



The banner features the 'play to potential' logo on the left. To its right are contact details: a WhatsApp icon with the number '+91 85914 52129*', a Twitter icon with the handle '@PlayToPotential', and a globe icon with the website 'playtopotential.com'. Further right, under the heading 'Also available on:', are icons for Spotify, Apple Podcasts, and Google Podcasts. On the far right, a photo of the host, Deepak Jayaraman, is shown with the text 'Podcast Host Deepak Jayaraman' overlaid. A small disclaimer at the bottom left reads: '*Just send us a Whatsapp with your name, number and email and we will add you to our distribution list.'

Context to the nugget

Deepa talks about how she took charge of life and how she became a restaurateur and in seven years, had built a flourishing business giving her financial independence. She then talks about her passion for biking and how she wanted to create records on a bike to ensure that her voice is heard and for her to be able to have an impact on Society.

Transcription

Deepak Jayaraman (DJ): How you thought about picking the next mountain to climb

Deepa Malik (DM): I was just tired of that questions, "*Tabiyat Kaisi hai?*" when are you going to be alright? So I really didn't know that what has everybody waiting for? This is the permanent situation, this has become part of my life and what is the definition of *Achchi Tabiyat*? Physically it's going to be a wheel chair, emotionally I am alright with it, my family has accepted it we have found a way to work around the chair and the disability but like I said, commonly people don't know or people are not used to it, so how do I declare this whole happy state of mind and or even if not happy let me call it accepted state of mind where I have come into acceptance and I have adapted to the change, this skill to be part of this change and move on in life, so I started tapping on all my potentials and hobbies and I started thinking of what can I do to declare to the world that my life is alright on a chair and I am no longer of patient please start treating me like a person and in that quest my first of course first and foremost was financial stability because I am tired of being called a financial liability on the family, first step was to turn a restaurateur a lot of learning went into that, I didn't know how to take a loan from the bank I had absolutely no clue how to run a business but I was open to asking for help and that's when I tell everybody, the issues I see nowadays is a lot of egos I know it all attitude or I just have to press a couple of buttons and Google baba is going to tell me everything, I think first-hand experience and interaction, human to human interface teaches you much more than this mechanical, of course it's good to get educated but it's also very important to learn it practically. I had no hotel management background, I had no MBA skills.

DJ: And how did you pick running a restaurant, out of curiosity off the various things you could do?

DM: I think that was the first thing which came naturally to a housewife who knew cooking and who loved cooking and I also found an opportunity there, because the Ahmednagar area the pocket in which we were living had no home delivery counter and we had a lot of army officers as students over there and it is also an industrial kind of a town and a lot of education there so I felt that around the army area we were missing home delivery counters and young officers wanted food to be door delivered so that they could, they didn't have to get ready go to the officers mess wait for their turn to come as junior officers and then there were couple of retired cooks who were also looking for an

opportunity to set up something, so in one corner of the farm house and in that little farm land we put a shade and a small kitchen and we employed the underprivileged kids of the mess the boys who were not able to pursue their education, so it became like a project which was interdependent and the cooks got a job, I got something to do, the people around got a home delivery counter and these young boys who were bartered by giving them a place of stay, cloths and books and during the day they had to pursue their education and in the evening they had to deliver these packets and from this small home delivery counter to a small restaurant to an absolutely flourishing catering business, seven years it was amazing and the point came when I was earning more than my husband, I was not a liability but I was giving a job opportunity to at least 20 staff members of my restaurant, so that was a first step and once I found that stability financially and I did not live on the guilt of eating into the family money to do what I wanted to do I started travelling, I started looking for opportunities, turn a biker raised sponsorships, learnt internet, started writing emails and finally I did get that but my doctors told me that I need better rehabilitation, I needed to strengthen my upper body to be able to balance this whole body and have this strength to create a record which I thought people will only listen to me and my voice will only be heard if I do something different and a women went chess below paralysis, when she will ride a bike a certain distance, creating a record, probably her voice will be heard and that will leave an impact on the society it was personal as well as there was a goal which was value addition and to do that I started doing hydro therapy, which meant I had to exercise in water and I realised that this body was not drowning rather swimming and there it is where a Para swimmer came out and swimming also became a journey.

Reflections from Deepak Jayaraman

DJ: The piece around being Financial Independent was made by one of my earlier guests Anu Madgavkar (AM), a Partner at the McKinsey Global Institute.

