

# PRERNA

! I CAN & I WILL!



A CA STUDENT E-NEWSLETTER BY  
WICASA NAVI MUMBAI BRANCH OF WIRC OF ICAI

July 2020 Edition



गुरुर्ब्रह्मा गुरुर्विष्णुर् गुरुर्देवो महेश्वरः।  
गुरुः साक्षात् परब्रह्म तस्मै श्रीगुरवे नमः॥

resanskrit.com

Guru (the teacher) is Brahma (the force of creation); Guru is Vishnu (the force of preservation), Guru is Maheshwara (the force of destruction and transformation), Guru is the embodiment of Para Brahma, the ultimate Godhead. We bow down to that Guru.

Guru Stotram

गुरु ब्रह्म (सृष्टि का बल) है; गुरु विष्णु है (संरक्षण का बल),  
गुरु महेश्वर (विनाश और परिवर्तन का बल) है,  
गुरु परब्रह्म है। हम उस गुरु को बमन करते हैं।

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**Chairman  
CA Sanjay Bhujbal**

**Vice Chairperson  
Shivani Murali**

**Secretary  
Arti Shinde**

**Treasurer  
Pushpinder Singh**

## Chairman's Communication

Dear Students,

Our Institute has cancelled the examination which was supposed to be conducted in July, 2020 and you have got sufficient time at your disposal to prepare for November, 2020 examination. For those students who would be appearing for exam for November, 2020 attempt, it's a huge grace period and I am sure that all students would prepare thoroughly for the exam taking advantage of this extended period. ICAI has rightly came out with an option to carry forward of fees as well exemptions.

*Passion, Hunger and Discipline!* Get them all and see the difference. Becoming a passionate, Hungry and Disciplined person, can put you on the road to realizing your Dreams. Believe me, in this tough times we have to face the challenges and have to play a pivotal role to overcome such situation not only on personal front but also in your journey of professional education. Unprecedented situation posed by COVID 19 lockdown needs to be dealt with such persistent influence and discipline.

With the same fighting spirit that we have shown as a country, our parent Institute ICAI has proactively responded to the challenges of COVID-19 pandemic faced by accountancy profession. Amidst the chaos caused by the life-threatening global pandemic - COVID-19, Navi Mumbai Branch of ICAI, under the able guidance of WIRC, initiated several enabling measures and initiatives for the benefit of members as well as students.

As quoted "every black cloud has silver lining", this lockdown also brought out some positive and bright side. It has pressed a pause button for everyone to reboot and gave some breathing time to all to introspect within. We realized that with the help of technology we can work remotely and that too with more or less same efficiency, barring few cases.

With this communication I request Students and members to contribute articles by mailing us at [wicasanavimumbai703@gmail.com](mailto:wicasanavimumbai703@gmail.com) which will be published in our WICASA E-Newsletter. I am happy to share that we have got excellent response from students and members. I look forward for similar support in future.

In this period of uncertainty, it is important not to get dejected, have a positive attitude and keep your spirits high. Take care of your health, stay safe and strictly follow the instructions laid down by the government.

So students, it's time to press the paddle and accelerate the speed of revision of study. You have done well to study hard during this preparatory leave. Hold on to your nerves for some more time; face the exam positively and confidently.

**CA Sanjay Bhujbal  
Chairman, WICASA,  
Navi Mumbai Branch of WIRC of ICAI**



## Managing Committee Members of Navi Mumbai WICASA of WIRC of ICAI – 2020-2021



CA. Sanjay Bhujbal  
WICASA Chairman



Shivani Murali  
Vice-Chairperson



Arti Shinde  
Secretary



Puspinder Singh  
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Rishab Jain  
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Akshata Shelar  
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Bhounmik Kotak  
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**Editor in Chief**

**Ms. Shivani Murali**

**Creative Head and Co-editor**

**Mr. Pushpinder Singh**

**Special Thanks**

**CA Sanjay Bhujbal**

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**CA Santosh Dhumal**  
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## **Applicability of GST on the Goods Transportation by Road**

### **Introduction**

Transportation industry, also known as logistic sector, plays an important role in overall economic development. It plays a key role in mobilization of resources from one location to another, wherever it is required.

