How to Build a Successful Business Entity Like Bill Gates Do?

By Engineer Khattab Omar Abuisbae

ألمهندس خطاب عمر أبوأصبع ألسالم ألصقر

How to Build a Successful Business Entity Like Bill Gates Do?

By Engineer Khattab Omar Abuisbae

ألمهندس خطاب عمر أبوأصبع ألسالم ألصقر

Contents:

I. **INTRODUCTION.**
II. **TO WHOM I WROTE THIS BOOK?**
III. **ACKNOLOGEMENT.**
IV. **AUTHOR'S PERSONAL PHOTOS.**
V. **ABOUT THE AUTHOR.**

Chapter 1:

Very Powerful & Successful Business Entities of United States of America.

Chapter 2:

BEST BUSINESS IDEAS SUCCESSFULLY USED.

Chapter 3:

BEST CITIES TO STARTUP YOUR OWN BUSINESS.

Chapter 4:

Characteristics of Successful Businessman or Businesswomen & Entrepreneur.

Chapter 5

SKILLS EVERY ENTERPERNURE &BUSINESSWOMAN & BUSINESSMAN MUST HAVE?

Chapter 6:

Should Entrepreneur to be holding a College, Institution or a University Degree?

Chapter 7:

How my Bros & Buddies Succeeded to Build Their "Business Entities Empire"?

Chapter 8:

WHAT LEGAL TYPE OR FORM OF COMPANY YOU SHOULD HAVE?

Chapter 9:

FORMS YOU NEED TO REGISTER YOUR COMPANY IN USA?

Chapter 10:

How to Organize, Structure & Administrate Your Company?

Chapter 11:

You Should or Better to Know Basics of Accounting

Chapter 12:

HOW TO WRITE YOUR RESUME AS ENTERPRENEUR?

Chapter 13:

HOW TO WRITE A BUSINESS PLAN AS ENTREPRENEUR?

Chapter 14:

HOW TO MARKET YOUR COMPANY & PRODUCTS OR SERVICES?

Chapter 15:

HOW TO CREATE AN ADVERTISEMENT OF YOUR PRODUCTS & SERVICES?

Chapter 16:

HOW TO START GENERATING SALES LEADS?

Chapter 17:

HOW TO CREATE A SUCCESSFUL CUSTOMER CARE SERVICES DEPARTMENT?

Chapter 18:

HOW TO RAISE MONEY TO FUNDYOUR COMPANY?

Chapter 19:

THE ART OF HIRING YOUR ORGANIZATION'S STAFFS.

Chapter 20:

ENTREPRENEUR'S PERSONAL BUSINESS SIGNITURE.

INTRODUCTION:

You must be a type of guy who likes freedom in all aspects of his live, financially, to be your own boss, to be creative without any limitations or restrictions of your boos, you the one who setup the rules and policies, who makes crucial decisions at the right time to be, taking actions it should be, negotiating, hire and fire, fight toughly for the sake of your business entity, setup goals to be achieved, making your small dream to be big and real; Actually you chosen the hard way not easy way; taking the Over-head over your shoulder to be owner of a successful business entity? So you the one who shaping your live how to be, the way you do like?

In reality to business entity founder and owner; Means you're exploring and taking the leads to achieve success and take the steps of the ladder of success; in all the means it takes and needs?

Business entity leadership; means vision, decision maker, seeing what other can't see as Business-wise; beside that expecting the unexpected!

Please kindly, to understand what I mean by this introduction; I caught to you Business-wisdoms of our famous Cars-industries-pioneer Henry Ford:

- Before everything else, getting ready is the secret of success.
- It has been my observation that most people get ahead during the time that others waste.
- Don't find fault, find a remedy.
- A business that makes nothing but money is a poor business.

- The man who will use his skill and constructive imagination to see how much he can give for a dollar, instead of how little he can give for a dollar, is bound to succeed.
- Failure is simply the opportunity to begin again, this time more intelligently.
- Whether you believe you can do a thing or not, you are right.
- There are no big problems; there are just a lot of little problems.
- If there is any one secret of success, it lies in the ability to get the other person's point of view and see things from that person's angle as well as from your own.
- A market is never saturated with a good product, but it is very quickly saturated with a bad one.
- An idealist is a person who helps other people to be prosperous.
- There is joy in work. There is no happiness except in the realization that we have accomplished something.
- There is no man living that cannot do more than he thinks he can. Anyone who stops learning is old, whether at twenty or eighty. Anyone who keeps learning stays young. The greatest thing in life is to keep your mind young.
- I cannot discover that anyone knows enough to say definitely what is and what is not possible.
- Wealth, like happiness, is never attained when sought after directly. It comes as a by-product of providing a useful service.
- Coming together is a beginning; keeping together is progress; working together is success.
- Life is a series of experiences, each one of which makes us bigger, even though sometimes it is hard to realize this. For the world was built to develop character, and we must learn that the setbacks and grieves which we endure help us in our marching onward.
- Thinking is the hardest work there is, which is probably the reason why so few engage in it.
- There is one rule for the industrialist and that is: Make the best quality of goods possible at the lowest cost possible, paying the highest wages possible.
- You can't build a reputation on what you are going to do.

To Whom I Wrote This Book?

To founders & owners of: Startup, sole proprietorship small, medium and large business, Corporation and limited liability companies, business planer, business developer, decision makers, entrepreneur, pioneers, investors and inventors, business opportunities seekers and business entity's Presidents and Chief Executive Officers.

ACKNOLEGEMENT

To my great parents Omar and Khadeja, brothers Belal, Mohammad and Khaled and sisters Khawla, Soha and Nisreen and the rest of my family's members and relatives, my Co-workers and friends at "Kuwait Institute for Scientific Research; Specially Professor "Adnan Shehab Aldeen" and others.

To all my instructors, Co-worker, friends and my students at "Kuwait Ministry of Education"; Specially my teacher "High School Priciple and his Deputy; "Abdullah Alokman" and "Dr. Saleh Sheshter".

To all athletics, sports celebrities and friends of "Qadesya Kuwait Sports Club and Salmya Kuwait Sports Club"; Specially my Colleagues Kuwait Soccer Celebrities at "Alromothya High School"; Sood Abu-hammd; "Jasem Yaqoob" and "Fasel Adeekheel" and Kuwait Sports Commentator Mr. "Khaled Alharban" and Kuwait Royal Families Members and my colleagues at my high school, and all my friends and brothers in Kuwait.

To all my USA Professors, Instructors, colleagues and students at "University of Dallas", "Weatherford College", "North Texas State University", "Oklahoma State University", "Oklahoma City University", "Central State University", "Los Angeles City College" and "Tree University".

To my "Democratic and Republican Parties Members"; to my friends and buddies Presidents of USA; President "Bill Clinton", "Hussein Barak Obama" and the rest of USA Presidents and Vice Presidents, Senates and Congress M embers.

