

“The greater danger for most of us lies not in setting our aim too high and falling short; but in setting our aim too low, and achieving our mark.”
- Michelangelo



I CAN LEADERSHIP COURSE v2.1

The world has changed a lot in the last two decades. Income levels have gone up and so has the standard of living. The number of opportunities is on rise, so owning two cars and a vacation abroad every year for every nuclear family is quite common. Yet along with these luxuries, the insecurity and stress levels have also gone up due to the cruel world of competition that we live in. All this has had a destructive impact on our health, happiness and the overall quality of life. Most of us accept this as a fact of life. To end this insecurity and gain freedom to live life on our own terms, most of us seek answers by trying to earn a lot of money, gain power, position or academic qualifications. But there is enough evidence to suggest that these are not the solutions to our problems. Conversely, in the process of acquiring these things we end up making compromises that in turn increase our insecurity and stress.

We, at ICan, are trying to find answers to this question over the last 25 years and have found reasonable success in this endeavor. There are a minuscule percentage of people on this planet of earth who do live life on their own terms. We call them UNIP™ (UNIQUE People). These UNIP™ follow their passion, nurture their soul, get

rich and live life on their own terms. They are able to do this because they do not focus their efforts on acquisition of money, power and position as they realize these are external things over which one has no control. Instead, they focus on the internal gift given to every human being - one's own uniqueness. As a result they lead a confident, happy, successful and enriched life. They become the role models for the Society.

The problem is the larger majority of us do not believe in this gift of uniqueness which each one of us has been endowed with. In fact, most of us are trying to be like somebody else whose success we adore, failing to realize that fact they may be a success because they have nurtured their gift of uniqueness.

I Can v2.1 is designed to help you become a UNIP. To become a UNIP involves imbibing certain basic principles into our lifestyle. In the last 25 years we have worked with over 15000 people by training them and monitoring their progress for 3 months to help them transform themselves into UNIP™. In I Can v2.1 we take you through a wonderful transformational journey which can take your life to the next level.

This one of its kind program is a onetime investment into your life. It will help you change your life at two levels:

Paradigm Shift

A paradigm is a set of beliefs. Our beliefs influence our thinking and attitudes. A mediocre (a person who fails to nurture his gift of 'uniqueness') lives life with the paradigm of problem-solving and convenience. In other words, it means most of his decisions and actions are rooted either for solving a problem or to make life more convenient. However a UNIP™ lives life with a growth and learning paradigm. That means most of his decisions and actions are taken either to grow as person or learn something. This necessitates development of two attitudes. These two attitudes will help you to add more meaning and purpose in your life.

'FEP' Attitude™

- Are you passionate about your work?
- Do you keep updating your knowledge and skills on a day to day basis?
- What has been the impact of your work on the Society till now?

'FEP' Attitude™ simply means Focus, Excellence and Passion. According to us rule # 1 for being a UNIP™ is pour your heart and soul into whatever you do. The next step is to try to achieve world class excellence in your vocation. Focus on only one vocation for your lifetime.



'UBU' Attitude™

- Do you feel at times you are caught in a rut?
- Do you at times feel compelled to compromise on your ethics and values?
- Do you feel like rebelling against the rigid rules by the Society at times?

'UBU Attitude™' stands for U (you) B (be) U (yourself). 'UBU' is all about treasuring your uniqueness. This can lead to a lot of confusion relating to what to reject, what to retain, where to be flexible and where to be stubborn. We have made it very simple with the PIC formula. It means being grounded to Principles, honing your Intelligence and maturing as you adapt to the changing world. The exercises in this module can take various forms like exploring unknown frontiers of your work, making a social contribution, expressing love for your family with a surprise party, changing the way you look, making an effort to meet the hero of your dreams, keeping the child within you alive and so on.



Vision

- What would you be doing 50 years from now?
- What legacy do you want to leave behind you?
- What motivates to get out of your bed every morning?