However, this is an unorganized sector and due to voluminous transaction involved in it, taxation of this sector cannot be followed with the normal provision of tax laws. Therefore, even in Income tax to some extent, there are specific provisions governing this sector. Similar issues are also involved with this sector in taxation under Indirect tax laws from pre-GST era.

We will now study the provisions for Taxation of Transportation of Goods by roads and Goods Transport Agency under GST regime.

Under any Tax laws, for the purpose of taxation, the following sequence is followed.

- 1) **Chargeability:** -In the case of GST law, chargeability refers to whether a particular activity / transaction is supply or not. If the same is covered under the definition of supply, the next step will be to classify it as supply of Goods or Supply of Services.

As on date, Liquor for Human Consumption, supply of Electricity (Non GST) is outside the scope of GST. Further Petroleum Crude, HSD, Natural gas and Aviation turbine fuel is yet to be notified for levy of GST. Also activity specified under Schedule III, are not a supply itself.

- 2) **Levy:** - Once, an activity is identified as “Supply” and classified as supply of Goods or supply of Services, the next test is about the taxability. This step helps to identify whether there any exemption available for the activity. If no exemption is available, then GST is applicable on the transaction.



- 3) **Rate Assessment:** - Once it is determined that GST is applicable on the transaction, applicable rate is identified from the rate schedule. Under GST law, Goods are classified under HSN, whereas services classified under SAC, and various applicable rates are notified under different rate notification.
- 4) **Method of Discharge:-** In Direct tax laws, the person earning the income is responsible for discharge of the liability, whereas under Indirect Tax Laws, the supplier is responsible for discharge of the liability. However, there is additional flavor of taxation here, i. e. reverse charge mechanism, where recipient of supply is responsible for discharge the responsibility.
- 5) **Discharge of tax:** - Once the person is identified by whom tax is to be paid, i.e. Supplier of Goods / services or recipient of Goods/ services, said person is required to discharge the respective liability by way paying the same to the Government treasury. And after the payment of tax, next step is reporting by way of returns and assessment.

Now we will validate the above steps in case of GTA Services.

- 1) **Chargeability of Goods Transportation Agency (GTA) Service:** - Goods Transport agency is not defined under CGST Act /IGST Act. However as per the GST rate notification for service, it defines Goods Transport Agency as *“any person who provides the service in relation to the Transport of goods by road and issue consignment note, by whatever name called.”*

Therefore, issuance of consignment note, is key factor for determination of taxability in the transaction, further If a consignment note is issued, it indicate that the lien on the goods has been transferred (to the transporter) and the transporter become responsible for the goods till its safe delivery to the consignee.

Since the GTA is neither covered by the Non-GST items nor by Schedule III, same will be treated as supply and taxable. Further it will be classified as supply of service; accordingly, GST implication will be applicable as per the provision of CGST Act, 2017.

- 2) **Levy of GST:** - Once the activity has been identified as supply and classified as Supply of Service, now we have to check is there is any exemption available of the services. Notification No. 12/2017 (Rate) gives a list of services exempted from GST. Services in relation to the GTA are specified as below,
- Service by way of transportation of Goods by road except the service of GTA.
  - Service Provided by Goods Transport agency, by way of transport in a goods of-
    - Agricultural Produce.
    - Goods, where consideration charged for the transportation of Goods on as consignment transported in a single carriage done not exceeds one thousand and five hundred Rupee:
    - Goods, where the consideration charged for transportation of all such goods for single consignee does not exceeds Rupee Seven hundred and fifty.
    - Milk, salt, and food grain including flour, Pulses and rice.
    - Organic manure