To my brothers and buddies "Bill Gates", "Steve Jobs", "Larry Page ,Lawrence Edward Page" and "Sergey Brin".

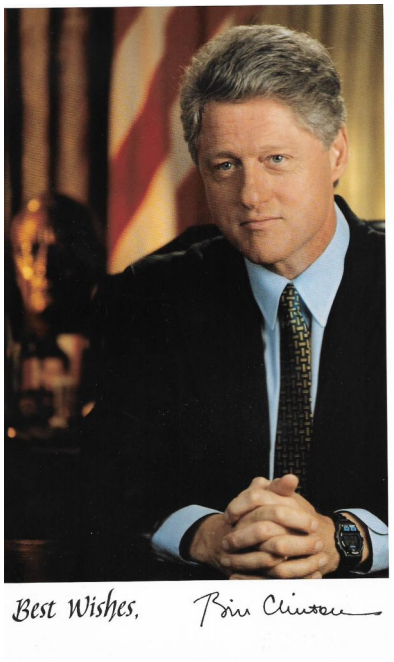
To all my friends and brothers all over USA!

1 Million Thanks with sincere warm hearted regards to the "Publisher's Staff Members" of this book.

My Best Regards & Wishes to the readers and buyers of this book all around the world!

"ALLAH" bless and mercy all of you!

Personal Photos Gallery of the Author



President Bill Clinton, Friend of Engineer Khattab Omar Abuisbae's Special Photo.

01 December 2000, Beverly Hills, Californai, USA, Engineer Khattab Omar Abuisbae's Photo.

THE WHITE HOUSE
WASHINGTON

February 1, 2000

Khattab Abuisbae
Post Office Box 3726
Torrance, California 90510-3726

Dear Khattab:

Thank you so much for your kind message. I am grateful for the words of encouragement and support I have received from people across our country and around the world.

As my Administration continues the work of moving America forward, I hope you will stay involved in the issues that affect us as individuals and as a nation. Best wishes.

Sincerely,

Bill Clinton

THE WHITE HOUSE
WASHINGTON

November 21, 2000

Khattab Abuisbae
Post Office Box 3726
Torrance, California 90510-3726

Dear Khattab:

On behalf of President Clinton, thank you for sharing your views. The President appreciates knowing your thoughts.

As this Administration continues to address the fundamental concerns of the American people and works to move the nation forward into the twenty-first century, we will keep your ideas in mind.

Best wishes.

Sincerely,

Delia A. Cohen

Delia A. Cohen
Special Assistant to the President
Director of Correspondence and
Presidential Messages

From Right to Left Engineer Khattab Omar Abuisbae and Ms. "Rana Kotam", Google's IT Specialist & "Strategic Planner of "Middle East and North Africa", Google Convention, Amman City, Jordan, Year 2012 Photo.

Engineer Khattab Omar Abuisbae, Istanbul, Turkey 2 September, 1978 Photo.

Engineer Khattab Omar Abuisbae at My Corporation Office, California Computers Services, Year 1993.

From Right to Left I Engineer Khattab Omar Abuisbae & My Buddy Mrs. Rebecca Olson, Executive Director of OMAN AMERICAN BUSINESS CENTER Photo1 of Year 2018

From Right to Left Engineer Khattab Omar Abuisbae & My Buddy Mrs. Rebecca Olson, Executive Director of OMAN AMERICAN BUSINESS CENTER Photo1 of Year 2018.

Photos of My Great Lovely Brothers, Buddies, Friends and Partners at "MargERP9+".

Photo of my Buddy and Partner at "MargERP9+" Mr. "Thakur Anup Singh"; Chairman & Managing Director.

Photo of My Buddy and Partner; Mr. "Mahender Singh"; Co-founder & Managing Director (Technical) of "MargERP9+".

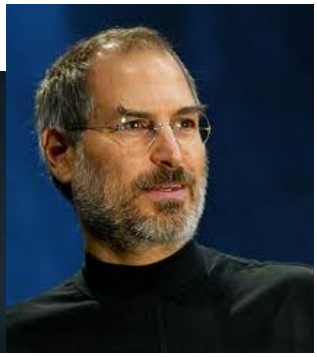
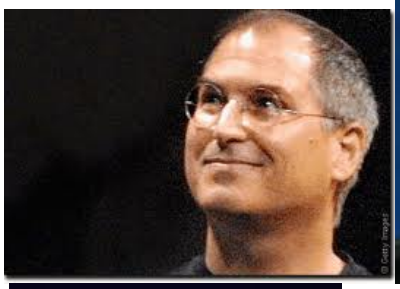
Photo of My Buddy and Partner; Mr. “Sudhir Singh”; Co-founder & Managing Director (Sales & Marketing) of “MargERP9+”.

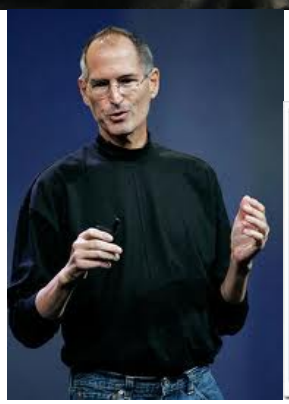
My Buddy “Bill Gates” Photo1

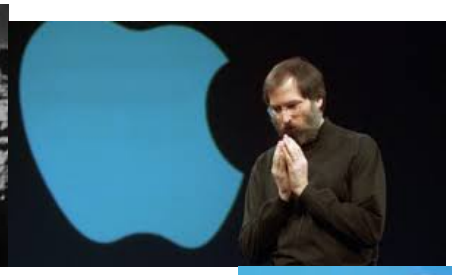
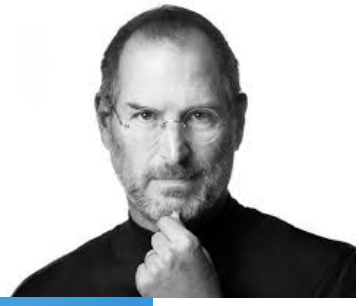
My Buddies “Bill Gates & Paul Allen” Photo.

