

# FLIP

FINANCIAL LITERACY INTERNSHIP PROGRAM

TRANSFORMATION STORIES OF FLIP STUDENTS

## Foreword

Financial Literacy is a much-less talked about subject in our schools and colleges. There are no surprises, therefore, that these students grow up as adults without having any clue about financial literacy. This is sad because financial wellbeing is a large part of the overall wellbeing of any person living in an economy-driven society.

In simple words, financial literacy is knowing how to handle money best. Financial discipline, as well as, investing are two very important constituents of financial literacy. Unfortunately, with the lack of awareness about investing and financial discipline, our children grow up to become irresponsible spenders with no knowledge of building or protecting wealth. And this is the reason why so many of us are in financial trouble!

To change the scenario, Financial Literacy Internship Program or FLIP was conceptualized by NJ India Invest Pvt. Ltd. A brief about NJ Group is mentioned on the second page. I am proud to be associated with NJ Group.

. In Goa, the responsibility to drive the FLIP workshops was on my shoulders, and I am more than happy to say that it has been a roaring success in various colleges in the state.

I have been working towards the mission of spreading financial literacy in Goa since over a decade now. My goal is to make Goan youth financially independent, and thus, happy and an asset to the society. FLIP is a wonderful program that is well-aligned to our (Nave Marg Foundation's) motive and thought-process and I have had a wonderful experience in motivating the Goan youth towards financial discipline and financial independence at an early age.

This book features 19 stories by students from various colleges in Goa, who have attended the FLIP program delivered by me. It is with utmost delight that I present these stories of transformation from young students who are committed to creating wealth and achieving financial freedom.

Dr. Celso Fernandes

Nave Marg Foundation

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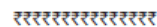
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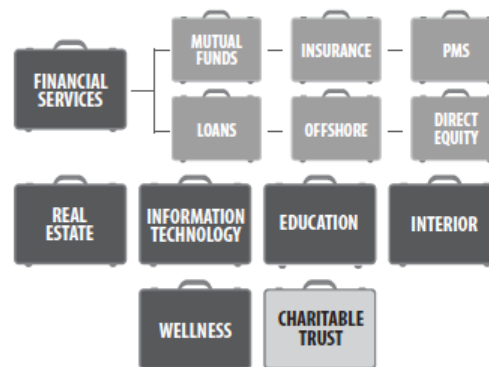
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**Anjali Rai** | Third Year, B. Com  
*Dnyanprassarak Mandal's college (DMC), Goa*

Coming from a well to do family, being financially disciplined never occurred to me. As everyone knows, daughters are always daddy's favourite, and my father made sure that I got everything that I put my finger on.

A few months ago, we got to know about a program in the college on being financially disciplined. To be honest, I didn't think much of it and enrolled in the program for the sake of attendance. However, my attitude towards the FLIP sessions changed when I heard the great personality, Dr. Celso Fernandes, speaking about financial independence.

At first, I wondered how a doctor could advise us on financial matters? But soon, he narrated us his life story and shared his experience from being a successful dentist to a crusader of financial literacy. I listened attentively to all his riveting speeches and learnt a great deal about the importance of attaining financial freedom.

Attending the FLIP classes, I realized that whatever I was spending was not my money; I depended on my father for everything. I didn't have anything of my own; moreover, I was spending a great deal of money on things I wanted, but not really needed. When the dark truth struck me, I felt terrible. Dr. Celso had shown me the bitter reality of life.

*"How long will I be dependent on my father?"* I asked myself this question and decided to make the most out of the insights I gained at the FLIP classes.

As expected, classes conducted by Dr. Celso Fernandes were not just informative, they were life-altering. I learned many things from him on how to think like rich people, the actual meaning of investing, types of income, investing through SIPs, being patient for the money tree to grow and many other useful things.

The best part about the session was that Doctor Celso used to clear all our doubts patiently. He was ready to explain one thing ten times until we all understood the concept well. I have set a goal to become a millionaire by 25. I know it will be difficult to behave like rich people because they spend on needs first and not wants. But I am committed to change my spending habits and curb my expenses on unnecessary purchases as I want to struggle now and enjoy life later with my own income. I am looking forward to the day when my family, especially my father, will proudly say, "my daughter doesn't depend for financial help on me, she has her own income."

I still regret that I didn't get to hear Dr. Celso while I was still in the first year. But as the saying goes, 'better late than never,' I consciously devote myself to the mission of creating wealth from now on.

I am thankful to Dr. Celso for starting this social work, because the youth of India needs to know, how to earn and spend properly, so that they don't lose their money, get bankrupt or beg to others, or worse, think of the cowardly act of suicide.

I think Dr. Celso is doing a marvellous job by educating youths on how to be financially independent. I am looking forward to staying committed on rules which rich follow and also to be like Dr. Celso one day. Obviously, I can't be a dentist like him as I am graduating as a bachelor of commerce, but being the doctor of finance, as people usually call him. Like him, I, too, wish to make people aware of how important it is to be financially literate and independent.

**Diptesh Tatoo Mainikar** | Second Year, B. Com  
*Government College of Arts, Science and Commerce, Sanquelim, Goa*

**FLIP has changed my life.**

I am fortunate that I got the chance to attend this kind of workshop. I was completely unaware about the different ways available for attaining financial freedom, but after attending the FLIP classes, I learnt something that has definitely improved my attitude, living habits, as well as, practical knowledge about growing rich.

Everyone should start saving money when they are young so that they should not face any financial crisis in their future. One must begin by saving little amount wisely and continuously. I have also learnt that saving is suitable for the short term and investing is good for the long term. When we invest little by little, we create a large portfolio of money, just like small drops of water forming an ocean. The only thing we need is patience and discipline.

I often ponder about the statement that Celso sir told us, "Never work for money, make money work for you." But to make money work for you, you need to create multiple sources of income. I have witnessed that when the inflation is high, more people invest their money, but when there is deflation, no one wants to invest in the market, which is wrong. Through the FLIP classes, I learnt that it makes sense to invest more when the market is down to be able to buy more units at a lower price, and abstain from investing while everyone speculates the market to go up, and the prices of stocks are valued much more than they are worth. People always do the opposite and then blame others for losing their money.

"Yes, I am going to be financially independent from today onwards", I made this commitment when I attended Dr Celso's workshop on Financial Literacy Internship Program (FLIP), and I will always stand by it.

From our childhood, we are taught that money doesn't grow on trees, we have to work hard for earning even 1 rupee. Thanks to FLIP and Dr Celso, I now know that money does grow on trees, but only if we identify and study which tree to plant in our house. The analogy of the money growing on trees relates to the lives of us youngsters – the path to follow to become financially independent. With discipline and patience, it is possible to create substantial wealth (money-bearing tree)!

Why patience and discipline? Take the example of a coconut tree. It doesn't start bearing coconuts immediately, when you nurture it and protect it, in due course of time, it bears the fruits – for many seasons to come. Building wealth takes time. We must have the patience to save and invest regularly, and we should be well-disciplined until our money plant does not grow enough to start giving money to us.