- vi. Newspaper or magazine registered with registrar of newspaper.
  - vii. Relief material meant for victims of natural or manmade disaster, calamities, accidents or mishaps or
  - viii. Defense or military equipment's.
- c. Service provided by a GTA to an unregistered person, including an unregistered casual taxable person, other than the following recipients, namely: -
- i. Any factory registered under or governed by the Factories Act 1948 (63 of 1948) or:
  - ii. Any society registered under the Societies Registration Act 1860 (21 of 1860) or under any law for the time being in force in any part of India or:
  - iii. Any Co-operative society established by or under any law for the time being in force or:
  - iv. Any Body-corporate established by or under any law for the time being in force:
  - v. Any partnership firm whether registered or not under any law including association of person.
  - vi. Any casual taxable person registered under the CGST//IGST/UTGST Act.

Person as per (i) to (vi) can be called as **“specified category of Persons”**.

- d. Service provide by way of giving on hire to a GTA, a means of transportation of goods.

**Note: - We should note that GTA service is taxable only in case. “Specified category of person” as mentioned above, otherwise whole GTA service will be exempted from GST.**

- 3) **Rate Applicable for the GTA Services: -** Now if the service provide are not eligible for the exemption as per the above-mentioned list of services, then next step is ascertainment of rate of Tax applicable and same as below,

SAC	Particulars	GST Rate (CGST+SGST)
9965/9967	Service provide by GTA, in relation to transportation of Goods (Including used household goods for personal use)	5% ITC on the Input and Input services are not availed)
9965/9967	Service provide by GTA, in relation to transportation of Goods (Including used household goods for personal use)	12% (ITC on the Input and Input services are availed)

- 4) **Method of Discharge:** -Once the rate has been identified, now it's time to determine the person liable to discharge the liability. In case of GTA service is provide to the “Specified category of person”, then the GST Shall be paid by the recipient of service under Reverse charge mechanism.

**Further, in case where GTA providing the service and charge the GST @5% on invoice, in such case**



**it has been clarified by the CBIC that, additional RCM also applicable and required to be discharged by the recipient of if it is provided to the :Specified category of Person”.**

- 5) **Discharge of Liability: -** The liability payable shall be computed on monthly basis and same shall be discharged at the time of filing GSTR 3B, through ITC (if admissible) or through cash ledger.

However, in case of Liability is to be paid under RCM, same shall be paid through cash only.

- 6) **Additional Points to be kept in Mind,**

- a. In case of Transportation of Goods, where consignment note is not issued or not required to be issued, service is exempt and GST is not payable on the transaction.

For example, in case of transfer of material (Finished goods) from factory to warehouse or from one location to another location of a company as per the instruction of company, there is no requirement of issuance of consignment note and GST is not applicable on the services.

- b. In case of Supplier of Goods, charging Transportation / freight for delivery of material, in such case transportation service provided by supplier is not independent but in conjunction with the supply of Goods. Therefore, value of supply of goods shall include the value of Freight/ Transportation charges and it will be taxed at the same rate as applicable to the goods.
- c. While determining the type of transaction (Interstate/intrastate) for supply of Service, rules for supply of service as per sec. 12 and 13 need to be verify.
- d. In case of GST paid @ 5%, condition of non-admissibility of ITC is applicable for Input/ Input services used for making such supply. However, in case of RCM, GTA service is itself inward service and therefore restriction on the ITC is not applicable.
- e. Total Value of GTA Service shall include the value of handling, loading / unloading charges and any other charges, charged by GTA in connection with the provision of service, and includable as per the section 15 of CGST Act 2017.



**Jaanvi Thakur**  
**WRO069507**

## **Economics: A foundation for everything**

As students of chartered accountancy, we often find ourselves extensively practicing subjects like costing and accounts, understanding auditing in its entirety and learning all the laws and tax provisions that are out there. Amidst this wide spectrum of subjects (My knowledge is limited to the intermediate level, Final is going to present much more than I've ever seen), we often disregard the importance of economics. We tend to study it once initially and revise it just enough to write our exams and then immediately forget about it the next day. But let's take a moment to realize how economics forms a base to all that we study and acts as a premise for their practical applicability.

