

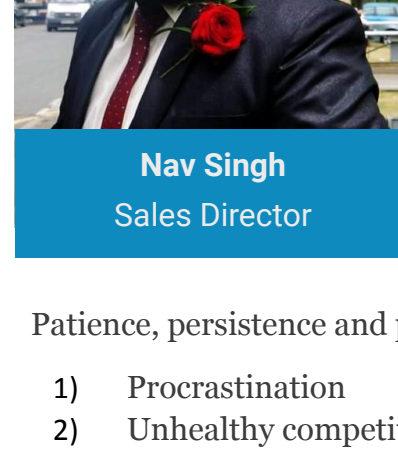
InfoBuzz

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Leaderspeak

The 3Ps of Success

No matter what your goals are, these are the 'must dos' to achieve them

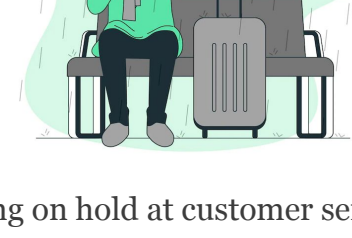


Nav Singh
Sales Director

What does success mean, and how does it happen? According to many philosophers and thinkers success is defined as taking action, working hard, staying determined and not getting discouraged by failures. Every successful person is a product of patience, persistence and perseverance. These 3Ps play a critical role in the life of a successful individual. Patience coupled with persistence and perseverance are required in almost every stage of human life, for instance in activities such as: studying to build a career, finding a worthy relationship, starting a business to grow and obtain a position on the market, developing a special skill, learning a second or third language, raising children, losing weight, quitting a vice, establishing a regular exercise routine, living with and treating a disease, etc. Getting or making anything of value requires patience, persistence and perseverance.

Patience, persistence and perseverance get a lot of opposition from:

- 1) Procrastination
- 2) Unhealthy competition in personal & professional life
- 3) Social media craze
- 4) Breaking of family ties
- 5) Failing education system
- 6) Obsession with material possession



Patience doesn't just mean sitting in the waiting room at the doctor's office or waiting on hold at customer service. The ability to be patient can be a great tool for helping us achieve our goals and ultimately make our lives more enjoyable. According to Platus "Patience is the best remedy for every trouble." Like anything, becoming a more patient person takes practice and time.

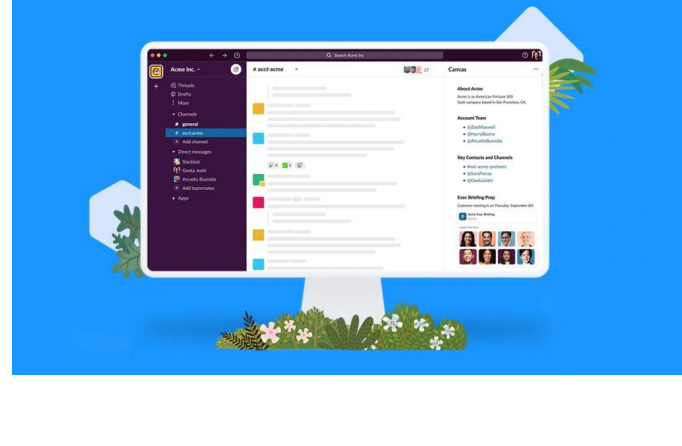
Thousands of people have achieved goals that seemed impossible given their personal, social, and economic circumstances by being patient and persistent with experimentation. Even so, they crossed bridges and nailed their flag of conquest in places that others would have considered impossible, improbable, or unworkable.

When it comes to persistence, it implies being steadfast and firm despite opposition, remonstrance, obstacles, and setbacks. Staying motivated, staying on course, and continuing until the goals of life are achieved are all driven by persistence. As mentioned by Dale Carnegie "Flaming enthusiasm, backed up by horse sense and persistence, is the quality that most frequently makes for success". Jack Ma is the richest man in Asia (worth about \$39 Billion) and runs one of the largest companies in China – Alibaba. But he wasn't a genius who instantly created this amazing company. He faced rejection for his whole life. If Jack would have listened to others, he would have accepted all the rejection and lived a life of mediocrity. Instead, he kept going, built an incredible business and today, impacts millions of lives every day. It was his persistence to succeed which helped him become the man he is today.

Perseverance refers to remaining calm, controlled, determined despite all odds, and never giving up. Furthermore, it is said that the blessed are those who persevere and are able to endure trials. When they achieve their life goals, they are rewarded. Once you start to view setbacks and obstacles as chances to grow, perseverance becomes a part of your daily working life without you really knowing it. As per Winston Churchill "Success is not final, failure is not fatal: It is the courage to continue that counts". McDonald's has become synonymous with American burgers. But the company's history goes back much further, with Ray Kroc founding the company at the age of 52. This beloved success story in entrepreneurship is the result of his motivation and perseverance.

In other words, there are many ways to achieve success. Whichever route to success you take, patience, persistence and perseverance are crucial. Success or perfection is implicitly inherent in every person's life and destiny. Human beings have to manifest it through effort and righteous conduct.

Salesforce News Feed



New Slack Innovations for Team Productivity

Salesforce introduced new product developments that boost team collaboration in Slack, allow teams to easily access actionable data from Salesforce Customer 360, and maximize the value from their digital headquarters.

