Quarterly Newsletter issued by Action Real Estate Company k.s.c.c.







Action Hotels host Accor Hotels



Delegates of JW Holdings visited AGH



Delegates of Bank of China visited AGH



And More



G.M.'s Message

Welcome to the 26th issue of AREC's quarterly newsletter, the first for the Year 2016.

A new year has come with new expectations, new opportunities, new challenges, and may it bring about greater clarity, determination & success in both your personal & professional lives.

As always, I hope you enjoy reading our newsletter and would encourage you all to contribute and share your ideas for our future editions.



Best Regards Rawaf I. Bourisli



By: Joe Weberhofer, Operations & Marketing Manager

| AREC | Q1-2014 | Q2-2014 | Q3-2014 | Q4-2014 | Q1-2015 | Q2-2015 | Q3-2015 | Q4-2015 |
|--------------------------|----------------------|---------------------|----------------------|---------------------|----------------------|---------------------|----------|----------|
| Leases in M ² | $14,519 \text{ M}^2$ | $1,673 \text{ M}^2$ | 1,399 M ² | $4,337 \text{ M}^2$ | 2,122 M ² | $2,549 \text{ M}^2$ | 2,286 m2 | 1,662 m2 |

The last Quarter of 2015 saw 21 fresh lease contracts, representing an average rate of 7.1 KD/m2 on these new leases. In terms of Area, the 4th Quarter saw fresh leases as per the table below;

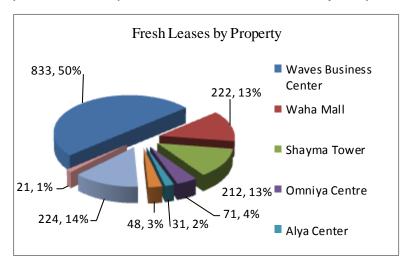
| Property | Area | % |
|-----------------------|-------|-------|
| Waves Business Center | 833 | 50.1% |
| Mangaf Bldngs A & B | 224 | 13.5% |
| Waha Mall | 222 | 13.4% |
| Shayma Tower | 212 | 12.8% |
| Omniya Centre | 71 | 4.3% |
| Naseem Complex | 48 | 2.9% |
| Alya Centre | 31 | 1.9% |
| Star Mall 13 | 21 | 1.3 % |
| Total | 1,662 | |



Waves Business Center alone represented 50% of all new leases during the last quarter of 2015, followed by Mangaf Bldgs A&B, Waha Mall and Shayma Tower with 13.5%, 13.4% and 12.8% respectively.

From a KD basis, Waves Business Center was still the most contributing property in terms of fresh leases, but because the rate/m2 is lower than for retail sectors, their ranking was 33.3% followed by Waha Mall, Shayma Tower and Omniya Centre with 15.8%, 11.5% and 10.5% respectively.

| Property | Income Contri- bution |
|----------------------|--------------------------|
| WavesBusiness Centre | 33.3 % |
| Waha Mall | 15.8% |
| Shayma Tower | 11.5 % |
| Omniya Center | 10.5 % |
| Alya Centre | 10.4% |
| Naseem Complex | 10.0 % |
| Mangaf Bldngs A & B | 6.2 % |
| Star Mall 13 | 2.3 % |

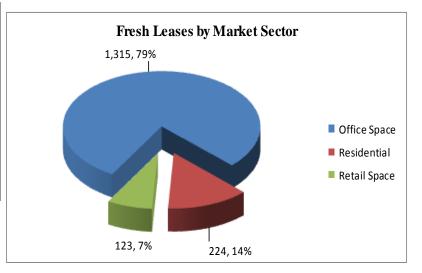






When considering the Lease Type on an Area Basis, the table shows the following results:

| From an Area (m2) basis | | | | | | | | | | |
|-------------------------|-------|--------|--|--|--|--|--|--|--|--|
| Type of lease | M2 | % | | | | | | | | |
| Office Space | 1,315 | 79.1 % | | | | | | | | |
| Residential | 224 | 13.5 % | | | | | | | | |
| Retail Space | 123 | 7.4 % | | | | | | | | |
| Total | 1,662 | | | | | | | | | |



Whereby the Office Space segment represented almost 80% of all fresh leases, timidly followed in 2^{nd} place by the Residential segment and in 3^{rd} place the Retail segment.

