http://www.bizxchange.in/timessme/faces/jsp/smecompo...



At the onset, the kids are made to sign a contract where they promise not to waste their lunch and dinner and share the knowledge that they acquire with others. In return Gupta promises to teach them all he can during the duration of the course to keep his end of the bargain.

## **Moving forward**



Photo By: Economic Times/ ET Wealth

Besides attending the kids, Gupta organises special sessions for women as well. He says, "The women came up to me expressing their wish to learn more. They said that the kids will implement what they learn later, but as individuals managing their household incomes they will be in position to put their knowledge into practise right away." He now holds special afternoon classes for housewives.

Offers for franchising have already begun to trickle in, however, Gupta is still managing certain financial clients and time is a constraint. His wife who is an actuary by profession would handle the management as the venture expands further. However, there are plans to conduct workshops across different cities and employ more CFPs (Chief Financial Planners) to conduct sessions.



Challenges

Gupta felt that the children also came with a certain mindset and they had to first unlearn to relearn. He encourages children to ask more questions and no child is laughed at. Initially, if one wanted to join his classes, there was the option to try it out for free!

## For entrepreneurs

For aspiring entrepreneurs Gupta adds, "Dream about what you want to, but don't lose sleep over it. Have a conviction and analyse the void in the market." He also cautions to not follow the herd, rather do something unique.

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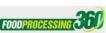
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