If we look at the straightforward definition of economics, it is a study which deals with the production, distribution and consumption of goods and services. But we had all started learning economics in more of a fun way than this definition can ever state. We looked at economics as the study of how humans make decisions in the face of scarcity. It is this very decision-making process that gives rise to all the other aspects that we deal with and triggers it all like a domino effect.

This decision making for us as students can be something as simple as choosing what to buy from the limited income that we have. But when we amplify it to the level of a businessman, these decisions manifest a vibrant set of areas and responsibilities.

The decision-maker has to first take into consideration the laws of the country before setting up any venture and also ensure that the entity abides by it throughout. Then they start with the planning of the business, right from the product to the production to the processes and everything in between. The skills of strategic management help them take the decision effectively and efficiently. Funds are routed into the business and handled appropriately with the help of financial management. As soon as the implementation and the operations start, so starts the accounting. Keeping in mind the technology-driven world that we're living in, all of this is automated through the enterprise information systems using Information Technology. In the quest of earning maximum profits, costing techniques are relied upon to ensure optimum costs. With every transaction that the entity enters into, GST returns have to be taken care of. Finally, at the end of the year, accounts are finalized and are opinionated on by the auditors. The annual tax returns are filed subsequently. This complete cycle goes on repeating, from one financial year to the next. To manage this cycle to the best of the advantage of the entity and all the stakeholders, every decision-maker needs to go deeper into the roots of the tree they've planted. And can you guess what these roots are made of? These roots are made of the very same choices that they once took and watered so dearly with the best of their knowledge and efforts. And to study these choices is where economics comes to the rescue and helps one grow their trees limitlessly.



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## **Glimpses of 2020**

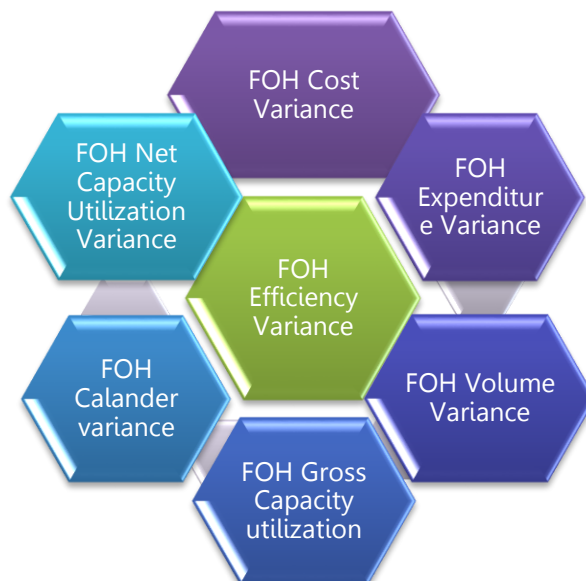
Days of routine have gone,  
No one knows what is coming upon,  
Because everywhere Corona is coming along,  
Sanitizers and Masks are more important than salon,  
Exams are getting postponed,  
Sometimes May sometimes June sometimes July and so on..  
Every student is bothered by whats going on,  
A year which has never been so long,  
With so many deaths, suicides and what not,  
Demanding each one of us to be strong,  
Benefitting nature and skies more clearer than brown,  
Binging Netflix and Hotstar have become common,  
Never thought days of routine would take such a drastic turn,  
Teaching us the lessons we could never learn.



**Sarvesh Jagdish Kulkarni**  
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## STANDARD COSTING

### Fixed Overhead Variances(FOH)



#### 1. FOH Cost Variance

- ◇ How many should have incurred and how much actually incurred for actual output
- ◇ This variance represents Under or Overabsorption

Calculation-  $(\text{Actual Fixed Overhead Cost}) - (\text{Actual Output} \times \text{Fixed Overhead rate per unit})$

## 2. FOH Expenditure Variance

- ◇ This variance indicates the difference between actual fixed overhead and budgeted fixed overhead.