But when the lease type is considered as the KD Income Contribution, the 4th Quarter shows the following results;

For every 1 KD of New Income generated during the 4th Quarter of 2015, 700 fils came from the Office Space segment, 200 fils from the Retail Segment and less than 100 fils from the Residential segment.

| Lease Type | Value % |
|--------------|---------|
| Office Space | 70.6% |
| Retail Space | 23.2% |
| Residential | 6.2% |
| Totals | 100.0% |









AN ACTION-PACKED STAY IN AUSTRALIA!

Kuwaiti company to open largest Ibis-branded hotel in Australasia

ustralia is a place like no other. Catering to the discerning yet budget-conscious traveller, Kuwait's Action Hotels is expanding in Australia with branded hotels in key locations that offer world-class amenities.

Action Hotels Founder and Chairman H.E Sheikh Mubarak A. M. Al Sabah founded Action Hotels in 2005 to be the leading hotel company in the 3 and 4 star hotel market in the Middle East and Australia. Sheikh Mubarak understood the potential of the Australian market and capitalised on the strong relationship with Accorhotels. Ibis Melbourne Glen Waverly opened in December 2007 as Action Hotels' first hotel in Australia.

The Company is expanding its footprint in Australia with the acquisition of the ibis Budget at Melbourne Airport which was completed in July 2015, and it has just announced the completion of the first new-built ibis Styles in Australia. The 368-room ibis Styles Brisbane is the largest hotel in the group's portfolio, as well as the largest ibis-branded hotel in the Australasian region. Located at 40 Elizabeth Street, the hotel boasts one of the most central locations in Brisbane's Central Business District, adjoining the Myer Centre and Queen Street Mall, and is within walking distance to government departments and Brisbane's key attractions, so is therefore well-positioned to cater to both business and leisure travellers.

Speaking about the recent completion of Ibis Styles Brisbane, Sheikh Mubarak A. M. Al-Sabah stated: "We are delighted with the completion of our largest hotel in Brisbane, Australia and are confident it will be highly successful. It is a top quality and stylish 3-4 star branded hotel, and is Accor's first newly-built Ibis Styles in Australia. Brisbane is a gateway to the Gold Coast and its prime location will make it



River View Corner Deluxe

the hotel of choice for the value-conscious traveller. The opening of our largest hotel is a big step towards achieving our goal of 5,000 rooms by 2020".

With an extensive network and invaluable relationships, Action Hotels has access to highly sought-after plots of development land. Action Hotels maintains strategic partnerships with the leading global hotel companies such as Accorhotels, Whitbread and Intercontinental Hotels Group, which are tasked with managing the hotels' day-to-day affairs, bringing superior operational performance to the mix.

Whilst the majority of Action Hotel's portfolio is in the Gulf Cooperation Council (GCC). Australia has been a lucrative market where the company will selectively continue further expansion. Following the completion of Ibis Styles Brisbane,



River View Corner Deluxe

Action Hotels now owns and operates three hotels in Australia, with close to 600 rooms in partnership with Accor

Action Hotels has been listed on the AIM market of the London Stock exchange since December 201 and is the leading owner, developer and asset manager of branded three-and four-star hotels in the Middle East and Australia. Actions Hotels has a simple and clear strategy to continue addressing the underserved market of internationally-branded economy and midscale hotels within the region. Action Hotels currently has 11 operating hotels with more than 2,000 rooms, spanning across seven countries. With six more hotels currently being developed, Action Hotels will close 2017 with over 3000 healt rooms.