In Goa, the major cause of financial stress is people's aversion to taking calculated risks even with validated, rated and proven investment methods. Secondly, people don't have the patience to plan for the future.

Here, no financial planning or future goal-setting is done by parents for their children until the time they finish their education, and land their first job. By then, it is too late for the child to build any wealth or impeccably plan his/her financial priorities.

Moreover, people here stick to traditional methods of investing, i.e., parking their money in a savings account or fixed deposits. They don't know that besides banks there are other ways where one can earn more money. In reality, investing in fixed deposits and keeping the money locked in savings accounts effectively reduces your capital! As inflation keeps rising, your capital earns much lower effective interest, which means you lose money instead of earning.

The Goan youth has the tendency to spend a lot of money on things they want but don't need. They often rush to the bank to take loans to meet their personal and professional demands and thus become a liability instead of an asset to their families. Later in life, they slog hard to repay hefty loans that charge heavy interests.

FLIP has taught me that if we want to buy any particular item, then we should not buy that thing by borrowing money from banks or from someone else, which will turn into a liability later for us. We must always plan our finances in a way that we buy what we need from our own funds.

It is our attitude that forces us to live financially dependent on others. Therefore, we have to change our perspective by gaining knowledge on Financial Literacy. The youth of Goa must attend workshops like FLIP, and become financially literate. Our Goan youths don't want to gain insight on handling money even though it is free of cost! We like to enjoy spending whatever money comes in our pocket.

If we started saving and investing money from a younger age, then we will not have to rely on others in future for money. We value things that are hard to come by. So, if we discipline ourselves to spend money only on things that we really need, we would certainly treasure it. Material things like branded clothing, gadgets and bikes tend to lose their value the moment you buy it. When you buy these things on credit, you end up paying EMIs for a long period while your perceived value of the item significantly depreciates in a short duration.

Most of the people don't think practically about their future aspects; instead, they are happy in their present world. But they are unaware of future contingencies that may enter into their life. Life insurance is an excellent example that people avoid, because we don't even want to contemplate death. We insure everything from our mobile phones to house, car, property, etc., but we never insure ourselves. Most of the people buy life insurance policies as an investment.

However, insurance policies should not be taken as investments, but for wealth/income protection only.

The earning member of the family must take life insurance so that his family should not face problems of money after his death. Same way, one must take health insurance to protect his hard-earned money, which he has saved to meet other financial goals.

I don't know if I will become a millionaire by the time I turn 25 years, or not, but I am sure that I will commit myself towards not depending upon anyone for money after I complete my education.

FLIP has taught me that the first 25 years of a person's life is for learning. During this period, we have to gain knowledge, make mistakes and learn from it. The next 25 years of life is the earning part where we have to implement our knowledge for getting the income. The next 25 years of our life is to give back to society, because rich is not how much you have, but rich is how much you give.

After attending the FLIP workshop, I am committed towards the golden rules of becoming wealthy that Dr Celso shared with us. The first rule is to save before spending, i.e., paying yourself first. The second rule is to buy only what we need, and the third rule is not to rely on a single source of income, i.e., creating multiple sources of income which will generate more income.

If we all follow these simple golden rules at a younger age while we are pursuing our education, then I don't think that anyone of us will be financially insolvent in future. Money handling is not about studying or getting knowledge of it, but it is about experiencing how to handle our money properly and how to plan for growing rich.

I am always thankful to Dr. Celso Sir of Nave Marg Foundation, and our institution, for giving me this golden opportunity to learn about the most precious thing that we all want to experience, "growing rich", and to become financially literate.

Thank you once again, FLIP, for changing my life and for giving a different way to my life.



**Gautami. D Gaonkar** | Second Year, B. Com  
*Government College of Arts, Science and Commerce, Sanquelim, Goa*

"Be an Asset and not a Liability. You are the most precious ASSET of your parents, and they are proud of you. Don't just become a LIABILITY which they can't pay off."

I still remember when I was in school, I regularly saved half of my pocket money. Since childhood, I have been trained by my mother to spend sparingly, which inculcated in me the good habit of saving. As a child, I used to keep my savings in my piggy bank (shaped like a water tank with a slot on the top to put money). I was trying to create wealth by putting all the money in that piggy bank.

As I grew older and attended college, my pocket money also increased. So, instead of the piggy bank, I started to save money in my savings bank account. Once I would save a sizeable amount in my bank account, I would invest it in fixed deposits. I have been saving money from a long time with a goal to create wealth for myself. However, I recently discovered that my fixed deposits earned me frugal interests, which were also taxable!

I have seen my parents work hard from day to night. Throughout the weekdays, I see them hurriedly packing their lunches and scrambling to work. Still, I don't see us getting rich! The fact is that a large portion of my parents' hard-earned income is spent in meeting household expenses, which are anything but spiralling up each year. Amidst very little appreciation on the saved capital, and the ever-increasing cost of living, my dream of becoming wealthy seemed distant.

Yet, I am determined to be wealthy as I wish to give a better lifestyle to my parents and want to be an asset and not a liability to them.

On a friend's recommendation, I read the famous book, 'Rich Dad Poor Dad' by Robert Kiyosaki, which inspired me a lot. However, I was still at sea when it came to taking the first decisive steps towards creating wealth. I was in need of handholding and professional guidance.

As if in answer to my prayers, our college principal, Dr. Gervasio S.F.L. Mendes, organized an orientation workshop titled, 'Golden Rules to Grow Rich,' on the suggestion of Ms Rosaline D'Silva, who had attended Dr. Celso's session on financial literacy elsewhere.

I was most impressed by Dr. Celso's positive aura and was pleasantly thrilled to know that I could build wealth with regular monthly investments of small denominations.

Dr. Celso also stressed upon the need for the youngsters to take financial literacy seriously, and build a financially independent future. I liked how he shared incidents and anecdotes from his own life and experience in explaining the core concepts of wealth creation. We also got to know about the Nave Marg Foundation, a charitable trust that funds social projects, which is driven by Dr. Celso. Through the session, I realized that I had always been an exceptional saver but not a good investor. I decided to change that by investing in the equity market through mutual funds; an idea which took some time and resistance for my parents to accept.

Dr. Celso Fernandes' book titled, '21 Stories to Inspire You into Wealth Creation', motivated my parents and me into embracing non-traditional investment options.

I want to be financially self-dependent and don't want to seek financial help from my parents or anybody else in the future. This determination led me to join the FLIP sessions being organized by Dr. Celso Fernandes at my college.

During each session, Dr. Celso introduced one of his books to us, which gave us a lot of insights and motivation with respect to wealth creation in a simple, easy to understand manner. I loved reading his books, 'Who Says Money Doesn't Grow on Trees,' 'Don't Chase Money, let Money Chase You,' and 'Insurance, Wealth and Peace of Mind.'

