

My Secret to Success:

A PROACTIVE APPROACH



Navin Raheja, CMD, Raheja Developers

Renowned developer, Navin Raheja's success story is an example of today's emerging India. In a little span of two decades, he has built one of the country's most respected real estate business houses.

THE LIFE OF renowned developer, Navin Raheja, is the shining example of today's emerging India. His is the success story of a middle-class boy, who, without much resource, built a legacy of business environment and CSR and took it to higher global standards. Fifty-six-year-old Raheja entered the real estate business two decades ago. Today, Raheja group is one of the oldest and most respected business houses in India. The group, which is known for its diverse interests, has projects worth ₹ 100 billion in hand. And it is still growing strong. He is the chairman of the Real Estate Council of ASSOCHAM and an executive member of FICCI and CII. In his words...

My Day: I wake up at 6:30 every morning and go to bed only at midnight, working almost 15 hours every day. My day

begins with meditation and prayers in the morning. I believe in advanced lifestyle and the secret behind my success is my proactive approach in adopting new technologies. I feel it is the timely execution of my ideas, a focused vision and a dedicated team that made it possible for me to reach where I am today.

Family: I was born in a middle-class family and studied in schools in Punjab and Haryana. I was a topper throughout my academic career and I also topped the state's school board examinations. I won a scholarship, which helped me complete my Master's Degree in Business Economics from Delhi University and a Post Graduate Diploma in Journalism. My wife, Nirmal Raheja, belongs to simple middle-class Kashmiri family. She

is a religious lady, who believes in Indian values, and has always sermonised the same to everyone in the family. She has been a dedicated homemaker. We have two children, a daughter and a son.

Inspiration: My mother, late Krishna Raheja, a noted Vedic scholar, was the biggest inspiration for me as she imbibed in me the values of truthfulness, hard work, dedication and commitment to humanity.

My Hobby and holidaying destination:

I love spending my leisure time amidst the wildlife and make it a point to visit forests in India or abroad every month. I like watching tigers and panthers in the national parks and sanctuaries. I am a member of the steering committee of Project Tiger and keep filing reports on wildlife, besides writing regularly for newspapers and magazines on wildlife.

CSR: I am also supporting free education, nutrition, clothings and medical care to hundreds of underprivileged children.

Sports: I love playing cricket. We have been regularly organizing "Raheja Cup".

My Favourite Book: *Srimad Bhagwat Geeta*.

Favourite Movie: Ramesh Sippy's *Sholey*

One gadget I cannot live without: Blackberry

What makes you happy: Spirit of helping every creature of the planet.

Most important lesson of my life: Don't chase success. Continue doing a good job.... Success will chase you.

My first job and salary: I started with a scooter agency with my national scholarship saving worth ₹.5000.

Person I most admire: Brij Mohan Munjal

My biggest strength: Moving on selflessly.

My biggest challenge: To make my two children carry the torch beyond and brighter. And carry the mission forward to make this planet a better place to live for every human being and creature. ©EW

Interviewed by S L Talwar