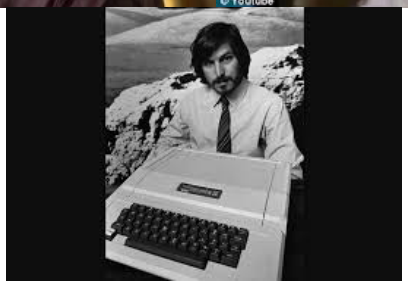
<u>My Buddies “Steve Jobs” and “Steve Wozniak” Photos</u>

"Sorry!
We will pay you
$100 Credit"



© Youtube


My Buddies “Larry Page” and “Sergey Prin” Photos

Google

Google
I/O

Google

Goo

Google

Royal Family of Kuwait Photos

SHAKHE SABAH AHAMMAD ALSABAH AMEER OF KUWAIT PHOTO

SHAKHE SABAH AHAMMAD ALSABAH AMEER OF KUWAIT PHOTO

SHAKHE SABAH AHAMMAD ALSABAH AMEER OF KUWAIT PHOTO6

SHAKHE SABAH AHAMMAD ALSABAH AMEER OF KUWAIT PHOTO7

SHAKHE SABAH AHAMMAD ALSABAH AMEER OF KUWAIT PHOTO8

SHAKHE SABAH AHAMMAD ALSABAH AMEER OF KUWAIT PHOTO1

SHAKHE SABAH AHAMMAD ALSABAH AMEER OF KUWAIT PHOTO2

SHAKHE SABAH AHAMMAD ALSABAH AMEER OF KUWAIT PHOTO3

PRINCE FAHAD ALAHMAD ALSABAH PHOTO1

PRINCE FAHAD ALAHMAD ALSABAH PHOTO3

My Sports Clubs "ALQADYSIA Kuwait Sports Club" & "SALMYA Kuwait Sports Club" Logos

ALKADESEYA Sports CLUB OF KUWAIT'S LOGO3

ALKADESEYA Sports CLUB OF KUWAIT'S LOGO

ALKADESEYA Sports CLUB OF KUWAIT'S LOGO7

ALKADESEYA Sports CLUB OF KUWAIT'S LOGO2

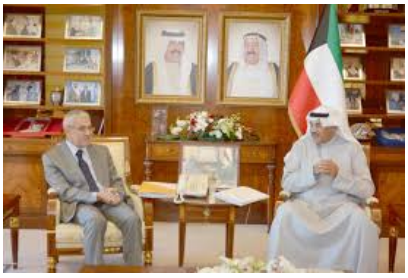
ALKADESEYA Sports CLUB OF KUWAIT'S LOGO4

ALKADESEYA Sports CLUB OF KUWAIT'S LOGO2

Salmya Kuwait Sports Club Logo1

Kuwait Institute for Scientific Research Logo

Professor Adnan Shehab Aldeen's Photos:



Salmya City, Kuwait, My Great and Beloved My Mother Khadeja and My Dad Omar Ragheb Abuisbae's Photo.

My Lovely and Beloved Greatest Uncle Ahammad Khaleel Aboosba; who the first one invented and founded "Apple Computer" under "Arab Development Establishment for Computers" at "Salama Building", 5th Circle in Amman City of Jordan the Year 1980, Photo1

My Lovely and Beloved Greatest Uncle Ahammad Khaleel Aboosba; who the first one invented and founded "Apple Computer" under "Arab Development Establishment for Computers" at "Salama Building", 5th Circle in Amman City of Jordan the Year 1980, Photo2

My Lovely and Beloved Greatest Uncle Ahammad Khaleel Aboosba; who the first one invented and founded "Apple Computer" under "Arab Development Establishment for Computers" at "Salama Building", 5th Circle in Amman City of Jordan the Year 1980, Photo3

Year 1964, Salmya City, Kuwait, at Our Home's Garden,From Left to Right My Beloved Great Grandfather Ragheb, Engineer Khattab Omar Abuisbae and Uncle Hassan's Photo.

My Great Beloved Grandfather Khaleel Ahammad Aboosba, the leader of "Palestine-en Commandos" toward the "British Colonialism of Palestine" Photo.

March 14, 1958, Zarka City, Jordan/Engineer Khattab Omar Abuisbae's Photo.

Year 1960, Zarka City, Jordan, From Left to Right, My Beloved Sister Khawlla and I, Engineer Khattab Omar Abuisbae's Photo.

Salmya City, Kuwait,Engineer Khattab Omar Abuisbae At Age of 6's Photo.

March 1971, Salmya, Kuwait from Right to Left, Engineer Khattab Omar Abuisbae and Yousef's Photo.

Oklahoma City University's Commencement Ceremony of Engineer Khattab Omar Abuisbae, May 10th, 1986.

Oklahoma Falls, Year 1980, University's Trip, Engineer Khattab Omar Abuisbae's Photo1.

Oklahoma Falls, Year 1980, University's Trip, Engineer Khattab Omar Abuisbae's Photo2

From Left to Right, Engineer Khattab Omar Abuisbae and my Roommate Engineer Kamal Mohammad Saadah, at our apartment, Santafee Street, Weatherford City, Texas, 1st September 1980 Photo.

Year 1980, at my apartment of Weatherford City, Texas, USA, from Left to Right Engineers Basem Saforie,Engineer Khattab Omar Abuisbae and My Roommate Engineer Kamal Saadah's Photo.

Engineer Khattab Omar Abuisbae's Car, My Car Name "ALBARRA", Weatherford City, Texas Year 1981 Photo.

Engineer Khattab Omar Abuisbae in the middle, and his Colleagues at "Oklahoma City University's Commencement Ceremony", May 10th, 1986 Photo.

07 March 1990, Byan City, Kuwait, In the Middle Engineer Khattab Omar Abuisbae's Photo.

From Left to Right; Engineer Khattab Omar Abuisbae and His Friends Professors of "Information Technology", "Kuwait Computer Convention", "Kuwait National Museum Tour", Kuwait City, Kuwait of Year 1989 Photo2.

Year 1976, My Office at Kuwait Institute for Scientific Research, Engineer Khattab Omar Abuisbae's Photo.

Year 1989, Kuwait's National Cultural Museum Tour, to the Left, Engineer Khattab's Photo.

Year 1989, Kuwait's National Cultural Museum Tour, Second to the Left, Engineer Khattab's Photo.

ENGINEER “KHATTAB OMAR ABUISBAE” PREPARING HIMSELF TO START THE RACE COMPETITION FOR KOC OF KUWAIT ROAD BICYCLE CHAMPIONSHIP Representing “Alqadsya Kuwait Sports Club” OF YEAR 1989 Photo.

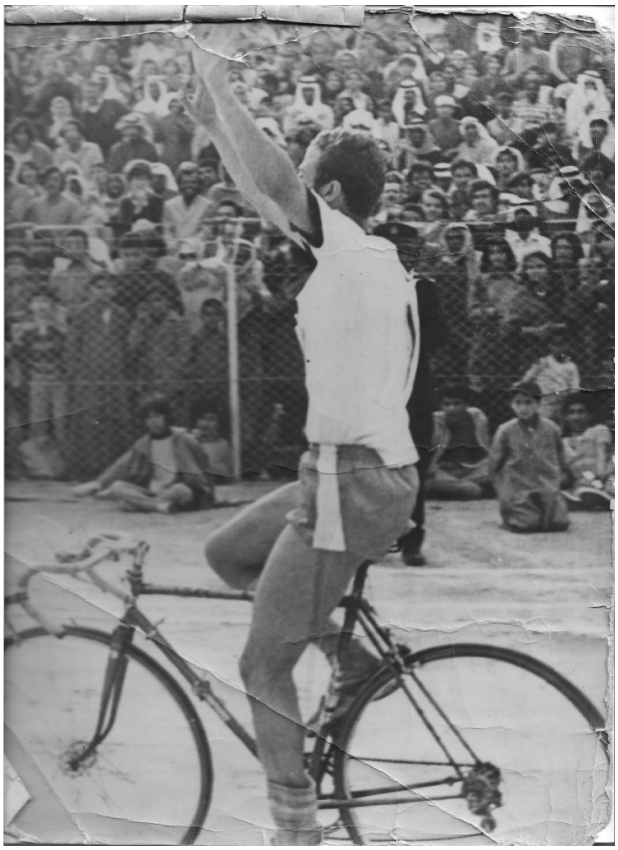
Engineer Khattab Omar Abuisbae "Championship of KOC of Kuwait Road Bicycle Race", Friday 12th, March of Year 1976 Photo.

