



FROM THE GLAD SERIES - GRATITUDE, LEARNING AND
DELIGHT!

MUMPA -
LESSONS IN
MANAGEMENT
I LEARNED
FROM MOM

AMYTH BANERJEE

Purpose of #IMGlad Series

Hi Everyone,

One of the biggest realizations I've had by this point in life is to "be happy by focusing on doing what makes you happy". Sounds simple right? I'm sure most of you must be feeling that you already know this, there is nothing new in this statement. But trust me when I say *it is* a newfound discovery for me.

I wanted to find ways to truly realize this goal, live it and 100% own it. I'm GLAD, I found a way, albeit the one which involves sharing. Now, I'm sure most of you would also agree that happiness is found when shared. I would be doing something similar but because of yet another self-discovery that I genuinely love adding value to people's life, in whatever ways possible. It's going to be a long run, but I'm going all in.

With this book I intend to:

- Begin the #IMGlad Series – Gratitude, Learnings and Delight. To summarize my observations/key learnings of people in my circle who I look up to. So, you may not find any popular or established names in this series, these are people who've had a positive impact on my life and this series is my way of thanking them.

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- Provide value to people for their time (the books will be 35-40 pages only & free to download as PDF) in which they can learn something interesting.
- Test my skills as a writer and learn from feedbacks: how I can improve my process of truly creating value for people.

With that out of the way, I make my debut with the first person in the series – my mom. She has been an inspiring figure not just for me but a lot of people we know. This book is my attempt to get her story out there.

I'm hoping, you're able to connect with it.

Cheers!

Amyth Banerjee

Introduction:

More than anything, the genuine will to add value to someone's life is the biggest joy there ever will be. *Mumpa* is the biggest believer of this statement and is someone I've known, to have lived by this all her life.

Mumpa is none other than what I call my mom. There's an interesting story as to how she received that name. I was quite young around 4 or 5 years old; my mom would often visit this temple at a particular time when the prayer used to happen in the evening. One of the words I heard in the prayers which was meant to call out or address the divine entities was "*Mumpa*". At that age I did not know what it meant, the name just stuck with me because I liked the sound of it and felt, calling Ma or any other standard names seemed boring. Thus, I started calling her *Mumpa*. Little did I know that I had found a way to uniquely address her. She would be from then on known by that name in our entire family and all those who know us.

Interestingly, some while back I stumbled upon another realization. When you break down the word it becomes Mum-Pa (Both Mom and Dad). Just cementing the belief that she is the goodness of both mom and dad combined.

However, *Mumpa* isn't the only title that makes her stand out, it is the title that she earned to her name over the last 18 years that makes her who she is, - *teacher*.

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I'm sure we all love our moms a lot. Any children would want to talk about their moms being the best, but this e-book intends to summarize some of my key learnings from *Mumpa* that we all can benefit from. Lessons that we all can apply by simply observing the people closest to us.

About The Author

Amyth Banerjee is not a bestselling author, motivational speaker or an expert in any particular domain (at least not yet). He is not an entrepreneur or owns any business. But he believes, if you have something valuable or interesting to share, you don't necessarily need to wait until you become influential, you can start, this book is a testament of that belief.

He however has a diverse experience working across 3 different industries (*Filmmaking, Digital Marketing and Design Thinking*) in the span of the last 5 years. Has a YouTube channel where he collaborates with Skateboarders, independent musicians, brands and always is in his experimental mode.

Starting 2018, He has taken keen interest in the subjects of Self-Awareness, Human Observation and documenting his learnings pro-actively which he believes can help him in becoming a better version of himself as well as other individuals who aspire similarly.

This (debut e-book) is an attempt to spark a discussion on the idea of expressing Gratitude, share Learnings And Delight from people who we all look up to. He's stoked about bringing more such stories to life with #IMGlad series.

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You can connect with him on his social networks, where he has focused 2018 as the year, he will create content about his daily challenges of sharing his learnings with #10SR (10 Second Read) alongside other challenges about which he will keep posting about. Including the #IMGlad series. Stay tuned to know when the other books are published, interestingly since it is about people who've impacted his life from his circles, if you're connected with him – who knows you could be next.