"You want to be rich, right? Then you also need to know its real meaning," I remember Dr. Celso teaching us the spiritual wisdom behind wealth creation. He said, 'Rich is not what you have, it is how much you give.'

I also remember Dr. Celso Fernandes telling us some simple rules rich follows:

- 1) Rich do not work for money, but they have their hard-earned money work for them
- 2) Rich are always committed to being rich, while poor want to be rich
- 3) Rich focus on opportunities, while the poor focus on obstacles

Dr. Celso also told us to follow the ideal division of income, which is 50% on expenses, 40% on investments and 10% on insurance (for protection of your wealth).

He told us several concepts I knew about but never tried, just thought it would be too risky. My attitude towards market risk changed when I read one of the financial freedom stories in Dr. Celso Fernandes' books of inspirational stories, where Dr. Antonio Rodriguez defined risk. He wrote, "where is there no risk in life? Isn't walking on the road risky, too? But you walk, don't you? You only have to be vigilant when you walk, see that you do not tumble. Similarly, you must undertake your financial journey cautiously to be safe too."

Dr. Celso, through his speeches, and several books, has taught me that serious, long-term investors always gain best returns, and those who treat equity markets or stock buying as a gamble, lose bitterly. Further, he had explained, that investing in the stock markets through mutual funds diversifies and minimises risks. Through his own version of the 'Three Idiots' story, Dr. Celso explained us how in long run market investments give the benefit of compounding, while traditional investment options such as fixed deposits end up eroding the capital.

"Ten Financial Commandments," authored by Dr. Celso Fernandes, is a must-read book with motivating stories. I have been lucky to be a part of the book launch ceremony where hundreds of students took a pledge to be financially independent. I was also fortunate to be a part of the 3<sup>rd</sup> Super Young Achiever's Conclave 2019 held on 2nd Oct 2019. The Super Young Achievers are a group of committed youngsters dedicated to creating substantial wealth and become financially independent in their young age.

I'm glad that it's not too late for me, and I can start investing now with a goal of becoming a millionaire early in my life. The knowledge I have gained through my interaction with Dr. Celso Fernandes has been amazing; each of his session has helped and motivated me.

From him, I have learned that to get rich, it's always important to have sound knowledge of finance, take calculated risks and create assets that work for you. Now, I believe that my money plant will yield one the fruits of getting wealthier in the years to come. I can finally say that I'm somewhat learning the art of saving and investing.

Now, I know that I'm on the right road to wealth creation!

**Sneha Ashok Chilakwad** | Second Year, M. Com  
*Government College of Arts, Science and Commerce, Quepem, Goa*

**“A Journey from Ordinary to Extraordinary.”**

This journey towards financial literacy and financial Independence started with one simple quote, “Who says money doesn’t grow on trees?” and this changed my entire mindset of being financially disciplined.

Who doesn’t want to become rich? The one who says no is either lying or is financially secure enough. People say that money cannot buy everything, but I believe that most often, money can buy means for happiness. It’s usually said that powerful people come from powerful places. Is it not money that is the weapon of influential people? Yes, the power lies in money, and that is what money is all about. It plays a critical role in everyone’s life, including mine. Life is just impossible without money!

It is unsurprising to see how most of us slog to earn money, and without the proper guidance or education to managing it, never have enough to meet ends meet.

For me, creating wealth was like mastering magic. It was not for everyone to grow rich, or so I thought. Clearly, one of the best decisions I have taken recently, the FLIP classes organized by my college flipped around my concept of money and grow rich. In the four days of the session conducted by FLIP in our college taught me many things, which I have never heard before. I always wanted to be financially literate, and I always had that desire to learn the best possible ways to manage funds effectively.

As a human being, we like to earn more, and at the same time, we want to spend more. And here is where we are lacking, we spend first and then save. On the contrary, the rich invest first and then spend on their *needs* rather than *wants*, unlike what the middle class does. The golden rule that the rich follow, and which the middle class should adopt is - they are never dependent on one source of income.

Rich people create various sources of income that generates them regular returns. The Rich never work for money. In fact, money works for them. Who doesn’t like it when their account balance gets credited without working for it? The rich pay themselves first and then to others.

If one commits to grow rich, and if he/she believes that they are financially disciplined, then nobody can stop them from being millionaires within a short time span. It’s just that one should

have patience. A person with a salary of Rs.8, 000/- can also become a millionaire; only if he has that belief in him and only if he is patient enough to see him growing as a millionaire. The long journey to wealth creation starts with a simple habit of saving.

However, one should also observe that saving is perfect for a short time and not for a long time. On the contrary, investment is very good for a long time and not for a short time. For beginners, it is recommended to start their investment practice through mutual funds as there is lesser risk involved as compared to directly investing in equity shares.

However, the returns are incredibly high in equity shares, and at the same time, the risk is also equally high. One can choose to invest in equity shares only when s/he is well versed with the functioning of the market. And that is what made me open my Demat account. I wanted to open my Demat account two years back, but was misguided and was scared and thought that trading through the stock market is only meant for the rich and probably those with different sources of income. My initial experience stopped my journey to wealth creation, and I lost two precious years. I am sure many like me must have been ill-advised, demotivated or hindered in any other way from investing in equities through mutual funds, or directly.

But after attending the sessions conducted by FLIP, I got to know the functioning of the stock market. And now I think that I am all set to invest in mutual funds. This was all possible only because I have attended the FLIP program. Each session had left a significant impact on my mind, especially the true motivational stories of so many youngsters becoming millionaires, which inspires me as well to be one of them.

Today, in a country like India where poverty is increasing and where people are striving hard to make a living, it has become imperative to be financially literate and to plan your finance in such a way that your money earns more money for you. If a person adopts the simple practice of saving at least 30% of his income every month and if he follows the rules, which the rich do, then I think that our country and the people from our country will be financially independent.

There are organizations, and there are people who are motivating others to be financial literate and bringing down the poverty line. I think that I am one of the luckiest persons to attend such a program, and being guided by Dr. Celso Fernandes, one of the best financial advisors in Goa. Dr. Celso has conducted so many programmes in the entire state of Goa with a motive that the people of Goa should be financially strong and independent. If each state has a person and a great advisor like Dr. Celso Fernandes, then they can turn the people from "Ordinary to extraordinary".

From now on, I am committed to following all the rules of wealth creation and grow rich. What about you'll?

## Five Golden Rules That Can Make You A Millionaire

“Who wants to become a millionaire by the age of 25 years?” Dr. Celso beamed in his confident, positive manner as a hush fell on the class of third-year B. Com students.

Most of us thought that the question was a joke. *How is it possible to become a millionaire by 25, without even having a job or any previous savings or wealthy relatives willing to name their property to us?*

We have seen our parents working seamlessly, day in and day out, surviving from paycheque to paycheque. They couldn't become millionaires, *how could we students?*

Thoughts like these swam in the students' minds, while Dr. Celso stood smiling, brimming with positive anticipation.