Engineer Khattab Omar Abuisbae "Championship of KOC Kuwait Road Bicycle Race", Friday 12th, March of Year 1976 Photo.

Final Finish Point of Kuwaiti Road Bicycle Race Championship, Friday 12th, March 1976, Alahmadi City, Engineer Khattab Omar Abuisbae's Photo.

KOC of Kuwait National Sports Day, Friday of March 12, 1976, Road Bicycle Race Championship Engineer Khattab Omar Abuisbae's Photo.

Friday of March 12, 1976, KOC of Kuwait National Sports Day, Road Bicycle Race Championship Engineer Khattab Omar Abuisbae's Photo.



Final Finish of KOC of Kuwait Road Bicycle Race Championship of Friday 12th, March 1976, Engineer Khattab Omar Abuisbae's Photo2.

August, 1975, Kuwait Summer National Sports Clubs Road Bicycle Race, Championship Engineer Khattab Omar Abuisbae's Photo2.

August, 1975, Kuwait Summer National Sports Clubs Road Bicycle Race, Championship Engineer Khattab Omar Abuisbae's Photo.

TRUMP
PENCE
New York, New York

Mybeloved Brother& Buddy

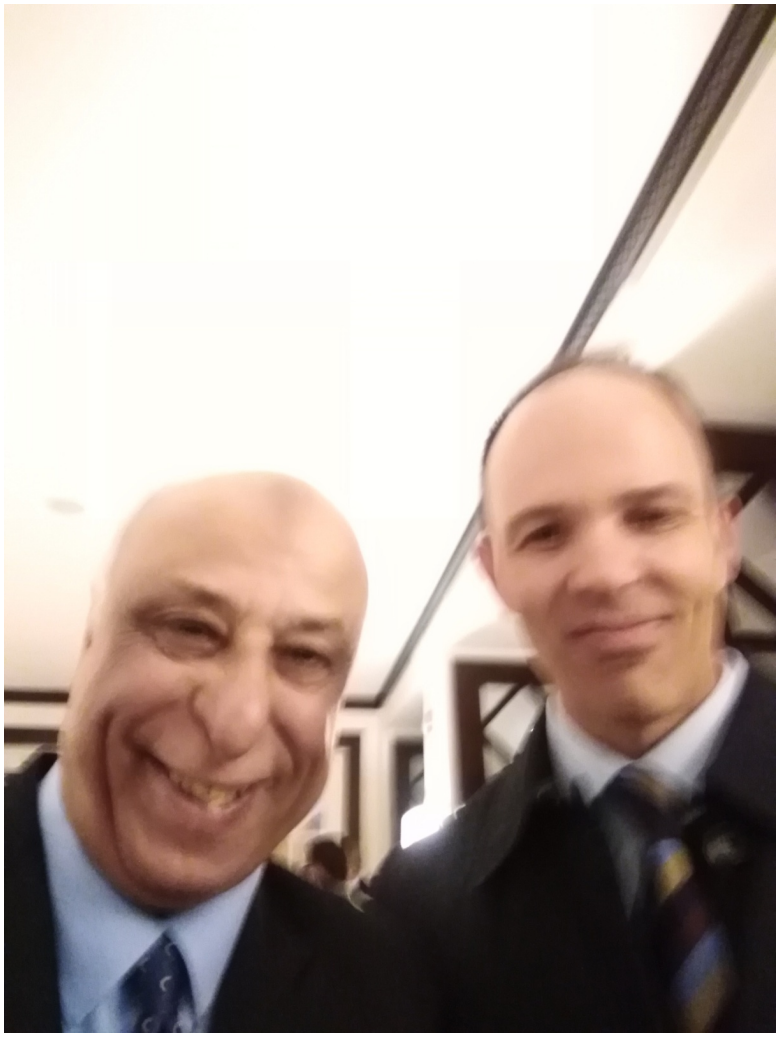
President Barak Hussein Obama's Photos

OUSE

44.

HOUSE

Engineer Khattab Omar Abuisbae's Photos at American Chamber of Commerce, Amman State, Abdoon City, Jordan at His Highness Excellency, Ambassador of "United State of America" Residence, "Ambassador 's Welcoming Party of American Businessmen and Businesswomen", Saturday night, 27th of October 2018, 8:30 P. M.