Calculation- (Actual fixed overhead – Budgeted fixed overhead)

## 3. FOH Volume Variance

- ◇ This variance arises due to the difference between the standard fixed overhead cost allowed (absorbed) for the actual output and the budgeted fixed overhead based on standard hours allowed for actual output achieved during the period.
- ◇ If the actual output is more than the standard output, there is over-absorption and variance is favourable
- ◇ If actual output is less than the standard output, the volume variance is Adverse
- ◇ This Variance is based on UNITS (not Hours)

Calculation- (Standard Units to be Produced - Actual Units Produced) \* FOH Absorption Rate per unit

## 4. FOH Gross Capacity Utilization Variance

- ◇ How many Hours the workers should have come to workplace and how many Hours they have come
- ◇ This Variance is calculated in Number of Hours (not days)
- ◇ If actual capacity hours are more than the budgeted capacity hours, the variance is favourable
- ◇ If actual capacity hours are less than the budgeted capacity hours the variance will be Adverse
- ◇ Here Hours are inclusive of Idle time

Calculation- (Actual Capacity Hours – Budgeted Capacity) x Standard fixed overhead rate per hour

## 4A . FOH Calander Variance

- ◇ How many days the factory should have been open and for how many days it was opened
- ◇ If the Actual Factory days worked are more than budgeted days the variance would be a favourable variance, because the capacity has been utilized for more than required
- ◇ Eg – Rent for a classroom is paid for a month in which classes conducted for 20 days a month. However in the month of June classes were conducted for 30 days , thus in months other than June we were paying rent for 10 days for which classes were not conducted and we have in June paid no excess rent for which classes were not conducted

Calculation- (Budgeted Days to be worked– Actual days worked) x Standard fixed overhead rate per hour



#### 4.B. FOH Net Capacity Utilization Variance

- ◇ How many days the workers should have come to workplace and how many days they have come
- ◇ This Variance is calculated in Number of days (not hours)

#### 5. FOH Idle time variance

Calculation- (Idle Hours \* Absorption rate)

#### 6. FOH Efficiency variance

- ◇ When actual hours of production used for actual output differ from the standard hours specified for that output
- ◇ If actual hours worked are less than the standard hours, the variance is favourable
- ◇ when actual hours are more than the standard hours, the variance is Adverse

Calculation- (Actual hours – Standard hours for actual production) x Fixed overhead rate per hour

## Sales Variances



#### 1. Total Sales Value Variance

- ◇ It is a result of Actual Sales when differs form Standard sales
- ◇ This Variance is mainly caused because  
Either due to selling price at which it is actually sold in market

OR

Sales quantity actually sold in market

- ◇ Sales Manager is responsible for this Variance
- ◇ Ability of Sales team is evaluated as to earn revenue for company.
- ◇ Sales Managers product placement in market is evaluated as to which areas would reap the highest revenue

Calculation- Total Budgeted Sales Value – Total Actual Sales Value

## 2. Sales Price Variance

- ◇ It is that portion of sales value variance which arises due to the difference between actual price and standard price specified
- ◇ If the sales manager sales products for less than budgeted price he would have to face Adverse variance
- ◇ Sales manager's capability and skills (mainly convincing skills to customers) are tested as how he sale at a higher price than budgeted

Calculation- Actual Quantity Sold (Actual Selling Price – Standard Selling Price)

Here Actual Quantity is taken as sales team would sale the actual quantities as per market condition and demand which is a controllable variance in hands of Sales Department

## 3. Sales Volume Variance

- ◇ It differences between actual quantity of sales and standard quantity of sales.
- ◇ Favourable Variances arises when actual quantity is sold more than budgeted quantity
- ◇ Here Sales team's product knowledge is tested and how they are able to sale multiple units frequently is evaluated
- ◇ Sales manager's market understanding and customer loyalty plays a vital role

Calculation- Standard Selling Price \* (Actual Quantity of Sales – Budgeted Quantity of Sales)

