



## *Inspired by Words*

***It's not everyone who can combine work and passion and do a good job with the mixture. Meet Ram Ganglani (left) who has managed the task with admirable verve and dexterity***

Last October, to commemorate Ram's 60th birthday, the man behind Dubai's popular Right Selection released 'The Book Of Inspirational Poems' a compilation of thoughts and insights he had collated and written in a small notebook over the years, set to rhyme. These are no ordinary poems. They have been given the Ram treatment and span a multitude of topics like attitude, self-realisation, success in relationships, comprehending life's purpose and goals and the like...uplifting poems, all.

Ram's habit of spotting the silver lining before observing the grey cloud has stood him in good stead; the poems are about handling life, rather than drowning in its problems, accepting and tackling change and challenge rather than being mired in its details.

The book and its context are typical of the man and his enterprise. Ram always had a passion for the printed word, a hobby he indulged in whenever he found time from a busy life as a businessman. At the time, if you asked him his choice of genre, he would immediately say, "Self-help books." For Ram was one who early on saw the immense potential in books that sought to help the reader arrive on the right track.

Never one to sit back and let opportunity slip away, Ram set up Right Selection, which helps meet the supply for motivational and self-help guides in Dubai. That was way back

in 1993. Today, Ram's enterprise has carved out a niche for itself in the region. Ram has been joined by his son, Gautam, and together they make a winning team, providing resources and seminars to corporations and individuals in Dubai.

Ram looks back on those early days with some amusement. His wife, he says, told him to open a bookstore, if only to lessen the piles of books found in nooks and crannies of his house! Ram, on his part, had been giving the city of Dubai the once-over and he liked what he saw. This energetic, vibrant city that was growing by leaps and bounds was the ideal place to narrow the gap between supply and demand of motivational resources. And so Right Selection, the bookstore, came into being, with Ram being its best customer, stocking authors like Robin Sharma, Deepak Chopra, Anthony Robbins, Stephen. R.Covey, Tony Buzan, Dr. Stephen Lundin, Bob Urichuck and Ron Kaufman.

And that was how Ram Ganglani set to work, to make his dream come true. He pounded pavements, he knocked on doors, he made his pitch, sincerely and earnestly. Not all big successful corporations saw the need for motivational training when the going was, in any case, good. However, Ram showed them the need to go from strength to strength and it is a measure of his acumen that he soon convinced corporations as well as individuals

to take an earnest look at Right Selection. After which, there was no looking back.

Day by day, their contacts increased. Their presence grew in the market and when they finally entered the portals of event management, it all seemed to be the natural flow of things. Today, Right Selection does event management with style and dexterity, organising and setting up conferences and seminars featuring big names like Ron Kaufman, Omar Khan and Bob Urichuck. Ram Ganglani's hard work, ably assisted by Gautam, has paid off.

They make a good team, father and son, the former's administrative expertise a neat counterpoint to the latter's gregarious social networking skills. Right Selection offers public seminars, customised workshops, in-house training programmes, supplies learning resources and hones the individual or corporation into something bigger, better, reaching for the heights of success.

What does the future hold for the Ganglani team? Why, a lot more, they aver. The focus continues to be on self-realisation, growth and development. They plan to expand across the Asian subcontinent, to South Africa, East and West Africa. The client remains top gun. It is to the client that the Ganglanis dedicate their hard work and its results. Everyone, it seems, is a winner here. ☺☺