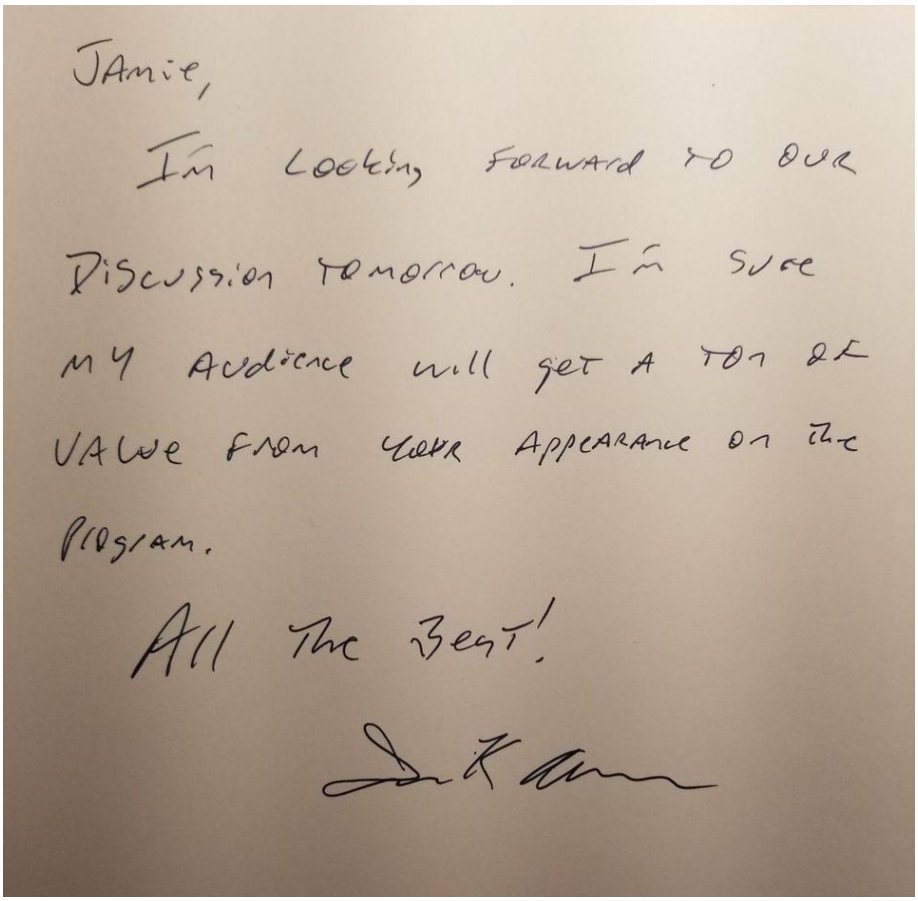


There are things we say and do everyday that speak volumes about who we are as people. Some of those words and actions might be intentional and practiced, while others are subtle and unconscious. Whether we realize it or not, our natural tendencies (as well as our bad habits) can create bridges to – or obstacles between – our goals.

In today's fast-paced and competitive marketplace, it's important for companies to know not just that they've hired the right people for the right job, but that those people will complement each other and work well together. Today, science offers us a slew of tools that provide insights into the inner workings and psychology of people. Here are two that can help make you a better manager and leader and give you the upper hand in choosing the right people for your team.

Handwriting

I recently sent a writing sample to author and handwriting expert Jamie Mason Cohen for analysis (see below). I was curious to see what insights I could glean from my own handwriting about my personality and leadership style.



According to Jamie, your handwriting reveals strengths and weaknesses; learning and thinking styles; how you respond emotionally in a situation; and how you think and react to topics. The neural connections that are activated when a person is physically engaged in the act of writing, he says, reveal a lot of what goes on in someone's head.

If a person's handwriting paints a picture of what they think, then I was curious to know what thoughts Jamie could extract from mine. I was surprised at how spot-on Jamie's analysis was.

For starters, Jamie pointed out that I tend to write my words on a straight line, as if writing on lined paper, with a slight upward tilt at the end. (Notice how the last line above my signature leans toward the upper-right hand corner of the page.) Jeff Bezos (CEO of Amazon), baseball great Roger Maris and fashion designer Vera Wang write in a similar fashion. That tendency to write with a slight upward tilt, Jamie notes, connotes a level temperament with a healthy dose of confidence.

"It's the trait of the optimist, a person who sees an opportunity in every crisis and has a calm strength in the midst of trying circumstances," he says.

Next, he notes how much space my words take up on the page. I use a lot of real estate when I write. Apparently, the rapper Drake and I share something in common. "It shows boldness and confidence in yourself," Jamie says.

Finally, a signature can say a lot about a person. Large signatures with capitalized first letters, for instance, demonstrate confidence. "Your signature is your authority in the world," he says. "That's your personal brand. That's what you project."

“The truth is, there’s a science behind it and it's based on each personality trait (and there's over 100) that I can see are directly linked to a specific physical symbol or line that you write on the page,” Jamie says.

I was blown away by how much Jamie could tell about my personality and behavior from two sentences handwritten on a piece of paper. It was impressive and a bit frightening.

Now before you go thinking that handwriting analysis is some sort of slick party trick, you should know that it's been used for decades by law enforcement, science and academic communities. In business, companies have used handwriting analysis to vet job applicants and predict job performance.

Body language

So much of our communication is nonverbal, yet so many of us are unaware of how we use our bodies to communicate with others.

Mark Bowden is a world-renowned body language expert and the founder of TRUTHPLANE®, a company that works with CEOs, politicians and other notable leaders on their nonverbal communication skills. Mark has written three books on body language, and was voted the #1 expert in the world on the topic.

Rather than reading other people’s body language — “Your chances of getting it right are pretty low,” Mark says — he suggests using body language to improve one’s own nonverbal communication. If every sales interaction is about trust, then what are you consciously (or unconsciously) doing to establish trust and credibility with others? How do we know that somebody is credible. How do we know that we can trust and believe in them? This is where the body language comes in, Mark says.

“The most powerful moment of knowing if someone can be trusted is when we first see them behave,” he says. “It’s the moment you walk in the room. It’s the moment I see your face.”

Mark also warns companies not to use body language as a panacea. “It is a thin slice, a moment in time that, yes, you can use to help the accuracy of your judgements about other people, yourself and your relationship,” he says. “But you wouldn’t want to base everything on that thin slice, that moment.”

Body language, just like any other tool, is merely a data point. It’s one element that can be used to improve performance. Don’t overemphasize one piece over another. If you use these tools as valuable components of an overall strategy, then you will see amazing results.

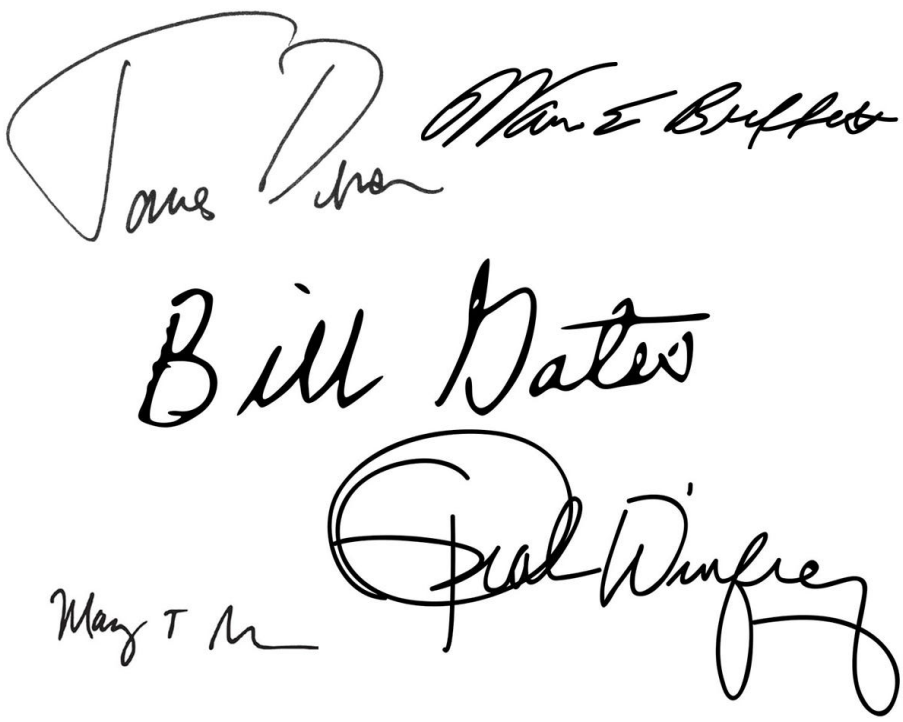
By changing the way you sign your name or changing the way you present your own body language you can change the way others perceive you, and you just might even change the way you see yourself.