When we faltered, he assured that each one of us could be a millionaire by the time we reached the age of 25 years – provided, we are focused, persistent and disciplined. While the class was still reeling from what he said, Dr. Celso went on to tell us several rules and habits of rich people. He shared anecdotes, examples and situations to easily explain the mantras to become rich. Out of all the useful lessons, I found three of his teachings to be extremely relevant and game-changing:

1. **Never Depend Upon Single Source of Income:** Dr Celso explained to us that in spite of the popular belief, you could have a cake and eat it too! He stressed that if you have only one source of income, you will forever try to meet your ends and save not more than a pittance. However, if you have more than one or multiple sources of income, you will always be in a better financial position. He encouraged the class to create an asset that will generate passive income. In other words, creating passive income sources, which are nothing but your assets that work for you.
2. **Before Paying Anyone, Pay Yourself:** Typically, we tend to meet our expenses and spend on things even before considering saving. This is the reason why most of us find it challenging to save any money. The rich people follow a completely opposite practice. They invest as soon as they get their income and then spend on things. Dr. Celso revealed that a great mix of

investment vs spending must be - 30% of income to be invested, 10% to paying insurance (health & life) and the remaining 60% for spending.

3. Spend on Needs, Not Wants: How many of us question ourselves – ‘Do I need to buy this?’ – before punching the ‘buy’ tab on the online shopping site? Well, I was not the one to step back and reflect if I needed yet another dress or pair of shoes. But Dr. Celso Fernandes, during his FLIP classes impressed upon me that buying impulsively, on a whim, is bad for my financial independence. When we ask ourselves the question about the need for an item or expenditure before paying, we give ourselves a chance to grow richer by that amount, and more! Now, I discern between my wants and needs and only spend on things that I really need to get around.

While I have recently commenced my journey to wealth creation, I have already grown richer with a lot of wisdom about managing money. Under the able guidance of Dr. Celso Fernandes, I have learnt a lot several concepts related to financial management, which have opened new perspectives for me.

Thanks to the FLIP program for spreading the cause of financial literacy amongst the youth of the state. I sincerely believe that initiatives like FLIP and committed professionals like Dr. Celso Fernandes will create a huge impact across the state, preparing youngsters to become wealthy at a much younger age. More than that, I am glad that youngsters like me could see the value in preserving, recycling and experiencing minimalism, which is the only way our planet can survive!

**Aurelia Rodrigues** | Second Year, M. Com  
*Government College of Arts, Science & Commerce, Quepem, Goa*

### **Discipline in Saving**

“Pay yourself first and then pay others,” says Dr. Celso Fernandes, leading financial advisor and a crusader of financial literacy in Goa.

In this world, everyone dreams to be rich, and so do I. But I have a terrible habit that hinders me from pursuing my dream; the fact that I find myself unable to save the money I receive from my parents and relatives. This is the only reason why my parents hesitate in giving me pocket money. The only worry that my parents have regarding me is the habit of me not saving money.

My spending impulsion was such that my parents and I always worried about my financial future. And I was convinced that owing to a spendthrift nature, I will never become rich in life. The dark truth was that I was never financially disciplined.

But one day, something changed my life and brought confidence in me again that I can become a millionaire. I had gone for a seminar at Government College, Borda, where I was privileged to hear a session by Dr. Celso Fernandes, who is well known as the ‘Goa’s Financial Doctor’. I was mesmerized to hear his session and at that moment, I requested our teacher who had accompanied us for the seminar, to invite Dr. Celso Fernandes to our college to conduct a program for us.

Dr. Celso, always ready to help the youth of Goa, was very happy on receiving our invitation. I, along with my collegemates, was very excited to participate in the ‘FLIP’ workshops.

During the FLIP classes, Dr. Celso shared a lot of insights and wisdom on creating wealth. The classes were very interesting and proved to be an eye-opener for us. Never before we were told the easy ways to ensure financial security and freedom. We always thought that making money is a tough art, mastered by a handful of people. Through the FLIP classes, we learned that anyone can become rich, provided he is disciplined and focused on his goal of building wealth.

Dr. Celso shared with us the 5 Golden Rules of becoming a millionaire, which I have started to follow with zeal.



“Make Money Work for You”, when he made this statement, I wondered how can money work for me? Thanks to the ‘FLIP’ program, I realised that money could actually work for me instead of me working to it! But to make it happen, I will have to be financially disciplined and create a large portfolio of money by investing little sums of money, regularly.

By the third session, as Dr. Celso unlayered the module, I started looking at the spiritual part of the wealth creation process. I realized that people are unhappy because they keep running after money, avoiding simple things that give us pleasure. If, as advised by Dr. Celso, we create parallel sources of income, invest before spending and put our needs before our wants, we can make money work for us. “Imagine, you have the whole day to spend as you like – to follow your passion and hobbies, to learn or to teach – without having to worry about paying your bills! When your money starts working for you, you stop working for it,” I still remember Dr. Celso saying in the class.

On Dr. Celso’s insistence, several students, including me, opened our DEMAT account, to be able to start investing in mutual funds through SIPs and start growing our money plant. Having learnt from him the difference between saving and investing, I am very clear about how I would put my money to work.

If everyone follows the 5 Golden Rules taught by Dr. Celso Fernandes, I am 100% sure that in India, there won’t be a single person who will be poor. India will become the only richest country in the world, beating America. Thanks to Dr. Celso for motivating me to become a millionaire. I have promised myself now that I will be financially disciplined, and that I will grow my money plant with patience till it starts giving me fruits in the form of money leaves which I can frequently pluck without feeling the pinch.

I must also thank my Principal and Vishal Sir for conducting the ‘FLIP’ program in our college. To conclude, I would like to quote one of my most favourite line of Dr. Celso, “Spend on what you need and not on what you want.” His golden rules and teachings have changed my life.

**Ozlin Audrey Godinho** | Second Year, M. Com  
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## **Be Financially Free**

“Someone’s sitting in the shade today because someone planted a tree a long time ago.”

- Warren Buffet

The same is true about our investments. We reap the financial rewards of investments done in the past. However, most of us, especially the youth, do not pay enough attention to financial matters, and hence, fail to plant their money plant while they are still young. Thankfully, Dr. Celso Fernandes, through the unique initiative, FLIP, is spreading financial literacy amongst the youth of goa, making them realize the importance of financial independence.

For long, generation after generation, we believed only in traditional investment options such as fixed deposits. Our parents give us the same advice related to financial matters what their parents had given them. This is why most of the young people had never heard about the equity market investments through mutual funds in a disciplined, regular manner.

We would have still missed on the opportunity to learn about mutual funds and SIPs had it not been for the financial literacy program conducted by Dr. Celso in our college.

For me, it was an inspiring and motivational experience, as I always wanted to be financially free. By attending the first session of Dr. Celso, it made me think upon my financial situation and make necessary amends. I eagerly awaited each session of FLIP and felt enriched by the insights and wisdom shared by Dr. Celso Fernandes. Each session of FLIP was explained well, and every point was illustrated with interesting facts and anecdotes and stories. We were introduced to diverse investment avenues, along with their historical returns. These were also explained and analysed in a simple and engaging manner.