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Action Group in NEWS



Sheikh Mubarak Al-Abdullah presented to His Highness the Sheikh Sabah Ahmad Al-Jaber Al-Sabah and Crown Prince Sheikh Nawaf Al-Ahmad Al-Jaber Al-Sabah a book on the 100th anniversary of the late Sheikh Mubarak Al-Sabah, of his tenure from the possessions of Sheikha Dr. Suad Mohammad Al-Sabah







JW Holding Corporation, Chairman Mr.K. H.Lee, accompanied by Mr.John Lee, Director, Chief of Global sales division visited AGH offices



JW HOLDINGS CORPORATION is a Korea-based holding company, established and listed in 2007, is mainly engaged in the pharmaceutical and medical devices businesses. They are mainly engaged in the manufacturing and distribution of medicine, medical supplies, and pharmaceuticals and is also engaged in the research of versatile medicines.

Delegates of Bank of China, visited AGH offices







Farewell to Mr. Bruno Debray, General Manager Ibis Hotels, Kuwait









Farewell to Eng. George Sarkis





Eng. George Sarkis, joined AREC in 2005. As a Senior Project Manager, since then he has been involved in a multitude of projects spanning Residential Buildings, Commercial, Malls, Mixed use, Hotels, etc., Responsible for Design, Supervision, Construction Management, of Project through every phase until its completion.

Employee of Quarter for 4th Quarter 2015: Gerico Ledesma

The Employee of the Quarter Recognition Award is given each quarter to one employee who demonstrates a high level of job performance, quality customer service and adherence to AREC's mission and values. who excel in performing their duties, contribute to the overall "positive" image of the company and also identify individuals who submit innovative ideas that result in providing services with less resources being expended. The significant contribution may include, providing excellent services, willingness to work above and beyond the duty.

Award for Employee of the Quarter for the fourth quarter of 2015 goes to Mr. Gerico Ledesma, Sr. Accountant, AREC. He is holding a CPA certificate, he demonstrates dependability in multiple ways, including a willingness to do what it takes to get the job done on time and correctly.

He started with AREC in August 2009 as Senior Accountant. For the past seven years, he has done an excellent job processing and maintaining accurate records of accounting transactions; preparing reports and / or reconciliations for various accounting transactions or systems; assists in establishing and maintaining accounting control procedures; resolves accounting discrepancies. He is prompt in turning around purchase orders within 24 hours, has great working relationships with his peers, and assists in correcting other Department's oversights and discrepancies.

His colleagues have come to count on his attention to detail which helps to save AREC time and money. In short, he is a critical member of the Finance Department. This quarter, we honor his work ethic and commitment and to his position and are proud to have him as a part of the AREC team.





Mukesh Desai Married Sushmita Angolkar on 16th December 2015



AGH wishes to both of you on your special day! May the future be bright, and filled with all of the blessings and joys of life.



New Appointments



On behalf of the group we welcome you. Hope you will have an excellent time working with us. Welcome aboard!

Ancy Thomas, Joined Action Drilling company (ADCO) on 1st October 2015, as accountant, she has 22 years of experience in the field of Corporate Accounting, Financial Management, Purchasing, Taxation, Audit of various companies and Accounts and Inventory control with Trading concerns. She is holding Bachelor of Commerce, from M.G. University Kerala, India.

She prepares, examines, and analyzes accounting records, financial statements, and other financial reports to assess accuracy, completeness, and conformance to reporting and procedural standards. Computes taxes owed and prepare tax returns, ensuring compliance with payment, reporting and other tax requirements. Analyzes business operations, trends, costs, revenues, financial commitments, and obligations, to project future revenues and expenses or to provide advice. Reports to management regarding the finances of establishment. Establish tables of accounts, and assign entries to proper accounts. Develops, maintains, and analyze budgets, preparing periodic reports that compare budgeted costs to actual costs.

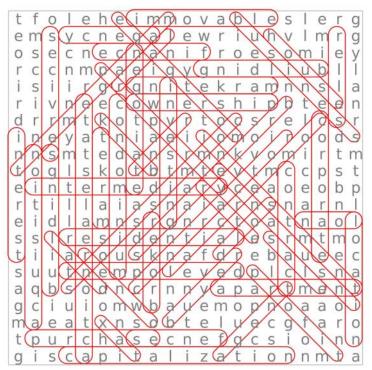
Sundus Ibrahim, Joined Action Group Investment department as Secretary on 1st October 2015, she 's studying Business Administration in the Arab Open University, Kuwait.