### 3. A. Sales Mix/Composition Variance

- ◇ It is a part of sales volume variance and arises due to the difference in the proportion in which various products are sold and the standard proportion in which various articles were to be sold

Calculation-  $(\text{Standard Mix for Actual Qty Sold} - \text{Actual Mix}) \times \text{Std Selling Price}$

### **3. B. Sales Quantity/Sub Volume Variance**

- ◇ Calculation-  $(\text{Standard Sales Qty} - \text{Standard Sales Mix Qty}) \times \text{Std Selling Price}$

### **3. B.-I Sales Market Share Variance**

- ◇ The percentage of the market that a company or organization claims. Every company desire to capture as much market share as they can
- ◇ It is presumed that with increase in market size, market of share of company also increases
- ◇ Sales Team plays vital role to increase market share
- ◇ Where the market shar
- ◇ e has increased marginally more than the increase in market size then favourable variance can be observed
- ◇ Sales manager's are responsible as this is controllable variance based on selling of more and more items and gaining market share

Calculation-  $[(\text{Actual Market Share \%} - \text{Budgeted Market Share \%}) \times (\text{Actual Industry Sales Quantity in units}) \times (\text{Average Budgeted Contribution per unit})]$

### **3. B.-II Sales Market Size Variance**

- ◇ Market size refers to the total amount of sales or customers in a given industry over a given period of time.
- ◇ With Increase in Market Size , it is important to increase market share so as to have better results

- ◇ Market Size is uncontrollable in hands of any Department rather not controllable by company even

Calculation-  $[\text{Budgeted Market Share \%} \times (\text{Actual Industry Sales Quantity in units} - \text{Budgeted Industry Sales Quantity in units}) \times (\text{Average Budgeted Contribution per unit})]$

## Profit Variances

### 1. Total Net Profit Value Variance

- ◇ This Variance displays the profit which was supposed to be earned and actual profit earned
- ◇ Total Net Profit Variance is changed due to

Net Profit Variance due to Change in Sales

OR

Net Profit Variance due to Change in Cost

- ◇ Net Profit Variance due to change in cost is due to – Material /Labour/Overheads Variances
- ◇ This Variance is important for company as Adverse variance would have severe impacts on profitability of company and such position is not desirable by company
- ◇ If you have negative profit variance, your sales volume might not have reach targeted levels, or you incurred unexpectedly high COGS
- ◇ Profit Centers of Company have keen eye on this variance as managers of profit center are expected to earn as much profit as they can
- ◇ Calculation-  $\text{Standard Net Profit} - \text{Actual Net Profit}$ .

### 2. Selling Price Variance

- ◇ It is that portion of sales value variance which arises due to the difference between actual price and standard price specified
- ◇ If the sales manager sales products for less than budgeted price he would have to face Adverse variance

- ◇ Sales manager's capability and skills (mainly convincing skills to customers) are tested as how he sale at a higher price than budgeted

Calculation- Actual Quantity Sold (Actual Selling Price – Standard Selling Price)

Here Actual Quantity is taken as sales team would sale the actual quantities as per market condition and demand which is a controllable variance in hands of Sales Department

### **3. Profit Volume Variance**

- ◇ This caused due to change in when budgeted volume of sales differs from actual sales figure

Calculation- Budgeted Profit Per Unit \* (Actual Quantity of Sales – Budgeted Quantity of Sales)

#### **3. A. Profit Mix Variance**

Calculation- Budgeted Profit Per Unit \* (Standard Mix for Actual Qty Sold – Actual Mix)

#### **3. B. Profit Quantity Variance**

Calculation- Budgeted Profit Per Unit \* (Standard Sales Qty- Standard Sales Mix Qty)

#### **3. B.-I Profit Market Share Variance (Marginal Costing)**

Calculation- [(Actual Market Share % –Budgeted Market Share %) × (Actual Industry Sales Quantity in units) × (Average Budgeted Contribution per unit)]

#### **3. B.-II Profit Market Size Variance**

Calculation- [Budgeted Market Share % × (Actual Industry Sales Quantity in units–Budgeted Industry Sales Quantity in units) × (Average Budgeted Contribution per unit)]