Follow me on Twitter or LinkedIn. Check out my website.

Ian Altman

I am an author, strategic advisor and internationally sought keynote speaker on integrity-based sales and business development. As a services and technology CEO for two ...

Here's what handwriting analysts say about the signatures of Bill Gates, Mark Zuckerberg, and 13 more successful people



You can learn a lot about people from looking at their signatures, two professional handwriting analysts say. Business Insider

- + DQGZ ULWLQJ DQDO\VW FDLP \RX FDQ OHDUQ DERXW RP HRQH V FKDUDFWHU E\ ORRNLQJ DW WKHLU Z ULWLQJ VW\OH
- : H DVNHG WZR RI WKHP WR DQDO\]H WKH VLJQDWXUHV RI %LOO* DWHV 0 DUN=XFNHUEHUJ 2 SUDK : LQIUH\ DQG RWKHU VXFFHVVIXO HDGHUV

+ DQGZ ULWLQJ LV DNH ILQJHUSULQW 1 RW VZ R SHRSOH KDYH H[DFW WKH VDP H

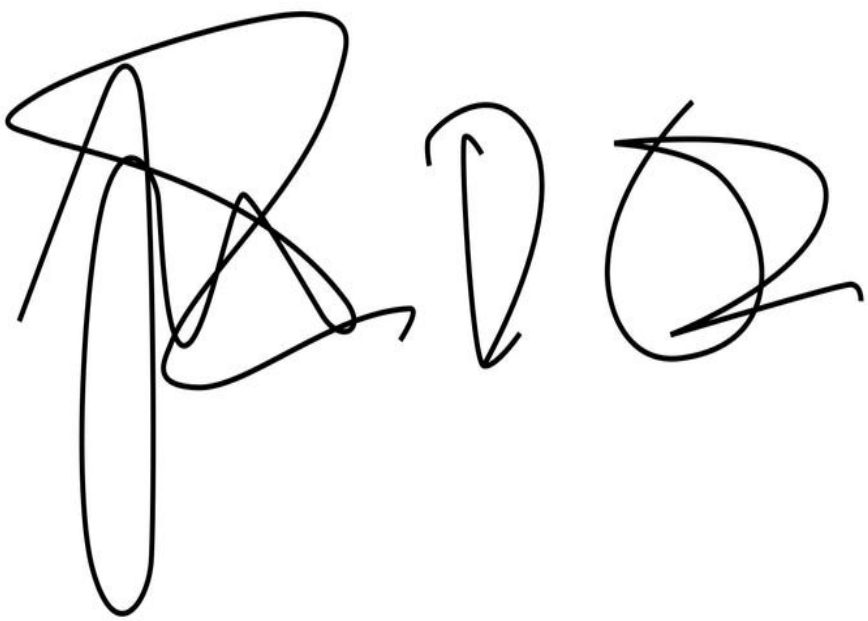
$ OWKRXJK KDQGZ ULWLQJ DQDO\VLV KDV SOHQW RI GHWUDFWRUV H[SHUW VLQ WKH ILHOG FDLP WKDW RQHV KDQGZ ULWLQJ FDQ WHOO UDSK FXHV DERXW WKH USHUVRQDOW Z RUN VW\OH DQG SV\FKRORJLFDO WDVM

+ DQGZ ULWLQJ DQDO\VW DUH NQRZ Q DV JUDSKRORJLVW DQG Z HDVNHG WZR RI WKHP ² . DWKL 0 F QLJKW DQG (OLQH&KDUD² WR DQDO\]H WKH VLJQDWXUHV RI Z HOONQRZ Q EXVLQHVVOHDGHUV DQG WKOOXV Z KDWWKH\ VDZ

1 RWH WKDWJUDSKRORJ\ LVQWD IRRSSURRI P HWKRG DQG Z HKDYHQR Z D\ RI FRQILUP LQJ WKH SHUVRQDOW VXJJHVWLRQV EHORZ 5 DWKHU WZNH WKLVH[HUFLVH LQ WKH VSLULWW\P HDQWI XQ DQGDV D UHP LQGHUWKDWDV\ RX DGYDQFH LQ \RXUFDUHHU IWKWWDERXWWHYHU WKLQJ \RX GR P DWWUV

+ HUHVZ KDWWKH\ VDLG DERXWWKH VLJQDWXUHV RI %LOO* DWHV 0 DUN=XFNHUEHUJ 2 SUDK : LQIUH\ DQG RWKHUFRQV

Tim Cook, Apple CEO

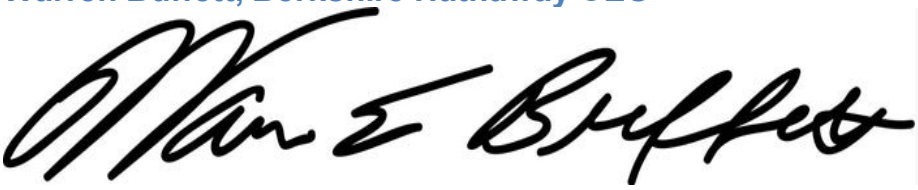


Wikimedia Commons

(ODLQH &KDUDO 7LP ¶VLOHJLEOHVLJQDWXUHLQGLFDWHVKHLVDSULYDWHSHUVRQZKRLVSDUWFXODU DERXWZKRKHDORZVFORVH 7KHFLUFOQJ ZLWKLQKLVVLJQDWXUHUHOHFWVDSURWHFWLYHVWDWHWKDW KHSVKLP DGP LWRQO WKRVHWR KLVLQQHUFLUFOHWKDWKHFDQDEVROXWHO WWKW

+LVKLJK FDSLWDOOHWWHUVLQGLFDWHKLVVWRQJ OHYHORI FRQILGHQFH KLVDP ELWRQ DQGKLV SURP RWRQDOWDQW7KHKRRNVDWWKHHQGRI HDFK SRUWRQ RI KLVVLJQDWXUHVDUHQZQ DV WWQDFW KRRNVWKDWLQGLFDWHWKDW7LP ZLOODFKLHYHZKDWHYHUXWWR GR DQGZRQ¶WJLYH XS XQWLOHYHU DYHQXHKDVEHHQ[SORUHG WKH\ DOR VXJJHVWWKDWRQFHKHDFKLHYHVVRP HWKLQJ LV LVKLV² KHGRHVQ¶WOHWLWJR