She acts as an information and reference point for the Head of Investment and other staff, clarifies past practice and decisions; confirming legal requirements; and retrieving relevant documentation. She provides both clerical and administrative support to the entire team, she's involved with the coordination and implementation of office procedures and takes responsibility for specific projects and tasks. Her work involves both written and oral communication, word processing and typing. She has relevant skills such as IT, organizational, presentation skills, as well as the ability to multi-task and work well under pressure.





Word search



CROSSWORD





Congratulations

Winner of last Edition's word search and crossword is Ms. Nisha Jalan — Congratulations



A Cash Award of K.D.20/- shall be awarded for the first correct submission.





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WORD SEARCH

Loggia Scullery Facade Porte-cochere Travertine Grotto Cupola Bespoke Artisan Luxurious Captivating Impeccable Stainless Landscaped Granite Pergola Remodel Amorousness Spotless Stainless steel

Tile

Hardwood

Ceiling

Marble

Fireplace

Structure

Interior

Exterior

Furniture

Architecture

Electrical Real estate construction dome

- typical design type of a barn roof
- the tool used to initially level the placed concrete
- The part of the door frame that the hinges are attached to
- the term for the consistency of wet concrete
- Used to place mortar on blocks
- 10 the name of the deck board that is fastened to the side of the
- 11. a table saw cutting blade for making channels
- holds the vinyl siding where it meets the bottom of windows 19. The cement used in concrete and mortar and roof overhang
- 17. 3,4,5 triangle means the building is
- 18. A manufactured roof system component
- a roof design type where the inside slopes but less pitch than 24, the exterior trim that covers the end cuts of the roof the outside
- 23. The acronym used to identify concrete blocks
- 25. the main purpose of the paper on fiberglass insulation
- 26. A saw used to make angle cuts
- 28. Also known as joint compound
- responsible for designing the structural components of a building
- 30. Trim along the bottom of an interior wall
- the number stamped on rebar is determined by the diameter of an inch
- 34. The maximum allowed inches between railing balusters
- 35. Solid blocking or
- the metal piece that is applied to the outside corners when sheet rocking walls
- the construction documents that describe the materials and methods
- 40. the reaction that is caused when water is added to concrete
- 42. a tool used to cut fancy edges on wood
- 45. responsible for design the use ability, looks, and code compliance of a building project
- the material fastened to the inside of stud walls to give it the
- 48. The board that makes the steps
- the vinyl exterior trim piece that goes around windows and
- 50. the lead carpenter on residential construction sites

Across

- 2. the wooden floor framing member
- 6. to be worn on when work is being done above you
- The government department that regulates safety
- 9. A single roof framing member
- 12. the roof design for a standard pitch roof
- 13. the project oversees all of the budgets, scheduling, materials, and man power
- 15. The tool used to test for plumb
- 16. trim around doors and windows
- 21. In a framed wall you have a window opening
- 22. The saw most commonly used to make cuts on the job
- framing
- 27. Place the insulation around the window and door jambs
- 31. the construction plans or drawings
- 32. the board system used to layout building lines and corners
- 36. Nail guns are operated through
- 37. Support above a window or door opening
- 38. to be worn anytime there is a potential of items flying through the air
- 40. The clips used to help tie down the roof to the walls
- 41. used to layout rafters and stair stringers
- 43. the exterior trim that covers the roof overhang and provides air flow into the attic
- 44. Bad air escaping
- 45. the term used for the stones in concrete mix
- 46. A machine that shaves off edges to make them straight and even
- 51. A style or type of roof shingle
- 52. What you should present when you apply for a job
- 53. a stick or board used to layout and use as a siding tem-
- 54. The machine shaves off a wood surface to make it smooth
- 55. an agreement between the client and contractor
- 56. Air infiltration barrier
- 57. carries the support member over a window or door



Success consists of going from failure to failure without loss of enthusiasm." — Winston Churchill

We all know the names. We've heard them time and time again. But what most people don't know is just how they *failed before* they succeeded. The general consensus of success in the arts, entertainment, or business doesn't take into account personal struggles. All we see are the personification of that success through whatever outlet we happen to come by it.

