

## BOBBY

With relatives relocating to far-away places because of studies and work, telephone bills used to account for the greatest expenditure in most Kerala households. In 1998, when few homes went in for an Internet connection, I planned to set up kiosks across the State that could serve as low-cost communication links between residents and their relatives living elsewhere. When I began this experiment in Calicut, my job often required me to take print-outs of email messages and deliver them at a client's doorstep. Jyothi's father relied on me to inform his daughter, working in Pune then, about the parade of prospective grooms he had lined up for her. As he was not computer-savvy, I found myself mailing her regularly about men in great positions who were looking to get married. To everyone's surprise, she found the intermediary more attractive than any of these men. Her father was at first horrified at her choice, wondering what had happened to his otherwise sane daughter. She had the entire world at her feet, but chose an inconspicuous Internet kiosk owner.

Our greatest strength as a couple is the faith we have in each other. Whenever she hesitates to take a risk, I remind her of the big risk she took by marrying me.

## JYOTHI

He mind is a fountainhead of ideas and he knows how to clothe them with words. As we share a passion for understanding life and also studying top corporate houses in an attempt to crack their success formulas, we decided to write about business strategies that differ little from the wisdom required for everyday living. We have together authored *The Power of Human Relationships*, *Brand-Wise and Me*, *A Winner*. A man who shies away from the limelight, he is not comfortable having his name in the credit line. So, the first two books were published with only my name. With the third, I would not let this happen. *Me, A Winner* carries both our names. Three more books are in the pipeline. From prologue to epilogue, every book is a 50-50 effort. When I look back on the path we have travelled, I realise we could not have done it without each other.

(As told to PRINCE FREDERICK)

