you **validate the effectiveness or outcome** of your actions?

Many people consciously choose to live the life of a "Postman Professional." They are content to "fulfill their quota", just to keep their jobs. They keep their heads down, don't ruffle too many feathers, and make sure they have enough for a living.

But there also exists a "different breed." Recently, I conducted an interview of a young person, who was holding a very good position in a top-notch company. There didn't seem to be any apparent reason for him to leave such a good job and company, so I asked him why he was looking for a change. He replied, "*Main ek nimitt hoon. Sitting in that place, I am destined to get credit for whatever good is happening because of me. And I feel I am degrading myself, losing the opportunity to use my learning and skills.*"

Why should you be part of this "different breed?" The advantages are many...



- a You make yourself more valuable, regardless of what you do and where you work.
- b It gives you more confidence.
- c People start looking at you as a leader.
- d Others start trusting you.
- e Superiors start respecting you.
- f Your team looks up to you as their role model, they start working like you, and the efficiency and effectiveness of the whole team goes up.
- g Your family, and especially your children, holds you in awe. You set a bright example for your children to live up to.
- h You achieve the status of a model citizen in society, further adding to your family's happiness and pride.

Ask yourself this...you have all the trappings of a successful career professional financial rewards, growth prospects, and societal respect but are you, under the guise of a successful career professional, living the life of a Postman? Or do you belong to that "different breed," adding value to everything that is given to you, and in the process, to your Career and Life.

*Every job is a self-portrait of the person who does it ..... autograph your work with Excellence!!!*

With Best Wishes,

Handwritten signature of Sushil Handa in black ink.

Sushil Handa