While you struggle day-in and day-out towards the fulfillment of your hopes and your dreams, know this: "If there is no struggle there is no progress." Although Fredrick Douglas might have conveyed this statement more than 150 years ago, it's a theme that has been evident since the dawn of time. Organisms, both small and large, have always fought for survival, struggling for progress across all spectrums of life.

Here's a list of famous people who failed before they succeeded – these were people who didn't give up in the face of their struggles. They're people that persevered. They pushed through their present-day limitations, had breakthroughs, and whose names have become synonymous with success in their respective fields of study and work:

Bill Gates

Before Microsoft was born, Bill Gates suffered failure in business. Known today to be one of the wealthiest men in the world, Bill Gates's upper middle-class family is a stark contrast from some of the other successful failures out there that didn't have well-off parents.

However, Bill Gates didn't rely on his family. His business acumen was second to none. But his first business was indeed a failure. Traf-O-Data was a partnership between Gates, Paul Gilbert, and Paul Allen. The goal of the business was to create reports for roadway engineers from raw traffic data.

The company did achieve a little bit of success by processing the raw traffic data to generate some income. But the machine that they had built to process the data flopped when they tried to present it to a Seattle County traffic employee. Yet, this business helped to set Gates and his partner Paul Allen up for major success with Microsoft.

Although Gates failed at his first business, it didn't discourage him from trying again. He didn't want to give up because the sheer notion of business intrigued him. He was cleverly able to put together a company that revolutionized the personal computing marketplace. And we all know just how successful that was for him.

Henry Ford

Many people know Henry Ford for the Ford Motor Company, one of the most successful automotive companies of all time. However, what they don't know is that Ford failed two times before that abruptly resulted in bankruptcies, prior to successfully launching the present incarnation of his company.

Ford is no stranger to failure, but he also didn't give up. Yet, when we think about Ford, we don't picture the failures because all it took was just succeeding one time. However, in 1899, at the age of 36 years old, Ford formed his first company, the Detroit Automobile Company with backing from the famed lumber baron, William H. Murphy. That company went bankrupt.

His second attempt was in 1901, when he formed the Henry Ford Company, which he ended up leaving with the rights to his name. That company was later renamed to the Cadillac Automobile Company. However, it was Ford's third try, with the Ford Motor Company, that hit the proverbial nail on the head.

After that, we all know the story. Ford revolutionized the automobile industry, pioneering not only the Model T and the assembly line, but also the concept and notion of an automobile in every home. Driving became a "thing," and subsequently, Ford's Model T went on to sell over 17 million units.



Colonel Sanders (KFC)

People know him because of his iconic white suit and bow tie. Colonel Sanders was the founder of Kentucky Fried Chicken (KFC). Yet, the zany Sanders got off to a rocky start in life. In fact, it wasn't until the age of 62 that he set out with a \$105 social security check in hand to pitch his chicken recipe to restaurants. 1,009 folks told him he was crazy, but he didn't give up.

Sanders worked many jobs including fireman, tire salesman, insurance salesman, and of course, a cook. He brewed up his secret chicken recipe between 1939-1940 when he figured out how to pressure fry the chicken in a faster and more consistent product all the time. He was at the age of 50 when that happened.

However, it wasn't until 1952 that he hit the road and began trying to sell his franchise-model chicken restaurant. The first restaurant that he landed was based out of Salt Lake City, Utah, which became the first Kentucky Fried Chicken. The restaurant tripled its sales within a year where 75% of that revenue was from the colonel's chicken.

The company grew and expanded faster than he could have ever imagined. In 1964, at the age of 74 years old, Sanders sold the company for \$2 million dollars to a group of investors led by Jack C. Massey and John Y. Brown Jr. He retained the rights to the Canadian franchises and stayed on as a salaried goodwill ambassador to the company.

However, this just goes to show you that it doesn't matter how old you are or just how much money you have to your name in order to accomplish something great.