Vision is the picture of the future created by your mind on the foundation of your knowledge, experience and imagination. To build this foundation, each participant of this program is made to step outside his comfort zone and meet UNIP™ in his field. This exciting research project extends for over a month. This is where the old beliefs and limitations in the participant's mind are shaken and he becomes aware not only of hidden potential but also of the various unexplored possibilities of creating a great future. Based on this research, every participant decides the most important goal of his life to be achieved in the next year and starts working towards it.



Systemic Shift

After the paradigm shift the next step is the Systemic Shift. This simply means introducing systems (habits) so that we have a predictable and effortless way of functioning to create results.

TimeSys™

- Are you pressured by too many urgent things to do in a day?
- Imagine how life would be if you could set the pace of your life and work?
- Do you have the ability to say 'No' to things that don't matter to you?

TimeSys™ is a proprietary module, which helps you optimize your time for working towards your Vision. It will help you understand how UNIP™ focus on the core, give quality time to their family and find time for themselves and why mediocres are struggling and pressured with urgent tasks, never finding time to do what really matters to them. You will learn do achieve more by focusing on less, learn to say 'No' to indulgence and obligations execute the priorities with excellence. With TimeSys™ we start the process of weekly planning which is the first step of training the mind towards building your vision.



ConnSys™

- Do you realize that bad relationships are the major source of stress and misery in human life?
- What is the impact of the chronically bad relationships on your morale, level of enthusiasm and sense of well being?
- How would support and encouragement from positive relationships boost your career, morale and happiness?

People are always right, behaviors may be wrong. Positive relationships are the greatest source of happiness for all of us. It is also equally true that sour relationships are the greatest source of stress for all of us. Another challenge is we cannot be efficient with people. We cannot speed up and cover the distance between relationships as we can do with any other job or project. In other words nurturing positive healthy relationships takes time and consistent efforts. This module exposes us to ConnSys™ - a system which will help you to prioritize your relationships and build trust by following very simple yet profound principles.





MindSys™

- Do you get emotionally disturbed in highly stressful situations?
- Is managing emotions a problem for you?
- How would life be if you remain calm, however chaotic the external situation maybe?

One of the keys of effective living is balance. A balanced mind is like calm, clear and transparent water. Whereas a mind loaded with emotions is like the water which is turbulent and muddy. Every time emotional energy is blocked, it takes away a small bit of the charm of the smile on your face. Over the years the smile begins to fade. MindSys™ will train you to keep balance of your mind, by channelizing your emotional energy to take powerful and effective decisions in your life and keep your radiating smile intact.



ViewSys™

- Does a crisis have a crippling effect on your life?
- What is the impact of the last tragedy you faced in your life?
- Imagine life, if you can overcome every crisis and emerge as a stronger, better and a more positive person?

Life is the best teacher for all of us, provided we are ready to learn. All experiences or events in life have no inherent meaning in them. What any event means to us depends on our perception of the event. What a mediocre views as a tragic event, a UNIP™ views an opportunity to grow, learn and nurture his uniqueness. ViewSys™ teaches us the art of soaking the lessons that life offers through various events and taking charge of our destiny rather than sulking by viewing these events as tragedies and making ourselves helpless victims.

WinnSys™

- Is facing deadlines to meet a target a stressful experience for you?
- What does it feel like when you are attempting a seemingly impossible task?
- Imagine what would it feel like if you achieved a feat within 4 weeks, which normally takes a year?

Confidence is not, knowing all the answers, but the faith in one's ability to find the answer, no matter what the challenge is. WinnSys™ is the test of your confidence. After being trained for 8 weeks with modules like the FEP Attitude™, UBU Attitude™, TimeSys™, ConnSys™ and completing the research on the Vision, each participant is challenged to create a virtually impossible yet tangible result connected to his Vision in a time frame of 4 weeks. WinnSys™ is a system, which helps you set a target, plan for it and eventually achieve it. Winners are honored with the 'I Can' life award in the graduation ceremony.



FinSys™

- Can lack of money invite misery and suffering in your life?
- If your present source of income gets stopped how would it affect your lifestyle?
- How would you feel if you were offered happiness with a lifetime validity card with a permanent source of income?