The sessions made me realized that to create wealth, I would need to participate in India Inc.’s growth story, i.e., invest in the equity markets through the much convenient and diversified tool called mutual funds.

The one big life lesson that I learnt from Dr. Celso was to distinguish between needs and wants. Rich people do not spend their money on things that they fancy or desire, they focus on spending only on the most existential needs, whereas, the poor or middle-class people give in to the impulse of buying and consuming more and more, burning the very money that could have earned more money for them.

Dr. Celso also introduced us to the ways of the rich. He told us that while the rich invest, poor and middle-class people save. People not graced with wealth tend to save rigorously for the rainy day. Saving is a good habit, no doubt, but saving for long periods is not a wise thing to do. The rich save for short periods and invest their savings in good investments for a long period.

Moreover, rich people invest in insurance as a protective shield to their income/wealth. The poor treat insurance as an investment, and often settle for little insurance cover in return for far and few pay-outs from their insurance policy.

Another great learning from the FLIP classes was the revelation that inflation is your enemy when you invest in traditional investment options such as fixed deposits and savings account. The interest one earns on the savings, or fixed deposits may seem high, but when you factor in the rising inflation (the percentage by which things get dearer), the effective return is either very low or may even be negative!

But when you invest in the equity markets, inflation helps stock prices move up, giving your portfolio a solid boost.

Inflation is the rise in the price of goods and services in the economy.

In a country like India, where inflation is forever on the rise, mutual funds are the perfect investment to park your funds and get maximum returns on it in the long run. Mutual fund companies professionally manage your portfolio, investing money in different stocks to diversify risks and maximise returns. Various mutual funds companies offer hundreds of funds for people with different risk appetites.

A financially literate person knows how to utilise their money and where to invest. As we are students, we don't get any programmes, seminars offered to us. But this was the first time I attended, and I gained a lot. I often pondered how do the stock market and other investment companies work? What's the process behind investing and where does all the money go? How people become rich by investing in mutual funds?

I am grateful that now all my questions are answered, and I have decided to grow rich by being financially disciplined.

To conclude, never be depended on one source of income. Create a portfolio that generates passive income for you. Never run after money, let money run after you.

I have decided to be financially independent by starting to invest early in life, and to create wealth for my family and me.

**Abigale Rodrigues** | Second Year, M. Com.  
*VVMS Shree Damodar College of Commerce & Economics, Margao, Goa*

### **My story!**

Ever asked yourself the difference between trading and investing? Or, have you ever considered why is insurance important?

Well, if these questions have come to your mind, we are on the same page. Let me tell you through my story how I found the answers to the above questions.

Through the financial literacy program, FLIP, I found out not only the answers to the above questions but also the secret of growing rich and being financially independent!

Dr. Celso, a leading financial advisor and also our teacher for the FLIP classes, explained to us that trading is just buying and selling of shares to earn a one-time profit, whereas investing means buying and holding on to the stocks or securities for a long term to let your investment generate money for you. He also shared the four essential rules to becoming rich by investing; firstly, never depend on one source of income, have passive as well as portfolio income to fall back on. Secondly, spend what is left after saving and not vice versa. Thirdly, do not trade in equities, instead invest in them. Fourthly, never mix investment with insurance.

Now let's see the answer to the importance of insurance; it not only repairs the financial losses caused due to uncertain events but also prevents your income from eroding in these uncertain events.

A simple example would be to say if I have a personal accident cover and meet with an accident, the insurance would not only cover a part of my medical bill, but will also provide me with an income for the time I spend in recovering. Suppose, if I had no insurance, my savings would be spent on the medical bills, moreover, the unpaid leaves I will be forced to take from work will stop my regular monthly income. I would be without income for the period of my bed rest!

What I have learned through the financial literacy program is that it's as important to start investing early as it is to take an adequate insurance policy. Where investing early will help me build a strong portfolio and generate a passive income through the power of compounding and help to beat the inflation rate, the insurance will help my investments to grow without eroding it during an unforeseen event.

So now that I know the importance of investing and insurance, I'm going to take a well-informed decision in this direction to becoming rich and motivate others, too.



Ariti Kumari | Second Year, M. Com.

VVMS Shree Damodar College of Commerce & Economics, Margao, Goa

Flip Has Given Me the Wings to Fly

“The main reason people struggle financially is that they have spent years in school but learnt nothing about money. The result is that people learn to work for money... but never learn to have money work for them.”

- Robert Kiyosaki

Being an asset to my family and not a liability is the main learning which Dr. Celso has taught me.

You must know the difference between an asset and a liability, and always try to be an asset. I was always interested in knowing about financial instruments, financial markets, how they operate and everything. In college, we do get teachings about financial markets and instruments, but what I think is what we learn in school or college is just the theory part and there is no avenue for doing practical.

The FLiP session, which was conducted by Dr. Celso, has helped me understand the financial markets a better; now I am more aware of the type of security to invest in, and the duration of the investment.

I have also learnt that savings mustn't be done after spending, but the vice-versa. We usually think that the objective of money is to satisfy our wants and needs, but before doing this, we should have a brief idea about the difference between wants and needs. Are they synonymous? No, it's not.

Wants are desires to possess things out of an impulse and are not critical to our existence. Whereas, your needs are those things that you can't live without. So, *wanting* to buy a new dress to make an impression on friends is different from *needing* a pair of spectacles.

You'd have heard people saying that the rich are becoming richer, whereas the poor and middle-class people are getting poorer. It is because the rich buy assets. In contrast, the middle class buy liabilities which they think are assets and the poor people are left only with debts to pay. In order to be financially independent, you need to start early.

The FLiP sessions taught me that to gain from the power of compounding, one must invest in mutual funds, preferably through monthly SIPs. Mutual Funds, owing to the fact that they

diversify your money in the stocks of various industries and sectors, minimising exposure and risk.

If we want to be rich, we must know what kind of income to work hard for, how to monitor it and to protect it from any loss. All of us are gifted with two great gifts, i.e. time and mind. Make the best use of both to be financially successful.

I have a very strong and sincere desire to achieve financial Independence, and I always commit to save first and then only spend - a practice I'm starting from this month itself, by starting a small SIP that will help me not only create wealth but also make me disciplined. A very big thank you to Dr. Celso and even my college for teaching me the simple rules that I need to follow in life.



**Sneha Gaonkar** | Second Year, M. Com.  
*Government College of Arts, Science & Commerce, Quepem, Goa*

### **A commitment to be a Millionaire**

During my childhood, my parents always told me to save money. They even gave me the piggy bank to save money. I would zealously save for a while, but after a few days, I would forget all about saving. I would start saving in my piggy bank yet again after a long gap, only to discontinue after a little while.