AM: "after I graduated, I had a degree in economics and I was wondering what to do next? And I had gotten into the IIMs but I was also toing with this idea of maybe I should even go and do like a masters in economics or something completely different there was this slightly romantic idea of what else I would like to do and then there was this cousin of mine who was not particular influence in my life at that point but out of the blue he just said you are a girl and you should remember that it is very important for you to be financial independent because you don't know what your circumstances are going to be you should be able to earn your own living and live well and stand in your own field. So, whatever you do needs to be marketable and have value in an economic sense that was not the message I got from my parents at all because they were fundamentally believers that life works itself out just do what you like but I got this hard nose input from the cousin and I think that was pivotal actually because I did this I had to go to the IIM and them have conventional career and making money was part of that set of objective that I set out to do myself."

DJ: The other piece that struck me in Deepa's narrative was that she was able to integrate the various elements of her life (Following her passion, Building a Career and Making a difference to the community given the employment to 20 people and by getting into a Barter arrangement with a few people to provide shelter to them). Prof Stew Friedman of Wharton Business School talks about looking at life in 4 compartments – Self, Work, Home and Community. He goes onto say that often people see these 4 as discrete and think about trade-offs. But the smart ones find a way of integrating multiple compartments by the choices they make.

End of nugget transcription

Nugget from Anu Madgavkar that is referenced: [Early formative years](#).

RELATED PLAYLISTS YOU MIGHT LIKE

Reinventing self: “How do I stay relevant” is a question that all of us have to grapple with as we go through our respective journeys. Careers aren’t linear any more. Some of the leaders talk about how they managed to pivot during their journeys and significantly change trajectories. You can access the playlist [here](#).

Pursuing your passion: “Follow your heart” is an advice that is commonly doled out to individuals that are trying to make career choices. However, the reality is little more nuanced. People who have followed their heart talk about how they have weaved it into their lives or in some cases, how they have been pragmatic about taking the plunge. You can access the playlist [here](#).

Work and Life: Leaders talk about how they think of work and life and manage to juggle the two. No universal answer here but a glimpse into how different people have framed this in their heads and have dealt with it. We all need to find what works for us individually. You can access the playlist [here](#).

SIGN UP TO OUR COMMUNICATION

Podcast Newsletter: Join 1000s of leaders who benefit from the Podcast newsletter. Not more than 1-2 emails a month including keeping you posted on the new content that comes up at the podcast. High on signal, low on noise. Sign up for the podcast newsletter [here](#).

Nuggets on Whatsapp: We also have a [Podcast Whatsapp distribution group \(+91 85914 52129\)](#) where we share 2-3 nuggets a week from the Podcast archives to provoke reflection. If that is of interest, please click [here](#) and send a message stating “INTERESTED”. Do also add this number to your Phone Contacts so that we can broadcast our messages to you when we share a nugget.

Deepa Malik - Nuggets

- 32.00 Deepa Malik - The Full Conversation
- 32.01 Deepa Malik - Early formative years
- 32.02 Deepa Malik - Dealing with two possible fatalities
- 32.03 Deepa Malik - Rebounding from a near-death event
- 32.04 Deepa Malik - Getting people comfortable with the context
- 32.05 Deepa Malik - Picking the first "mountain" to climb
- 32.06 Deepa Malik - Training for the Olympics
- 32.07 Deepa Malik - Perspectives on Excellence
- 32.08 Deepa Malik - Picking an effective Coach
- 32.09 Deepa Malik - Building resilience

- 32.10 Deepa Malik - About Wheeling Happiness Foundation
- 32.11 Deepa Malik - In summary - Playing to Potential

About Deepak Jayaraman

Deepak seeks to unlock human potential of senior executive's / leadership teams by working with them as an Executive Coach / Sounding Board / Transition Advisor. You can know more about his work [here](#).

Disclaimer and clarification of intent behind the transcripts

This written transcript of the conversation is being made available to make it easier for some people to digest the content in the podcast. Several listeners felt that the written format would be helpful. This may not make sense as an independent document. Very often spoken word does not necessarily read well. Several of the guests have published books and the language in their books might be quite different from the way they speak. We request the readers to appreciate that this transcript is being offered as a service to derive greater value from the podcast content. We request you not to apply journalistic standards to this document.

This document is a transcription obtained through a third party/voice recognition software. There is no claim to accuracy on the content provided in this document, and occasional divergence from the audio file are to be expected. As a transcription, this is not a legal document in itself, and should not be considered binding to advice intelligence, but merely a convenience for reference.

The tags that are used to organize the nuggets in the podcast are evolving and work in progress. You might find that there could be a discrepancy between the nuggets as referenced here and in the actual podcast given this is a static document.

All rights reserved. No part of this document may be reproduced or transmitted in any form or by any means, or stored in any retrieval system of any nature without prior written permission.