**Shaifali Wangikar**  
**WRO0636393**

## **Dreams**

I don't know what the dream is that you have, I don't care how disappointing it might have been as you've been working towards that dream, but that dream that you're holding in your mind, that its possible! That some of you already know, that its hard, its not easy. It's hard changing your life. That, in the process of working on your dreams, you are going to incur in a lot of disappointment, a lot of failure, a lot of pain. There are moments when you are gonna doubt yourself. You say "God! Why is this even happening to me? I am just trying to make it happen, I'm not trying to steal or rob from anybody. How does this have to happen to me?" For those of you who have experienced some hardships, don't give up on your dream. The rough times are gonna come, but they have not come to stay; They have come to pass. Greatness is not this wonderful, esoteric, illusive, god-like feature that only the special among us ever will taste. Its something that truly exists in all of us. Its very important for you to believe, that you are the one. Most people they raise a family, they earn a living and then they die. They stop growing, they stop working on themselves, they stop stretching, they stop pushing themselves. Then a lot of people like to complain but don't wanna do anything about their situation. And most of the people don't work on their dreams.. why? One is because of fear, fear of failure, "what if things don't work out?" and the fear of success, " what if I cannot handle it?" These are not risk takers. You spent so much time on other people, you spent so much time on trying to get people to like you, you know other people more than you know yourself, you studied them , you want to hang out like them, you want to be just like them. And you know what? You've invested so much time in them, that you don't know who you actually are, what you are capable of. I challenge you to spend time by

yourself. It is necessary to get all the losers out of your lives, if you want to live your dream. People who are running towards their dreams, for them, life has a special kind of feeling. When you become the 'right person' what you do is, you start separating yourself from other people, you begin to create a certain uniqueness. As long as you follow on other people, as long as you are being a 'copy-cat', you will never ever be the best copy-cat in the world. But you surely can be the best you could be, I challenge you to define your value. That everybody won't see it, that everybody won't join you, that everybody won't have the vision. It is necessary to know that. That you are an uncommon breed. It's necessary that you align yourself with the people and attract people into your business who are hungry! People who are unstoppable and unreasonable, people who are rebuilding life just as it is and who want more! The people that are living their dreams, of party winners, to attach themselves to the people who are living their dreams, are the people that know that if it is gonna happen, it's up to them, if you want to be more successful, if you want to have and do stuff you've never done before, I am asking you to invest in you! Someone's opinion of you, does not have to become your reality. That you don't have to go through life, being a victim. And even though you face disappointments, you have to know within yourself, that I can do it, even if no one sees it for me, I must see it for myself. That is what I believe and I'm willing to die for it. No matter how bad it is or how bad it gets, I'm going to make it! I wanna represent an idea. I wanna represent possibilities. Some of you right now,

want to go to the next level. "I want a council, I want to be a Chartered Accountant" listen to me: you can get to that level. But you can't get to that level economically where you want to be, unless you start to invest in your mind. You are not reading books. I challenge you to go to the conference. I challenge you to invest time! I dare you to be alone! I dare you to spend an hour to get to know yourself! When you become who you are, then you become the person you are created to be, designed to be who you were designed to be. When you become an individual, what you do is: take yourself and start separating yourself from other people. I'm challenging you, to get to a place, where people don't like you or do not even bother no more. Why? Cause you are not concerned to make them happy. Because you try to blow, try to be at the next level. I need you to invest in your mind. If you still talking about your dream. If you are still talking about your goals but you have not done anything JUST TAKE THE FIRST STEP!! You can make your parents proud, you can make your school proud, you can touch millions of people, lives, and the world will never be the same again, because you came this way. Don't let anybody steal your dream! Even if you lose again and again and again and again! The lights are cut off! But keep looking at your dream, reviewing it everyday and saying to yourself: ITS NOT OVER UNTILL I WIN! YOU CAN LIVE YOUR DREAM!

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