This was my saving pattern earlier. I was not disciplined. Moreover, I used to think that the objective of saving money was either to buy something later or to come handy during an emergency.

But a few days ago, our teacher told us that there is one person who will guide and motivate us on financial literacy. The concept of financial literacy was something new to me, and it intrigued me enough to register for the FLIP classes.

I have always wished to become rich, to do something by myself and make my parents proud. After attending the very first session, the one sentence which really inspired me, and which I started believing in, was from Dr. Celso, a well-known financial advisor and promoter of financial literacy among the youth of Goa. He said, "The rich never work for money; instead it's money which works for them, whereas middle-class people have to work for money till they die, because the day they stop working, their income stops."

This insight changed the way I looked at things. I looked around to find the statement to be true! My parents and relatives have been working hard all their lives yet they are far from becoming rich. The FLIP workshops rekindled my hope and dream of becoming wealthy. I took keen interest in the literacy program and attended every session without fail.

Listening to, and later conversing with Dr. Celso brought back the confidence in me. In years, I was sure that I, who hailed from a middle-class family, can also become a millionaire, provided I make a strong commitment to be financially disciplined. I'm prepared and committed to the goal of becoming a millionaire by taking small, yet steady steps to creating wealth.



Hailing from a village, I never got the opportunity to learn about mutual funds or SIPs. And even though we read about these investment vehicles in our syllabus, I never got to invest in them.

I must thank God for sending Dr. Celso to our college and educating us as students from rural areas on the benefits of investing instead of saving.

In his sessions, he explained to us three ways through which we can earn money; earned income, passive income and portfolio income. We also learnt some simple rules from Dr. Celso, i.e., never remain dependent on one source of income, pay yourself first then pay to others, focus on your needs and not wants, and finally, the fact that saving is very good for the short term but very bad for the long term while investing for a small period is extremely risky, but investing for a long period is supremely rewarding.

The learnings from the FLIP program, and the insights shared by Dr. Celso will forever stay with me.

God bless you, Dr. Celso, I'm truly blessed to have a mentor like you.

Chandru Govekar | Professor

*Dnyanprassarak Mandal's College and Research Centre, Assagao, Bardez, Goa*

Being from the commerce discipline, I always knew the objectives and importance of investment but hardly followed them. One of my colleagues always stimulated me to go for SIPs, but I never took him seriously.

One fine day he casually showed me his portfolio on his mobile phone to make me understand that his SIP of just Rs. 3,000 a month, which he started nine years ago, had grown substantially at the end of the tenth year. This made me realise that even if I had done the same, it could have perhaps saved or minimized my loan of Rs. 8,00,000 towards my personal car. This was a year-old story, but still I had not started investing in a systematic manner.

Then a few months ago, JCI Mapusa, as a part of its outreach activities, proposed to conduct a financial literacy program for the students of our college with Dr. Celso Fernandes as a resource person. Dr. Celso has given up his profession of dentistry for his mission of spreading financial awareness amongst the college youth in the state of Goa. It was just a coincidence that I had to coordinate this session in our college.

During the initial session of FLIP course, I felt Dr. Celso to be very theoretical, someone who only focuses on the motivational aspect of investments, without understanding that the target participants are from the student fraternity who have no earnings at all to invest.

But later, as sessions passed by, through the deliberations of Dr. Celso's sessions, slowly and gradually, I realized that it was the motivation itself that I actually needed to go and invest! I was convinced that if one has the will, there certainly is a way.

Through the FLIP sessions, I realized that investments are a kind of a short-term sacrifice that you make in order to achieve a long-term gain. It is just a matter of understanding what is important to you. The examples shared by Dr. Celso were really something to remember and noteworthy.

Dr. Celso's impact on one's life will be significantly recognized in the later stages of our investment, when we will be on the verge of what Dr. wants us to be. What I should have started long back, I finally did it now because of Dr. Celso's motivation and guidance. But as they say, 'Better late than never,' I am now committed to creating wealth.

Thank you, Dr. Celso Fernandes.

**Sudha Malik** | Second Year, M. Com.

*VVMS Shree Damodar College of Commerce & Economics, Margao, Goa*

I attended the Financial Literacy Program conducted by Dr. Celso to our college and was very much impressed by his words and the way he talks about financial Literacy.

The FLiP sessions were very interesting, and I learned many things from it. In the first session, I learned from Dr. Celso the definition of commitment was not making any excuses.

There are many other insights that I learned from the FLiP sessions. Don't work for money, make your money work for you, was one of them. We have to commit to our goals, because without commitment, it's difficult to achieve goals. We should be assets to our parents and not liabilities.

Dr. Celso also told us that it's not difficult to become rich; anyone can become rich with financial discipline. We have to think before buying anything, asking ourselves whether we need it or it is just our want. Rich people buy things if they need it. Rich people don't work for money, their money works for them, while the poor people keep working for money; that is why rich are becoming richer, and poor are becoming poorer.

I also learned the difference between Trading, Saving, and Investing. Earlier, I believed that saving was better, but Dr. Celso made me realize that investing is better than saving and trading. By investing for a long time, we can become wealthy. With financial discipline, one can become financially independent. If we invest for a long time, we will attain financial freedom rather, but if we keep saving for a long-term, all we will accumulate is financial stress in the future. As Dr. Celso puts it, "We have to grow our money plant by investing, and enjoy the fruits for life."

Thank you so much, Dr. Celso for delivering such excellent sessions. I commit to following the rules of FLiP to become rich and wealthy. I want to be an asset to my parents and not a liability.

**Shreyas S Amare** | Third Year, B. Com.  
*Government College of Commerce, Borda, Goa*

### **Being Rich is Easy!**

Dr Celso Fernandes, a great financial advisor, along with his team, Nave Marg Foundation, conducted four sessions in our college on financial literacy (FLIP program) and investments. I am lucky I could be a part of these sessions and gained invaluable knowledge through them.

As a commerce student, I had heard a lot about accounts, expenses, investments, etc. But it was only through Dr Celso's session that these terms became clear to me. He taught us how to save, how much to save and the difference between savings and investments. He also shared 10 Financial Commandments that anybody can follow to generate wealth.

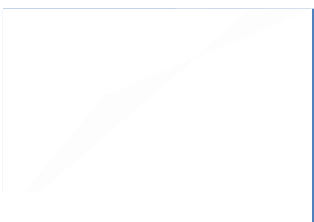
He raised a valid point that most people save whatever is left after spending. However, that's not right. Instead, one should save first and spend later. He also explained that savings can't always help you attain your financial goals. However, investing your money in the right instruments can help you generate immense wealth. Another point was about inflation, something we consider to be an enemy because of its ill effects on society. However, inflation is the friend of investors. For example, if an investor bought shares of a particular bank for Rs. 700 in 2009, due to inflation, the dividends that he will get after 10 years, that is, in 2019, will be much higher than the interest he would have earned had he kept the money in fixed deposits. As an investor, the key to success is patience and not panicking if the market falls.

