



GO GETTER: Minocher Patel. An Asian Age photograph

Talk to me: Turn down the volume & watch your speed

BY KAVITHA SRINIVASA

Do you pay attention to the way you speak on the telephone? If Minocher Patel is to be believed, it could go a long way in determining how you are perceived by friends and colleagues.

Minocher's job is unusual. He's a motivational speaker and a corporate trainer rolled into one. The Pune-based professional was recently in Bangalore to conduct a one-day workshop for a multinational on telephone operating skills. "It's a specialised skill... a scientific process. While answering a

phone call, it's important to be polite. Also keep in mind that the volume, tone and speed make an impact," explains Minocher.

By becoming a successful motivational speaker, Minocher saw his childhood dream coming true. He dreamt of success when the other teenagers around him were into motor sports.

Minocher starts by working on the motivational and confidence-building level in his programmes. This he does, by drawing from his own middle-class upbringing. "I was an average student, but grew up as a normal, naughty child and was fond of sports. Unfortunately today, parents push their children too hard," he says philosophically. Incidentally, self-help books and famous autobiographies have added to his philosophical outlook, over time.

Sheer determination has made him what he is today and Minocher is enjoying every moment of it. Describing his job as a "blessed profession," he says it helps people grow and develop. "At least, I am satisfied that I have changed lives for the better," says this 33-year-old.

Courteous and well-mannered, Minocher lives and breathes the message he conveys. He makes sure you are comfortable, talks patiently and breaks the ice by urging you to try Pune's famous

Kayani biscuits, which he brought along.

Minocher runs Ecole Solitaire, which is apparently India's first residential finishing school. It already has a steady client base in several corporate houses, which send employees to develop confidence-building skills, ballroom dancing and even socialising skills. There are professionals to train participants in each specialised activity.

A lot of ground work goes into each programme. Minocher is completely charged every time a new project begins. After a day of motivating stressed out executives, Minocher himself unwinds with some western

classical music.

Minocher does not only restrict his programmes to executives. Recently, he held a seven-Sunday programme on table grooming for women. "I insist that my programmes are always

of a certain quality. I make sure that the participants are comfortable and even plan the jokes in advance," he reveals.

Behind a professional exterior lurks a health freak who exercises thrice a week. As a teenager, he wanted to become a cricketer or an actor, but fate intervened. When this

management graduate participated in the Train the Trainer programme in West Germany, he won a prize, and "that was when I realised that I had above-average communication skills," he says.

Back home, this marketing professional garnered experience by working with the Vadilal Group and later, Food Specialities in Dubai. His is a case of perfect career management. When he felt he had reached the peak, Minocher decided to move out and set up base independently.

Given encouragement, Minocher is keen on spreading his corporate training programmes and is looking for tie-ups in various metros, including Bangalore.

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