In FinSys™, we challenge the paradigm that happiness means more money. Lack of money can lead to suffocation, yet excess supply would do no good. Similarly lack of money invites misery and suffering, yet excess of money does not guarantee happiness. FinSys™ will help you look at money rationally and plan its investment so that you ensure its steady supply at the right time throughout your life. Also it will help you to use money as a resource for experimentation, learning and funding your vision.





Communication Skills

- Do you find it difficult to communicate your ideas effectively?
- What are the opportunities you have lost due to your inability to communicate effectively?
- What are the opportunities you can capitalize on if you become a master communicator?

The most powerful tool in today's world is your ability to communicate effectively. It could be giving a presentation, a sales talk, appearing for an interview or negotiating a deal. Smart communicators often outsmart talented and deserving professionals who are poor in their communication skills. This is the skill, which will be ingrained in you extensively and exhaustively by a series of exercises, presentations and role-plays, in every session of the program. The winners are honored with special medals.



Graduation Ceremony

The 13 weeks 'I Can v2.1' program is divided into 13 sessions. Each session is of 4 hours duration. Each session has a short break during which you are refreshed with a cup of tea and snacks. You cannot afford to miss any session of the program. Each session begins sharp on time. Latecomers are not welcome. It is necessary to devote at least one hour everyday to do the homework of the program. You will be expected to submit a printed report after every session about the implementation of the learning during the week. This report is evaluated and returned to you in the following week along with the feedback. After 7 weeks, there are group meetings. Each group has to devote 8 hours per week according to their convenience for this exercise. During the last month you have to complete the 'WinnSys™'. After the evaluation of your progress, if you are successful you will be awarded the 'I Can' diploma and the 'I Can' life award in a grand graduation ceremony.

About the Founder



Sameer Surve

Sameer Surve started training at the age of 18. His life took a turn for the better, when he underwent a leadership- training course under a trainer from the Dale Carnegie Institute. Hooked on to the benefits of such a program, Sameer decided to take up training as a profession. He underwent 3 years of intensive training to be a trainer, wherein he underwent the intensive seven weeks training 12 times. After that he launched himself as a trainer along with his father and started Pathik Human Resource Development Institute. Academically a commerce graduate, he later went ahead to do his M.B.A with marketing as a specialization. Sameer has 25 years of training experience to his credit and has so far trained people from all age groups and professions. Sameer is also a certified NLP practitioner having being trained under Dr. Richard Bandler, the founder of NLP. He is a certified Personal Coach from Results Coaching Systems, headed by David Rock, Australia. Besides these he has had the privilege of gaining knowledge from world gurus like Dr. Stephen Covey, Tom Peters, Tony Buzan, and Dr. Marshall Goldsmith through their seminars.

Through Pathik, he has conducted programs for college students all over Maharashtra in a joint venture with Pune University. His candid and 'No-Holds-Barred' style has helped to bring engagement amongst the audiences he has addressed in various organizations like Parke Davis, Nicholas Piramal, Dow Corning, Wockhardt, Hinduja

Hospital, Shreya Life Sciences and many more. These assignments have been of varying nature linking motivation to key work related issues like Team Building, Customer Management, Personal Transformation, Time Management and Selling Skills.

Under Pathik HRD Institute he has conducted over 300 Leadership Programs (3 months long) and trained over 30,000 people. Since year 2008 has also started conducting a (1 year) program - Business +v2 for small entrepreneurs. He has touched the lives of over 1,50,000 people through his Mass Motivational Seminars.

PathikCore Team



Sandhya Surve - Director

After completing her M.Sc. (Statistics) from Mumbai University and Diploma in Personnel Management & Industrial Relations from NMIMS, Sandhya started her career in training in 1992. Sandhya has conducted training programs for various companies like New India Assurance, Eicher Demm, etc. To upgrade herself, she went on to acquire certification as a Life Coach from Result Coaching Systems, Australia. Sandhya is also a certified Image Consultant. Her biggest learning came from Tony Buzan, who is a world-renowned memory expert and the inventor of Mind Maps. She got accredited as a ThinkBuzan Licensed Instructor in Mind Mapping, Creativity and Innovation. Sandhya currently conducts - MindStar™, a confidence building program for children, where topics like Public Speaking, Mind Mapping, Memory Tools, Entrepreneurship etc. are included. Another feather in Sandhya's cap is English Fluency coaching through which she has helped people from various fields to improve their English Language Skills.