The best investor is one who attaches a goal to his investment and knows how to shoot. When a person realizes that he needn't rely upon his salary is the time he becomes financially free. Investment in India is always better than saving, as we are a developing country with rising inflation. Dr Celso also taught the difference between wants and needs and said that one should prioritise needs over wants. Another thing I learned from his sessions is the ability to take risks. As youngsters, we have time to take risks and benefit from it.

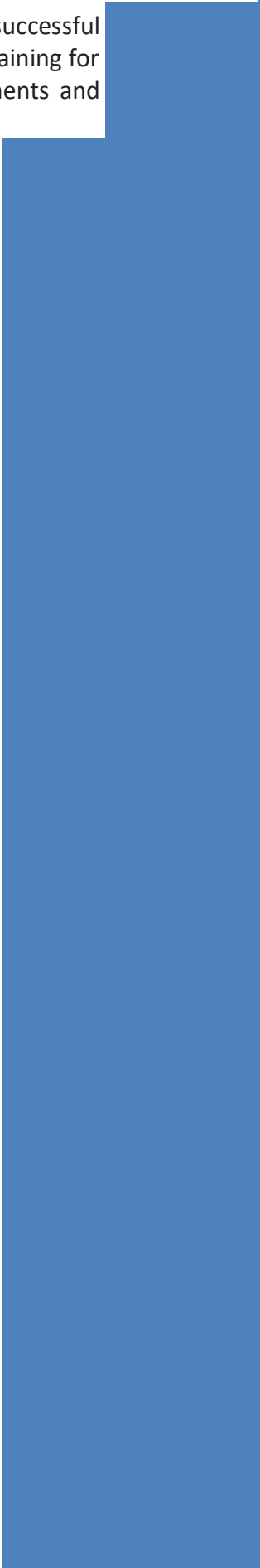
### **The Key to Financial Freedom by Dr Celso**

Never depend on one source of money. Instead, use your earned money to develop a source of passive income by building a diversified portfolio of stocks. This helps because even if your income stops due to some reason, your passive income will continue. That's why it is important to surround yourself with assets and not liabilities.

Pay now and play later or play now and pay later – I choose the former as the latter will come at a much higher cost.



To achieve my financial goals, I have learned from the FLIP sessions the secrets of successful investing. Once I start earning, I will first invest a portion of my salary and use the remaining for my expenditure. Thank you, Dr Celso, for opening my eyes to the world of investments and helping me start my journey to riches.



**Radha Basvaraj Kesarkar** | Third Year, B. Sc.  
*Government College of Arts, Science & Commerce, Sanquelim, Goa*

**FLIP for Better!**

I attended the first FLIP session by Dr Celso in our college auditorium only because Miss Rosaline asked me to attend. However, once I entered that auditorium, I knew my life is going to change. “Anybody can be rich,” said Dr Celso. Until now, people had only taunted me for my poor saving habits. And now, somebody was confidently telling me that I could be rich. I was hooked.

Until I met Dr Celso, I did not know the difference between wants and needs. I often spent my money on whatever I wanted – new clothes, shoes, mobile, etc. As a result, I never had money for the things I needed and found myself begging my parents for money for important things on several occasions. But Dr Celso has taught me to focus on my needs and let go of my wants – that’s the only way I can become wealthy and I agree with him.

I liked the planned approach in Dr Celso’s lessons where every session was linked with each of the four golden rules propagated by the doctor.

Mutual funds, BSE, Nifty, stock market, insurance – I had heard these terms before. But I always thought they were meant for the rich. But now that misconception has cleared. I know now that those people became rich after entering this market. As I have a charitable bent of mind, I have never been able to save but I now I know that I must invest to become rich so that I can give to others in need. The good doctor says that learn till 25, earn till 50, and then give back to the society. His sessions taught us a lot about the Indian economy and how we can earn from this economy. Now I know the importance of insurance, savings, equity, mutual funds, and how the government regulates the money market.

Dr Celso’s stories taught me the importance of money. If you are poor, nobody stands by you. But you don’t need to win a lottery or steal to become rich. You can make money in a respectful manner through savings and investments and earn the love and respect of your family in the process. Dr Celso’s sessions opened my eyes and boosted my confidence. I also enjoyed the financial insights shared by Mr Neeraj Choksi and Mr Nilesh Shah.

Today, I am committed to following the simple rules taught by Dr Celso. Save first, spend later and never depend on a single source of income. Thank you, sir. And dear friends, I urge you all to attend the FLIP sessions by Dr Celso if you wish to be wealthy and change your life for good.

**Onkar Naik** | Second Year, B. Com.

*Government College of Arts, Science & Commerce, Sanquelim, Goa*

### **My "FLIP" Experience**

My FLIP journey started out of a co-incidence. I had opted for a subject, Business Environment, in my second year of B.Com. However, in the first lecture, the teacher told us that she won't be giving any notes. As I was not used to preparing notes, this was a shock for me and I decided to change subjects. Instead, I selected Indian Capital Markets, a subject I had no knowledge of. The subject turned out to be very interesting and in the very first lecture, we were taught about shares, mutual funds, etc. This ignited a passionate interest in me that urged me to enrol for Dr Celso's FLIP sessions.

Dr Celso's each session was amazing and taught us about savings, investments and insurance. Getting such expert advice at such a young age has definitely been an eye-opener for me. He told us the difference between investing and trading. He also urged us to purchase insurance. If we don't have insurance, we may lose all our money when faced with an accident or a calamity as it was not insured. I never knew these things and hearing them from an expert has inspired me to take action.

After Dr Celso's session, I learned that I could start investing. Doctor said that one should learn for the first 25 years of life and then earn for the next 25. So, now I am learning by investing in a way that I will start earning money on my portfolio in the next few years. After 50 is the age to give. As the good doctor says - "Rich is not how much we have, rich is that how much we can give."

I have already started making small investments from my pocket money. Once I start earning, I will first pay myself (that is, invest) and then use the remaining money for expenditure. Besides, I will be patient as investments reap maximum rewards in the long term.

Thank you, Dr Celso. I am confident that I can be rich and make my money work for me instead of slaving for it my entire life. I am grateful to you for sharing your knowledge with the people of Goa to help them improve their lives while also contributing to the country's GDP.



**Yukti Dilip Patil** | Third Year, B. Com.  
*Dnyanprassarak Mandal's College, Goa*

## **The FLIP in My Life**

We all know the meaning of mutual funds. But how they work is something I learned from the FLIP program. Before joining the sessions, I expected them to be full of theoretical knowledge. However, to my pleasant surprise, the sessions were hands-on and very motivating. I was totally inspired by the stories shared by the doctor. He was right that it isn't a good idea to depend on one source of income because if you meet with an accident or some unfortunate event, you will realise that you are a slave to money. Instead, he taught us that we can grow money on trees! Sounds surprising? But it is true. All you need to do is follow Dr Celso's golden rules such as the importance of investing your money in the right instruments than simply saving it.