Warren Buffett, Berkshire Hathaway CEO



Wikimedia Commons

. DWKL0 F. QLJKW 7KHIDULJKWWDQWRI WKLVVLJQDWXUHUHYHDOVDWKHH[WURYHUWZKRLV VHQWLP HQWDODERXWKLVIULHQGVDQGIDP LO DQGLVSURQHWR LP SXOLYHQHVV (YHQ WKHEHWV ELOOLRQDLUHVDP RQJVWKVFDQ EHLP SXOLYH

%XWKHKDVWKHQRUWK VR VRXWK UXQQLQJ ORRS NLFN VWDUWQJ WKHOHWWU: LQ: DUHQ ZKLFK UHYHDOVKHZLOOGHILQLWO WZNHUHVSRQVLELOLW + HLVDP DQRI YLVLRQZKRFDQVHHWKHHQGUHXOW TXLFNO + HZLOODZDV VEHHDJHUWRJHWWR WKHHQGJDP H

Jeff Bezos, Amazon CEO

BI

0 F. QLJKW 7KHOHWWDQWRI KLVILUVWQDP HVKRZ V VRP HRQHZ KR Z LQQQHG WR SXQDZ D\ IURP WKHP DGGHQLQJ FURZG IURP WMP HWR WMP HDQG Z LWKGUDZ WR KLVFDYHIRUVRP HLQWRVSHFWRQ 7KH GHJUHHDQJOHRI WKHILQDOWRWNHLQ%H[RVUHYHDOV KHZ LQQFRP HRXWZ LWK DQHZ LQVLJKWRQH WKDWLV IXQORI FFXUDJHDQG DSKLORVRSK\ WKDWD\ V WKHUHDUHQR SUREOHP V RQ\ VROXWRQV

&KDUDO 7KHILQDOWRWNHRI KLVVLJQDWXUH]RRP VXSZ DUG LQGLFDWQJ RSWP LVP DP ELWRQ DQG DQ DELOLW WR µKRRWRUWKHWDUV¶+ LVVLJQDWXUHP RYHVXS RQ KLVSDJH LQGLFDWQJ KLV RSWP LVP

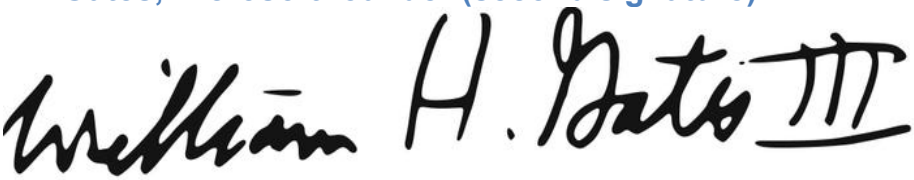
Bill Gates, Microsoft founder

Wikimedia Commons

0 F. QLJKW 7KHUHLVQR ZLP S\ SUHVXUHLQ WKDW EDUFURVLQJ +HLVGHWMP LQHG 7KHFORVHG UHMDFHG / ¶VUHYHDOKHLVQR SLHLQ WKH VN\ GUHDP HUEXWNHHSVD FORVHFKHFNRQ UHDOW

7KHRSHQORRS LQ WKH7 UHYHDOV D VHQVLWLYLW WR VHQVLWLYH WR FULWLFLVP VR Z KHQ HQJDJLQJ Z LWK KLP SHUVRQDO RUSURIHVVLRQDO FKRRVH\ RXZ RUGVFDUH XQO RUKHP D\ WZNHRI IHQVH

Bill Gates, Microsoft founder (second signature)

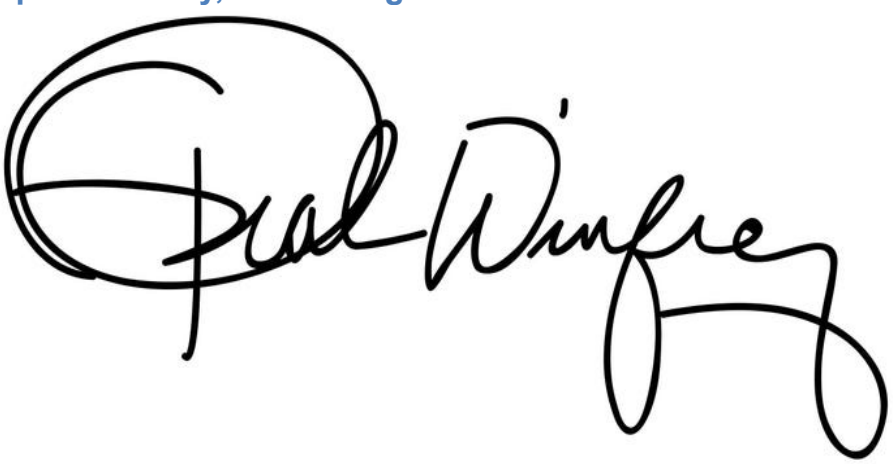


Wikimedia Commons

0 F. QLJKW $QV VLJQDWXUHZ KLFK LQFXGHV WKH IRUP DOLLWWQDP H P LGGDHLQWLDODQGDWQDP H DQGRI FRXUH , , , UHYHDOV DZULWWUZ KR DGKHUHV WR VRFLDOQRUP VDQGZLOODOR GR ZKDWLV[SHFWMGRI KLP + HLVQRWHDLO VWDQHGLQR RURXWRI WKLQJVE\ WKHFRVHGERWRP HG V + HWDNHVP XFK SULGHLQ KLP VHO DQGKDVILHUFHSRZHUVRI FRQFHQWUDWQ

&KDUDO %RWK RI %LOO* DWMM¶VJQDWXHVDUHOHJLEOH LQGLFDWQJ KHLVYHU JHQXLQH %RWK RI %LOGV WEDUVDUHSDFHG KLJK RQ KLVWWMP V LQGLFDWQJ KH¶QDVHWKLJK JRDOV ERWK WEDUVDUHILLP LQGLFDWQJ KLVILLP ZLOSRZHU $QDRI %LOG¶VOHWMUDT¶VUHVHP EOHR¶V LQGLFDWQJ KHLVVRP HRQHZKR ZRUNVKDUGDQGP DNHVLWSSHDUHDV\

Oprah Winfrey, media mogul



Wikimedia Commons

&KDUDO 2 SUDK VG\ QDP LF LQLWDOV LQGLFDWMJRRG VHO FRQILGHQFH KLJK FDSLWDOOHWMUV DVZHOO DVH[FHQWULFLWO LP DJH ZLGHFDSLWDOOHWMUV 7KH QHGOHSRLQWRQ KHUOHWMU U LQ KHUILUW QDP HDVZHOODVWKHVDP HVWMRNHLQ KHUIP LQ QDP HILQGLFDWMV VKDUSP HQWDOSHUFHSWRQV

7KH VWLFN VWMRNHRQ KHUOHWMU S LQGLFDWMV KHUORYHRI GHEDWMDQG GLVFXVLRQ DQG KHUORYHRI EHLQJ HIHFWLYH DWP DNLQJ KHUSRLQW+ HUOHWMU D LQ KHUILUWQDP HIVRSHQ DWWKHWRS LQGLFDWQJ KHUORYHRI VKDULQJ KHULGHDVDQGWKRXJKWZLWK RWKHUV

