



FICCI E-NEWS

VOL. 7 | SEPTEMBER 2021

"BE SEEN & BE HEARD"

DIRECTOR'S MESSAGE:

By VP Arvind Kumar TJ, VP-Agritech

The Federation of Indian Chambers of Commerce Phils. Inc (FICCI) is not only one of the oldest foreign chambers of commerce in the Philippines, with a multifaceted history of 70 years, but also perhaps the youngest, disruptive and only Chamber in the Philippines, for its ability to reinvent its own vision and mission of serving and contributing to the inclusive growth of Philippine economy and Filipino people, through its extensive people-to-people, institutional and economic linkages with India, its home land, which is known for its spiritual civilization and ethos of "Vasudhaiva Kutumbakam" (The world is one family).

A testimony to this inventiveness is the creation of an 'AGRI-TECH' division or department of FICCI in January 2020, which is a pioneering and first-ever among all other chambers of commerce in the Philippines.



The seeds of forming an 'Agri-Tech' division, as an ecosystem of Agri-tech startups collaboration between Philippines and India, was sown during the visit of the President of India H.E. Ram Nath Kovind in October 2019, which was jointly organized by the Embassy of India in Philippines and FICCI. 'Agri-Tech' division was indeed the brainchild of FICCI's Chairman Mr. Rex Daryanani, who supported my launching of SATSURE India's Satellite-based agri-tech solutions during the visit of H.E. President of India, to help millions of small holder Filipino rice farmers to increase their yield and income, as well as to help the Filipino banks to bring financial inclusion to these farmers through agri-loans (instead of paying penalty to the Agri-Agra law).

We can't achieve inclusive growth and food security of Philippines, unless we improve the livelihood and income of the Filipino rice farmers. India, the world's largest rice exporter, wants to help the Filipino rice farmers and Filipino people through its innovative technologies. It has been a great and life-long honour for me in sowing the seeds and contributing to this founding of 'Agri-Tech' division, as well as to be elected as its' first board member and VP of FICCI. The

seeds that we have sown for agri-tech cooperation will benefit both Philippines and India for generations to come, in terms of new mindset, new technologies, investments and markets.

LIVE WITH THE COVID, DO NOT JUST COPE

By LITO CINCO:



It was mid-March 2020 yet when the country underwent its very lockdown and quarantine

restrictions that severely affected people's personal lives and businesses. But after so many lockdowns and different kinds of quarantines, and so many health protocols to follow, the truth is, with the emergence of the Delta and Lambda variants of the Covid 19, the country remains mired in basically the same situation, even worse according to others, citing the increased number of daily infection cases. And from the way it looks, the end is not in sight yet and may come later than sooner.



According to FICCI President Mike Advani, the time has come for people to re evaluate things and review how they have been reacting or coping with the pandemic. " Now is the time for people to rethink things, the time for simply coping with the situation either is not enough or has ended already. We need to accept that things are not going back to normal soon and all these things we look at as temporary may have become permanent already in our personal lives. Just like the regular flu, which we have learned to accept and adjust to, Covid is here to stay for much longer," said President Mike.



Citing some specifics, he talked of washing hands often, wearing face masks and observing social distancing, doing business virtually while working from home, adopting on line ways in the company's previous processes and coming up with completely different SOP's, same thing with the way people act in their homes, buying things on line, cutting down on in person meetings outside the family, keeping busy at home, these are just some of the adjustments people need to do, with a long term view of things instead of with the hope that the situation is ending soon, according to him.



On vaccination, it should not be a choice anymore but a necessity in today's lives, he added. And the sooner people shift to this thinking, with the new normal becoming the regular normal, " the better our chances of not just surviving but of succeeding" he concluded.



LOOKING BACK

The month started with an interesting roundtable discussion entitled Earth, Air and Herbs. This panel comprised of Juana Yupangco, Ces Drilon, and FICCI's very own VP Arvind was all about bringing plant based products closer to our home. This event was streamed on fb live and has garnered almost 600 organic views.



LOOKING FORWARD

The Anti Red Tape Authority (ARTA) has been at the forefront of making businesses easier and acting as a bridge between the private sector and government. As such, the Chamber is privileged to be participating in an MOU on becoming a champion partner of the agency and having a discussion with Director General Atty Belgicia on September 21. This will be moderated by non other than the Chairman of the Chamber Mr. Rex Daryanani.



NOW YOU KNOW TEAMBUILDING DOES NOT START WITH THE TEAM

By LITO CINCO:

As part of their organizational development program, companies hold team building sessions for its employees.

Reasons for doing so may be to present a new or refresh employees on a set of core values that go with the company's vision and mission, it may also be to heal rifts among employees, or there is new senior manager or new organizational set up in the company, or simply to promote camaraderie, and other possible reasons.

The point is, a teambuilding session should have very clear and specific objective or objectives in mind.

Teambuilding starts with the self and as everyone learns and applies the new knowledge they got, it ends with a working team with similar values in life, or at the very least, a clearer understanding and acceptance of the self and others as well.

Remember too that a lesson is not learned unless it is applied in real life, knowledge without acting on it, remains just that, theoretical but not practiced. Wisdom can only come from applying such realizations.



Teambuilding does not work overnight, it only opens the eyes of participants and the challenge is sustaining the gains made with subsequent activities in the work area.