Walt Disney

The man who has affected generations to come with his cartoon creations, was once considered a failure. Disney was fired by the editor in 1919 from his job at the Kansas City Star paper because he "lacked imagination and had no good ideas." However, the man who brought us Mickey Mouse and a slew of other characters didn't stop failing there.

Disney's first go at business landed in bankruptcy when he acquired an animation studio by the name of Laugh-O-Gram. The company was acquired because, at the time, Disney's cartoon creations had gained popularity in the Kansas City area. But, when he hired on salaried employees, he was unable to manage money and the business wound up heavily in debt. Subsequently, he filed for bankruptcy and moved to Hollywood, California.

The early failures in Disney's life didn't dissuade him from moving forward. Of course, like anyone else, Disney's failures were a blow to the ego. Anyone that has to suffer through the torment of failure and bankruptcy knows how this feels. However, it also laid the foundation for a successful career. When he formed the Walt Disney Company, all of his past failures helped to pave the way for a successful business.

Disney and the Walt Disney Company have touched the lives of millions across the globe. From cartoons, to theme parks, and animated movies, both children and adults now enjoy the fruits of Disney's labor. Had he given up, things would have been far different. But he persevered, even through bankruptcy.

Steve Jobs: The Comeback King

The recently departed technocrat didn't just get the boot back in the day – he got fired from his own company. That's right: the co-founder of Apple was actually exiled from the very empire that he helped build from the ground up.

But as everyone knows, it worked out pretty well for Steve Jobs and his legacy. Getting fired gave him the opportunity to work on other things, such as creating NeXT, a computer company that catered to the business crowd as well as a division of Lucas film's computer graphics division which later became Pixar. His triumphant return to Apple several years later heralded the creation of the iMac, iPod, iPhone, and iPad.



Spotlight on Mr. Nuhad El Saadi, Property Maintenance Supervisor

For every issue of the newsletter, one of the most interesting profiles will be presented For this quarter; the profile of this issue is of Mr. Nuhad

Mr. Nuhad El Saadi, joined AREC on 13th April 2004, he is working as property maintenance Supervisor, he is working for AREC for more than 12 years

handles the daily operations of AREC manages all types of properties, from single family homes to large apartment and departmental stores

One of the main responsibilities is to manage tenants, involved in all capacities, and dealing with complaints to initiating evictions.





Handling Move Outs-when a tenant moves out, responsible for inspecting the unit, checking for damages and reporting to property manager what portion of the security deposit will be returned to the tenant. After move out, responsible for cleaning the unit, repairing any damages, responsible for the physical management of the property, including regular maintenance and emergency repairs.

Maintenance- in charge of performing preventative property maintenance to keep the property functioning in top condition, personally in charge of, exterminate, check for leaks, landscape, and remove trash. This maintenance aims to keep current tenants happy and attract new tenants, makes sure a rental property is in habitable condition when the tenant first moves in. Also, once the tenant moves in, required to make repairs and conduct maintenance to keep the rental property in habitable condition. A habitable property is one that has adequate A/c, heating, water, electricity, cleanliness, and is structurally sound.

Repairs-when there is an issue, attends to it and advises the concerned plumbers, electricians, carpenters and other contractors and subcontractors.

Vacant Properties- makes sure there has been no vandalism and to perform routine maintenance, also make sure contractors and other repairmen are completing their work in a timely manner.





Einstein

where they should be. Now put Benjamin Disraeli foundations under them. Henry David Thoreau

same. Victor Hugo

which "Leave no stone unturned." Edward Bulwer Lytton

Doubt whom you will, but never yourself. Christian Nestell Bovee

If you would create something, you must be something. Johann Carlyle Wolfgang von Goethe

encounter, within and without, the disguised as insoluable problems. more significant and the higher in John Gardner inspiration his life will be. Horace Bushnell

I was always looking outside myself for strength and confidence, First say to yourself what you all of the time. Anna Freud

can be no successful outcome, but a habit, Aristotle William James

"just right." Start where you stand. S. Patton Napoleon Hill

ward, and try to keep looking up- St. Clement of Alexandra ward. Charlotte Brontë