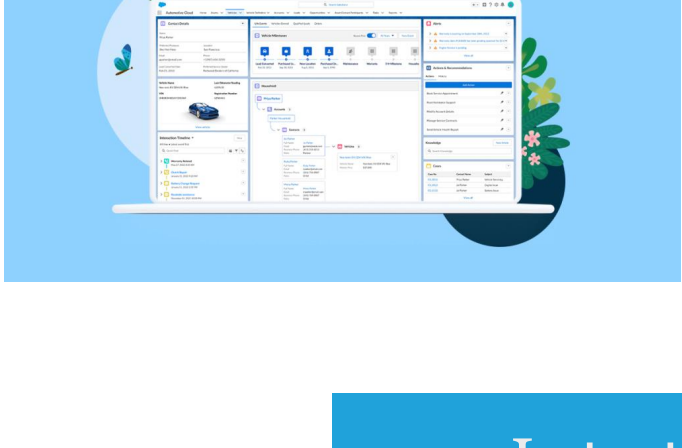
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Salesforce Gives \$25M to Support Education

Salesforce is providing new grants totaling \$25 million to NGOs working in the field of education and school systems across the United States. As of this year, Salesforce has donated more than \$165 million to education in total.

[Read more](#)



Salesforce Announces New Automotive Cloud

Salesforce's new Automotive Cloud supports the industry's efforts to fulfill the promise of connected vehicles and next-generation customer experiences.

[Read more](#)

Latest News @ Infoglen

Women Infoglenners Circle (WI Circle)

October 2022 - Let's Reconnect

On 7 October, The WI Circle reconnected after a gap, catching up and opening up about their experiences in the last few months. The session was an ice-breaker for the new joiners as well as the older members to resume the monthly exercise of meeting, discussing challenges and sharing tips on overcoming them.



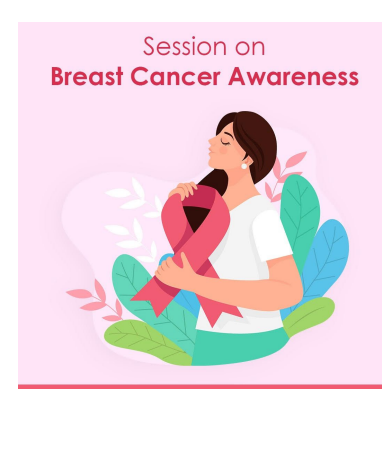
WOMEN INFOGLENERS CIRCLE
LET'S RECONNECT

Session for Women Infoglenners (WI) Circle

Breast Cancer Awareness



A session on breast cancer awareness was organized by Infoglen for WI Circle on 21 October. The session was conducted by Dr. Ramya Valiveru, a Consultant Breast Oncologist and Endocrine Surgeon at KIMS Hospital, Hyderabad. Dr. Ramya educated team members about the early signs and symptoms of breast cancer to keep breast health in check, clarifying doubts and addressing common concerns that women have.



Infoglen Team Webinar

The Art of Receiving and Giving Feedback

On 7th October 2022, Infoglen organized a webinar "The Art of Receiving and Giving Feedback" for all team members. The webinar was conducted by Yaqeen Sikander, Co Founder and CEO at Alexandra & Paul LLP, a consultancy that provides programs on career development, soft skills and employability. Key takeaways from this session were:

- Getting comfortable asking for feedback
- Overcoming blind spots
- Creating a Growth Mindset
- Giving effective and unbiased feedback



Yaqeen Sikander

The Art of Receiving & Giving Feedback



Infoglen Team Training Session

Information Security Awareness Training

On 30 September and 6 October 2022, the Information Security team at Infoglen organized a comprehensive internal training program for India and US team members respectively. The session was conducted by Anam Khan, a certified ISO 27001 Internal Auditor.

The training aimed to raise awareness about different security threats and to establish a culture of 'Information Security' within Infoglen. The session covered a variety of topics, including the basics of information security, the importance of keeping data safe and the consequences of breach of information security. Its objective was to empower employees with the right security mindset by introducing them to ISO 27001:2013 framework. Post training, an information security quiz was taken by the participants to assess their understanding about users' security responsibilities.



Tech Sessions

Sessions on Salesforce Flows (Part 1 & 2)

Two sessions on Salesforce Flows were organized by Sohil Shah, Infoglen's Techno-Functional Head, on 16 September and 14 October 2022 for all Infoglen team members. The objective was to ensure that team members are able to leverage Salesforce's new features to help customers improve their business processes. This session covered both technical and business aspects of flows, as well as how existing automation can be migrated to flows. Those who attended were given tasks to develop a better understanding of the topic at hand. Team members presented several queries and doubts which were resolved during the sessions.

Upcoming Webinars & Events by Salesforce

[Click to know more about the webinars!](#)

S. No.	Topic	Subject Area	Date	Time	Registration Link
1.	How to Capture Consent Using Salesforce Preference Manager	Customer 360 Platform	26 Oct	11:30 PM IST	Click here
2.	Marketing Cloud Winter '23 New Feature Overview	Marketing Cloud	27 Oct	09:30 PM IST	Click here
3.	Deploying Sales Cloud: From Implementation to Scale with CDW	Sales Cloud	02 Nov	11:30 PM IST	Click here

Opportunities @ Infoglen



Salesforce Developer



Marketing Manager, India (Gurgaon)



Inside Sales



Sr Sales Manager (Gurgaon)



Sales Manager (USA)

Want to refer someone for any of these positions? Send an email to sharaf@infoglen.com or charli@infoglen.com