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1. Embracing New Challenges

Mumpa has a very fine quality of communicating with people. Even though in her early days she didn't know about a lot of things, but her ability to communicate consistently has helped her learn and evolve as a person. Having an open mind is necessary, especially to something which is completely new and alien to you.

In *Mumpa's* case it was going to be teaching and this dates to the year 2000 – The beginning of the 21st Century, also a time when teaching wasn't a huge deal at least in India and at a location where there were hardly any teaching classes (at the time).

Year 2000:

We had newly shifted base to Vasai from Gujarat which was the closest we could afford to be connected to Mumbai. This was because my dad got a transfer to the city of opportunities. Back in 2000, I was in 3rd grade and the only source of knowledge for me used to be school books and encyclopaedias (My knack of reading goes back to this time, thankfully).

We were privileged enough to be staying in a beautiful society that had a garden and good playing space (Something which has become rare these days).

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Evenings used to be a time, when the children would play in the garden and all their mothers would gather around the garden where they would sit and talk while also keeping an eye on their children. They would mostly discuss life in general, talk about challenges or would probably want to learn about some cooking recipe/tips.

It was interesting to know that most of the topics revolved around what they could do better for their family. This was a space where healthy networking would happen over getting to know more about each other's family and thus build a bonding.

During one of these talks, one lady happened to appreciate *Mumpa* on her communication abilities and asked her if she is a teacher. This was the first time she heard such a compliment and didn't know how to react. *Mumpa* had never been a teacher before and she humbly mentioned this fact.

But something about that conversation had an impression on this woman, who was convinced that her son wouldn't get a better teacher than *Mumpa*. She knew that *Mumpa* wasn't a teacher, but the reason she went ahead because she sensed authenticity in the communication. An authenticity she was willing to bet upon.

For *Mumpa*, it was a completely new thing. But she took upon the challenge as she felt that it would be a great way to utilize her time and if she could indeed add value to this person's life, she would be the happiest. Once again, the principle upon which

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Mumpa bases her life is the one that helps her squeeze into a mindset of achieving the unknown.

With that she began her journey into teaching and the quality of communicating clearly and being her authentic self, worked wonders and as the journey progressed, I witnessed what word-of-mouth truly means.

From humble beginnings of one student and what seemed like an experiment in the beginning, she went on to reach a peak of 37 students within 5 years. Students ranging from 1st grade to 10th grade, all subjects and both state board as well as CBSE board.

I can easily say at the time when she achieved this feat, she did it all by herself. Single-handedly and without affecting household responsibilities. She realized after her student base expanded initially that this extra source of income could be a great thing for her family. So, she worked towards a mindset where she could give justice to both her house as well as the tuitions.

This was possible because she had an open mind. She was able to grow her income substantially without any marketing and this was at a time when the term 'Entrepreneur' didn't even achieve its coolness quotient.

Some of the reasons which I believe why this worked goes back to the principle we started with. *Mumpa* was driven by the genuine will to add value to people's life. Now in teaching, she happened to find a way to channelize this to a great extent. Also, with

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the thought that this income helped her family, motivated her further to truly give her best.

She always believed that it is never the student's fault for getting low marks, a student will learn on their own when they start loving the subjects. As a teacher, it is important to be empathetic and make the students fall in love with the process of learning. She knew that not every student was same and that it is important to understand them first and then decide on the methods which works best for a student.

She was interested in the art of forming a habit for the students, creating a belief system for them. She created an environment where she would encourage her students to speak their mind and was actively interested in their progress. I would observe her sometimes when she would be in the process of teaching, her sessions would be interactive and she made sure that her students didn't feel bored. She maintained the energy herself so that the students would look forward to coming to tuitions every day.

Mumpa, had beautifully inculcated a habit among all of them to take a keen interest in their subjects. Being a teacher who is enthusiastic to learning herself, is perhaps a key trait of an ideal teacher.

Teaching helped shape her mindset to handle any kind of situation wisely. During the tuitions she would teach, at the same time learn herself how to be more efficient as a homemaker as well. Being in

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an environment of education, she was able to think wisely and execute accordingly.