As a commerce student, I always had a liking for learning about finances. However, I never invested money because I thought it was too risky. But now, after listening to Dr Celso's personal story, I want to start investing and grow my money plant till it starts bearing fruits. I will not trade but I will invest to be a millionaire before my 25th birthday. I want to be financially independent and taking small steps in that direction from now will take me nearer to my goal much sooner.

Thank you, Dr Celso, for teaching us the most valuable lesson for life. "Don't save what is left after spending, but spend what is left after saving," I will never forget these words that will always guide me on the road to riches.

Alfa Vaz | Part 1, M. Com.

*Government College of Arts, Science & Commerce, Quepem, Goa*

### **Save Now to Enjoy Later**

My name is Alfa Vaz. I am 21 years old. I always wanted to invest in shares. In fact, it was my dream to trade in stocks from the time I learnt about them in high school. But I never got a chance as such, as there was no one to guide me, and I did not have enough knowledge to go ahead on my own.

When in M.com, one of the lecturers told us that the financial doctor of Goa, Dr Celso, would be taking FLIP classes on financial independence for youngsters, I immediately enrolled myself to learn more about financial independence and investments. I knew Dr Celso has great knowledge of mutual funds, which I learned from his articles in NavHind Times, and couldn't wait to meet him and learn from him in person.

With every FLIP session I attended, I gained knowledge about the various things which are needed to become financially independent. Each session was more valuable than the other. I always thought that shares were good for making short term gains, but after attending the sessions, I realised you could become rich by investing in stocks for a longer period of time. Thus, discipline and patience are the two cornerstones of a healthy investment in stocks.

After attending the sessions, I also learned that I don't need a large sum of money to invest but I can invest small sums every month via SIPs in mutual funds. I have decided that the day I receive my first salary, I am going to pay myself 40% first – which means, I will invest that money for my future, and then use the remaining 60% for my expenditure. This strategy outlined by Dr Celso will help me become a millionaire by the age of 25. To stay on track, I have decided to invest small sums from my pocket money to get into the habit of investing. My parents are very supportive of my plan and I wish to be an asset to them in the future by building a financially secure future for all of us.

Salary – Savings = Expenditure

This one formula by Dr Celso can help everybody plant their own money tree and nurture it. I recommend everybody to attend FLIP sessions and transform their lives for better.

Carol Michelle Diniz | Third Year, B. Com.  
Government College of Commerce, Borda, Goa

## My Journey to Become Rich

"I BELIEVE THAT THROUGH KNOWLEDGE AND DISCIPLINE, PEACE IS POSSIBLE FOR ALL OF US."

My journey to wealth creation started when Dr Celso Fernandes visited our college for the first time and shared some knowledge about financial planning. He also told us how to save and invest our money. He gave us many examples on financial planning related to his life which motivated me to join the FLIP program he intended to run in our college shortly. The FLIP sessions were aimed at inculcating financial discipline in Goan youth and I feel privileged to have attended these sessions that have changed my life for better, forever.

As we started with the first session on 23rd September 2019, I was spellbound by the things I learned. He spoke about different ways to earn money. One, you work for money; second, you earn from your assets; and third, your portfolio makes money for you. The first golden rule was to never remain dependent on only one source of income. and secondly, create assets that will give you passive income. the third golden rule he shared was that don't save what is left after spending, instead spend after saving. He told us we have to pay ourselves first and then others. I liked the way he taught us to differentiate between needs and wants. Now, whenever I think of buying something, I ask myself whether I need it or not before swiping my card. He taught us that desire and needs are two different things. This topic had a massive influence on me. The talk motivated me so much that now I want start investing from my pocket money without wasting any more time.

After attending two financial lectures by Dr Celso Fernandes, I was quite motivated to make financial progress and build wealth towards the achievement of my goals and ultimately achieve the financial freedom we all deserve.

In the third session, he spoke about Saving, Trading and Investing. He also talked about equity and debt funds. He told us that equity funds are very good for the long term but bad for the short term. On the other hand, debt funds are good for the short term but bad for the long term. He also spoke about mutual funds and told us that:

Real Rate of Return = RETURN – INFLATION - TAX LIABILITY

Another golden lesson was never to mix investment with insurance. This was the fourth golden rule. After learning these fundamentals of wealth creation, my eyes have opened and I think I

am ready to create the future I have dreamed of. I aim to invest wisely and give my parents a better quality of life. And, I have already started on this route by curbing my wants and focussing on my needs. Now, I only buy things that I need and not what I desire because they do not create any value for me. With small investments, I am ready to make my money work for me. I know it will take time but I will be patient, as taught by Dr Celso, to enjoy the fruits of my evergreen money tree.

There is a saying that goes like this:

“Give a man a fish, and you can feed him for a day, but teach a man to fish, and you feed him for life.”

Dr Celso, through his empowering lectures, has taught me and my peers to ‘fish’, that is, build wealth and take care of ourselves and our families in the long run. I owe immense gratitude to Dr Celso for his valuable guidance and am also indebted to my college for organising these wonderful FLIP sessions.

## Kiran Raissa Barretto | Part 2, M. Com.

*VVM's Shree Damodar College of Commerce & Economics, Margao, Goa*

One day, Dr Celso visited our college for a short talk in which he spoke about being rich. "Anybody can be rich," said Dr Celso. "Wow," I thought in my mind as I heard him mesmerised. Who doesn't want to be rich? But was it as simple as he made it sound? Eager to find out and build the wealth that I dreamed of, I enrolled myself for Dr Celso's program where I learned more about mutual funds and SIPs. Despite hailing from a commerce background, I realised I didn't know much about mutual funds or the power of compounding. Dr Celso's session was an eye-opener for me and the FLIP program started by him made me much more financially disciplined and knowledgeable than I have ever been.

What really impressed me about Dr Celso was that he told everybody that they could be rich, and he meant what he said. Instead of pulling others down to gain wealth, Dr Celso helped me believe that I could be wealthy without being unscrupulous and enjoy the life I have always dreamed of. Coming from a middle-class family, I did not want to burden my parents any longer and after meeting Dr Celso, I think I can alleviate my financial condition as well as that of my parents.

Some of his statements that made the maximum impact on me are:

"Don't work for money, make money work for you."

"You must always be ready to take a risk."

"Know the benefits of patience."

These words inspired me to become financially disciplined and follow my dream. He also made all of us in the FLIP program understand the difference between investing and trading so that we can all grow our self-replenishing money plants to meet all our monetary needs in life.

Today, I am already on the road to riches, thanks to Dr Celso. After attending the FLIP program, I have started growing my money plant by investing a small amount of money each month. I will continue increasing my investments and take good care of my plant until it starts giving me fruits and takes care of me.

I feel lucky that I met Dr Celso who made me believe I could be rich. Dr Celso is doing an excellent job of nurturing young minds and spreading his knowledge through the FLIP sessions aimed at helping youngsters to attain financial independence. Thank you, Dr Celso, and god bless.