Subhash Shiraskar - Lead Trainer, Business+ V2.2

After completing studies in Biotechnology, Subhash was influenced with the transformation he experienced in Pathik and became a part of its Mission. Associated for more than 14 years with Pathik, Subhash has focused on learning and implementing the lessons of Entrepreneurship. He is responsible for assisting many entrepreneurs to imbibe the principles of Business+ and Pathik in their day-to-day businesses. Subhash has also conducted training sessions for various organisations.



Pankaj Lad - Principal Architect, Sarayan

Before I Can v2

- Was caught in rut because of heavy work pressure, ruthless competition, lack of desired productivity from my team and no time for the family. Due to all this, in spite of having 12 years of experience as a qualified architect, progressing to the next level was a major worry.
- Lack of effective Communication Skills made it unable for me to close deals on my own terms and hence negotiations were always huge hurdles.

After I Can v2

- Communication Skills helped me express my thoughts effectively and close deals on my own terms which boosted my confidence. The concept of "ViewSys™" & "MindSys™" helped me change my approach towards problems, finding opportunities in them. Due to this, I found tremendous potential in government projects, that too on my own terms.
- During "WinnSys™", I, along with my team, finalized projects worth ₹8 Crores in just 1 month as against our previous year's turnover of ₹5 Crores
- My organization is now empanelled by the Government of Goa for infrastructure projects. Truly we are inching towards becoming a 'BRAND' very soon!



G. S. Rao - CEO, S. K. Cooling Services

Before I Can v2

- After serving for 15 years in the HVAC industry, handling a newly launched business was becoming a challenge for me, due to poor people-management practices.
- Mismatch of expectations between me and my team resulted in tremendous stress in day-to-day operations. This took a toll on the work-life balance as well.

After I Can v2

- 'FEP Attitude™' helped me focus on my Core which resulted in our company delivering more in less time. 'ConnSys™' was an eye opener to bridge the gap of expectations between me and my team.
- 'WinnSys™' proved to be the perfect exercise to stretch our true potential, in which we raised our turnover from ₹10 Lacs to ₹35 Lacs in just 1 month. Thanks to these 3 months, in the very 1st year of business we did a turnover of ₹2 Crores
- Today I am not only doing business on my own terms but also dedicating ample and effective time to my family.



Reshma Chaure - Operations Manager, Sodexho India Pvt. Ltd.

Before I Can v2

- I had lost confidence in myself as well as my work and to cope up with the same I took a shift from the core operations team to office support.
- I was on the verge of quitting after receiving a series of negative feedbacks from my Vice President. Felt as a victim and wanted to run away from the challenges.

After I Can v2

- "Viewsys™" made me change my mindset and helped me to take up the challenge of handling two profiles at the same time. Communication Skills helped me to confidently approach my Vice President and clarify his expectations from me.
- "UBU Attitude™" inspired me to use my unique ideas in my work which helped in raising the profits by 5%. I got promoted as an Operations Manager and was awarded the "Diverse Champion of the year 2012". In just 3 years I was successful in raising my yearly package from ₹6 Lacs to ₹12 Lacs.
- Looking at the results in 2012-13, I was empanelled on the global forum of Sodexho. My opinions are now considered in planning every new initiative of Sodexho in India. Working in the corporate world I am happily living life on my own terms!

PRESS NOTE

Sameer's tips to reduce Face Time

MID
DAY



1. **Plan your time:** Before you can respect others' time, it is imperative that you value your own. Chalk out your work list for the day, in advance, and do not take on more duties (unless extremely important) to please your ego or assuage your guilt.

2. **Set a deadline:** Leave at a set hour every day, as far as possible. And learn to say "No", politely yet firmly; don't worry about offending