For someone, who considered that once upon a time she wasn't smart and knowledgeable, to rising to the level of a reputed teacher and respected by everyone is an incredible feat. She goes on to establish the thought that if you are motivated by the right beliefs, you can take on any challenge. Even though you may not entirely know how to tackle it, but eventually you will figure out. You need to be deeply interested in the challenge.

Takeaways:

Stay true to your belief systems and be your authentic self consistently. Be someone who inspires people to fall in love with their work.

2. Finding Creative Solutions

Year – 2001

Barely a year post that, *Mumpa* faced another interesting challenge and something that evolved her from a teacher to an inspiring leader. This was the year when her word of mouth had reached to a family which needed a home tutor for their daughter.

It was a different scenario; the student was differently abled and had cerebral palsy. The challenge before *Mumpa* was coming from a parent who just wanted to ensure that her daughter cleared her high school examinations.

It was also the first time *Mumpa* would be traveling to a different place to take tuitions. But in her belief system, she was strongly determined to take on this challenge, but knew it very well that this was a different scenario and she would require to be creative to come out victorious.

One of the most interesting things, *mumpa* did earlier on was to spend time in understanding this student. She spent time building a rapport with her and attended events, institutions, places which was dedicated for the differently abled. *Mumpa* gave her genuine attention and was eager to truly be of help.

It was during one of these conversations, the girl was really upset because she would find it difficult to

study. *Mumpa*, wanted to figure out why was this the case. So, she probed into finding out more as to what really interests her. Turns out she loved listening to songs especially *Rabindra sangeet* (Music of Rabindranath Tagore). She asked *Mumpa* to sing her a song, she would love to listen to it. *Mumpa* obliged and performed for her special student at the same time also came up with an idea to help her.

She came home and asked me to buy a blank cassette from the shop. I did as told. We had an old tape recorder at our home with which one could record audio on cassettes (I miss those days).

So, she decided to try an experiment, she would recite questions and answers from a book in a very slow and consistent pace which is easily audible. She would record the cassette and the next day bring it for her student who would listen to the recording on her Walkman (An impressive technology in the early 21st century, sadly not anymore).

It helped her increase her interest in learning. She would love to listen to the recordings and it helped her learn her subjects.

This creative solution was brought to life when the concept of audiobooks didn't entirely exist and Aamir Khan's *Taare Zameen Par* hadn't yet released which had some interesting methods to teach students who find it difficult to learn or the most recent Bollywood flick featuring Rani Mukherjee – *Hichki*. Now when I watch these movies with a

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unique teaching methodology it reminds me of *Mumpa*.

I did not realize the significance of this method until quite recently. The student went on to clear her exams with good numbers and Mumpa was glad that she could add value to her life.

Takeaways:

When faced with a challenge which is unlike what you may have done before, taking a genuine interest is important. Understanding about the challenge is key.

It is important to understand that some problems may not be solved by standard means, we may need to experiment some methods which could be unusual at the time, but it is necessary to go with it and execute it with conviction. It turns out to be the right thing if you've gauged the problem well. Even if it doesn't, it leaves you wise.

Most importantly, if you are aligned with your belief system, you will make it happen.

3. Keen Interest in Learning

Year 2012

When you've practiced your belief system for more than a decade it naturally generates instincts to identify an opportunity. This was the year when *Mumpa* came across something that would allow her to gain insights into the world of advanced learning via the program called Smart Q. This was aimed at teaching children using creative methods that not just makes them learn their subjects but develops their overall personality from an early age.

By all means, *Mumpa* was the ideal person to be a part of something like this. She took on this challenge yet again with an open mind. There was an opportunity to learn new ways of teaching, she participated in several workshops that would train her with the new methods. Around this time, she came across another interesting student from her Smart Q classes, who was having a difficult time learning. She later realized that this student had what we know as learning dyslexia. One needs to be extremely patient with a student like this.

Mumpa's stint with Smart Q ended because the franchise owner decided to close the classes. But she had already found her next mission. It was the student with learning dyslexia. *Mumpa* decided to continue with home tuitions for this student. She

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