Life has no smooth road for any of man Vaughan us; and in the bracing atmosphere of a high aim the very roughness With will one can do anything. stimulates the climber to steadier Samuel Smiles steps, till the legend, over steep ways to the stars, fulfills itself. W. We are all inventors, each sailing C. Doane

en Keller

cess but a man of value. Albert have the same hope and faith. Mahatma Gandhi

If you have built castles in the air, Experience is the child of thought, your work need not be lost; that is and thought is the child of action. The only way of finding the limits **Browning**

Don't wait for extraordinary opportunities. Seize common occasions Inspiration and genius--one and the and make them great. Orison Without inspiration the best pow- Peale

of life, the best proverb of all is thought and noble impulse by the Gottfried Von Herder says: name of inspiration? George Eliot

> want of opportunities. Ralph Waldo Emerson

Men do less than they ought, unless they do all they can. Thomas

We are all faced with a series of The more difficulties one has to great opportunities - brilliantly

> The power of imagination makes us infinite. John Muir

but it comes from within. It is there would be; and then do what you have to do. Epictetus

In any project the important factor We are what we repeatedly do. is your belief. Without belief, there Excellence, therefore, is not an act

Take calculated risks. That is quite Do not wait; the time will never be different from being rash. George

If you do not hope, you will not I avoid looking forward or back- find what is beyond your hopes.

Dream big and dare to fail. Nor-

out on a voyage of discovery, guided each by a private chart, of We can do anything we want to do which there is no duplicate. The if we stick to it long enough. Hel- world is all gates, all opportunities. Ralph Waldo Emerson

I have not the shadow of a doubt When you get into a tight place that any man or woman can and everything goes against you, achieve what I have, if he or she till it seems you could not hang on

Try not to become a man of suc- will make the same effort, and a minute longer, never give up influence. then, for that is just the place and John B. Gough time that the tide will turn. Harriet Beecher Stowe

> of the possible is by going beyond them into the impossible. Arthur In every difficult situation is poten-C. Clarke

Marden ers of the mind remain dormant. There is a fuel in us which needs to To find what you seek in the road Do we not all agree to call rapid be ignited with sparks. Johann

hold well. Josh Billings

And all may do what has by man been done. Edward Young

Hope is like the sun, which, as we journey toward it, casts the shadow of our burden behind us. Samuel I don't believe in taking right deci-**Smiles**

Work spares us from three evils: boredom, vice, and need. Voltaire

Men's best successes come after their disappointments.

Ward Beecher

have been. Adelaide Proctor find an easy way to do it. Bill

He turns not back who is bound to a star. Leonardo Da Vinci You cannot plough a field by turning it over in your mind. Author Unknown

Do not wait to strike till the iron is hot; but make it hot by striking. William B. Sprague

When the best things are not possible, the best may be made of those that are. Richard Hooker

He who hesitates is lost. **Proverb**

If you want to succeed in the world must make your own opportunities as you go on. The man who waits for some seventh wave to toss him on dry land will find that the seventh wave is a long time a coming. You can commit no greater folly than to sit by the roadside until some one comes along and invites you to ride with him to wealth or

Amazing how we can light tomorrow with today. Elizabeth Barrett

tial value. Believe this, then begin looking for it. Norman Vincent

Believe with all of your heart that vou will do what you were made to do. Orison Swett Marden

Life consists not in holding good Knowing is not enough; we must No great man ever complains of cards, but in playing those you apply. Willing is not enough; we must do. Johann Wolfgang von Goethe

> Nothing great was ever achieved without enthusiasm. Ralph Waldo **Emerson**

> sions. I take decisions and then make them right. Ratan Tata

Ups and downs in life are very important to keep us going, because a straight line even in an Henry ECG means we are not alive. Ratan Tata

No star is lost once we have seen, I choose a lazy person to do a hard We always may be what we might job. Because a lazy person will Gates

> Your customers don't care about vou. They don't care about your product or service. They care about themselves, their dreams, their goals. Now, they will care much more if you help them reach their goals, and to do that, you must understand their goals, as well as their needs and deepest desires. **Steve Jobs**













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