A teambuilding is an experiential one where participants go through a series of interactive modules, but to put a meaning into it, it has to be processed by a trained facilitator who guides the participants into a lot of self realizations and change themselves, not imposing said changes. And this why a bull session without the presence of a veteran facilitator, whether internal or external, is necessary to control the session. Ideally, a teambuilding session is held outside the office to avoid distractions, the venue should

have the facilities or activities that will address the set objectives, keeping in mind that such activities do not become just fun activities.

Remember, the primary purpose of any team building session is to influence the participants to change a lot of mind sets, and self change is one of the most difficult change to make.

Now, have we learned something new?

MEMBER SPOTLIGHT: Nalini Sehwan Stanford's ROUTE TO SUCCESS

By LITO CINCO:



As far as Stanford Properties Inc. is concerned, there is no secret at all with what its company President Nani Sehwan and her two daughters Angela and Tanya want to achieve.

Among others, to be a top notch real estate brokerage firm and render professional services covering leasing and selling of high end residential and commercial properties, provide highly accurate marketing and research assistance in property management with the assurance of the best client satisfaction.

Which actually will not differentiate the company from other real estate brokerage companies as the above are common objectives, but then what sets SPI apart is the fact that since it was established by Nani in 2007, the company has seen a continuous growth and has nearly reached its set objectives, well except for its future expansion plans..

The secret for its success as far as Nani is concerned are the key factors of personal expertise and competence and a reliable customer service track record, backed by a team of highly trained property specialists. We have those and more, in my case, even before putting up SPI, I "had to work first with an international real estate company, CB Richard Ellis, as Stanford residential sales manager, know the intricacies of the industry, together with what I guess I inherited from my father, Robert who also put up his



own real estate company but only when I had reached the self confidence level I believed I needed that I made that big decision to go on my own," said Nani. According to Managing Director Angela Silverio, the company was doing well and even had added a few staff from the two people the company started with, including the three of them already, until the pandemic struck and just like many other businesses, the company felt the negative impact, though not as much as other businesses, " we had a drop of around 20% from pre pandemic period but overall, we still are doing well enough and have a started our slow expansion program with my mom putting up a new sales team based in Tagaytay and focusing in the Cavite, Laguna, and Batangas areas," said Angela. This expansion is a direct result of what Nani sees as an exodus of clients to outside Metro manila, " they are now looking at both residential and commercial areas, farm lots, beach side properties, and the likes, sale of condos has been going down while there are also some tenants re negotiating their rates. The good thing is we are really focused on high end clients who even in times of crises, see it as an opportunity to buy though there are those who would rather hang on to their money," explained Nani. "This is also the reason why we are into a lot of on-line advertising, both in print and the social media, we need to make our presence felt by our target markets, the high end properties in Bonifacio Global City, Forbes Park and Dasmarinas Village, Shangrila Horizons, Pacific Plaza Towers, and out of town areas like the Sta. Elena Golf &Country club," chimed in Chief Marketing Officer Tanya.

A far as FICCI is concerned, President Mike is happy that the family has continued its association with the group from the father now to the third generation and on her part, Nani the company's membership in FICCI has been good to them, " we have expanded our market base particularly among the local Indian market and we are targeting an even bigger client base as this market is a big one. Looks like Stanford Properties Inc. is indeed for the long haul in business, living up to its aim of being described as the Ivy League company among real estate brokerage companies.

AND THEY SAID...

This is an interesting read. Congratulations to you, Pres Mike & the entire board. -- Past President Ramesh Dargani Sharon. Keep up your good work. God bless you and FICCI board. Cheers -- Past President Ram Sitaldas Amazing as always Sharon. Thank you for all that you do! - Chairman Rex Daryanani

SEPTEMBER BIRTHDAY CELEBRANTS:

- 6 - Uttam Dargani - Satyam Trading Corp.
- 7 - Vashu Dargani - Supreme Hoseiry Mfg. Corp.
- 9 - Saira Budhrani - Loanstar Lending Corp.
- 9 - Harbans Singh - Provincial Member
- 12 - Ray Nanayakkara - Individual Member
- 13 - Lal Chatlani - Hassaram's
- 14 - Khusboo Lalwani - Market Reach International Resources Corp.
- 15 - Anil Sehwan - ITSP International Inc.
- 15 - Anil Buxani - Sonak Corp.
- 16 - Sham Michael Buxani - Manila Bambi Foods Corp.
- 17 - Amar Daswani - World Wide Apparel Mfg. Corp.
- 18 - Aseem Roy - Wipro Philippines Inc.
- 18 - Roshan Karnani - Individual Member
- 18 - Mr. Ramesh Genomal - Past President
- 20 - Ms. Sharon Vaswani, O.D. - VP for Healthcare and Advocacies
- 20 - Ravi Mirpuri - Durus Industries Corp.
- 21 - Hiren Mirchandani - Ramesh Trading Corp.
- 23 - Lal Gopwani - Branded Lifestyle Inc.
- 24 - Dave Sahijwani - Fem's International (Phils) Ltd. Inc.
- 27 - Chatru Jeswani - Charlie Ken Marketing Corp.
- 28 - Hitesh Sharma - Suhitas Pharmaceuticals Inc.

We welcome your suggestions for FICCI E-NEWS, just as we welcome informative articles you may want to contribute.

ficci.com.ph
fb.com/ficci.philippines

EDITORIAL TEAM:
Mike Advani; Editor-in-Chief
Sharon Vaswani, O.D.; Associate Editor
Ella Gan & Zarah Corrales;
Editorial Assistants
Lito Cinco;
Editorial Consultant & Content Writer