Mary Barra, General Motors CEO

Wikimedia Commons

0 F. QLJKW 1 RWLFHKRZ WKHILUWQDP HIVOHJLEOHDQGWKHODVWQDP HIVQRWDQGDOR QRWLFH WKHUHIVJUHDWVSDFHEHWZHHQ KHUQDP HVDQGP LGGOHILQLWDO* LYHWKIVZRP DQ WKHVSDFHVKH FUDYHVVR VKHFDQ EHWKHJHQLXVWKDWWKHIV ' RQRWFURZGKHU

7KHUHLVERWKGHSWKRIFKDUDFWUDQGWKRXJKWZLWKWKHGHHSZHGJHVLQKHU0 7KH<FRVHV ZHOOEHRUHLWUHDFKHVEDFNXSWRWKHEDVHOLQHZKRZLQJVKHOLNHVWRDVRFLDWHZLWKWKRVHZLWK ZKRP VKHIHHOVDNLQGUHGVSLULW

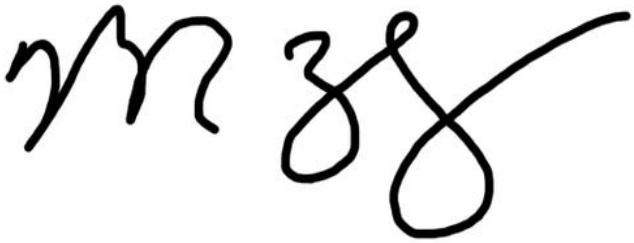
Jamie Dimon, JPMorgan Chase CEO

Wikimedia Commons

0F. QLJKW 2QHFDQQRWP LVWKHWRZHULQJILJXUHDWWUVWR-DP LH' LP RQ¶VILJXDQGODWQDP H 7KHVLJQRIDSHUVRQZKRSRVHVVHVDQH[WUHP HVHQVHRIVHOD RUKHDOWK\ HJR DVLWVDQR EHHQ FDOOHG + LVP LQGZRUNVOLNHDVWHOWDSDVKHZULWVZLWKJUHDWSHHG + LVP LQGZRUNVVRIDVW KLVSHQFDQEDUHO NHHSXSZLWKKLVP LQG

&KDUDO 7KHUHLVQRLGRWLQ-DP LH¶VIDP LO QDP H: KHQWKLVRFFXUVLQDP DWXUH LQWHQGJHQW ZULWLQJ VXFK DV-DP LHV LWLVNQRZQDVDQ[HFXWLYHWSHVWRNH¶WKDWLQGLFDWHVVWKDW-DP LH GHOHJDWHVGHWDLOLVDTXLFNWKLQHUDQGLV HDJHUWR JHWRQ ZLWKLW

Mark Zuckerberg, Facebook CEO



Wikimedia Commons

&KDUDO 7KHURXQGHGVRS RI WKHFDSLWDO0 ¶ILQ0 DUN¶VILUVWQDP HVXJJHVWV KHZ LOOEHSDWHQW DQGP HWKRGLFDOZ KHQ KHIVGRLQJ ZKDWKHIVLQWHUHVWVG DQGIQYHVWVG LQ 7KHP LG SRUWRQ RI KIV FDSLWDO0 ¶IVVXVSHQGHG DERYHWKHEDVHQH LQGLFDWLQJ 0 DUN¶VIGHDVDUHYLVRQDU DQGWKDWKH ZLOOFDUYHKIVRZQ UHDOW 7KHN EXFNOHDWWKHHQGRI KIVILUWQDP HWRZ HUVRYHUWKHRWKHU OHWWHUV² 7KIVIVDµGHILDQWµ¶WKDWLQGLFDWV0 DUN ZLOOQHGWR EHKIVRZQ DXWKRULW\ILJXUH

0 F. QLJKW 3ULYDF\ IVWKHQDP HRI WKHJDP HZLWK WKIVVIJQDWXH + HJXDGVKIVSHUVRQDO SULYDF\ DVKIVRZQ EXVLQHVV

Michael Bloomberg, Bloomberg LP CEO

Wikimedia Commons

&KDUDO 0 LFKDHO¶VIJQDWXHIVDOOEHXWSHG EHFDXVHKIVP LQGZ RUNVVR TXLFN0 KHZ LOOGR EHWWZ KHQ KHDVRFLDWVZ LWK WKRVHZ KR DUHHTXDOO TXLFNP LQGHG $OOKIVOHWWHUVFRQQHFW LQGLFDWLQJ KIVORJLFDOVHTXHQWLDOP LQGDQGKIVDELOLWV WR VROYHSUREOHP V 7KHILQDOWWRNHRI KIV OILQKIVILUWQDP HSOXQJHVEHOZ KIVEDVHQH LQGLFDWLQJ KIVHQGXULQJ GHWUP LQDWRQ

Mark Cuban, investor and Dallas Mavericks owner

Dallas Mavericks

0 F. QLJKW 7KHKHLJKWRI WKHOHWWHUV VKRZ KHSDFHVJUHDWP SRUWDQFHRQ DFKLHYHP HQWDQG WDNHVJUHDWSULGHLQZKDWKHKDVDFFRP SOLVKHG 7KLVP DQZLOOQHYHUNQRZ WKHP HDQLQJ RI GHHDWHYHU 7KHILQDOHQGLQJ VWDWHPHQWRP SRXQGVWKLVWKHP HHYHQIXUWKHU

&KDUDO 0 DUNTVVLJQDWXHLVLQDHJLEOH VXJJHVWLQJ KHLVDP RUHSULYDWHSHUVRQ QR P DWWUKRZ RXWZDUGKLVSHUVRQDOW VHHP V + LVKLJK FDSLWDOOHWWHUV LQGLFDWVFRQILGHQFHDQG DKDOWK\ HJR

7KHKRRNRQKLVFDSLWDO&¶RQKLVIP LO QDP HDQGWKHIDFWWKDWWLVOHDQLQJ DJDLQWWKHRWKHU OHWWHUVLVDSURMFWRQWKDWLQGLFDWVVQR RQHZLOOEHHQWULQJ WKDWLQQHUFLUFH¶XQGHVV0 DUN DEVROXWO DQRZ VLW7KHILQDOWWRRNHRI KLVVLJQDWXH]RRP VWRWKHVNLHV LQGLFDWLQJ RSWP LVP DP ELWRQ DQG DQ DELOW WR VKRRWRUWKHVWDUV

Richard Branson, Virgin Group founder

Wikimedia Commons

&KDUDO 5LFKDUGVVLJQDVXUHLVYHUWFDOVDQWG LQGLFDWQJ KLVSRLVH REVHFWLYLW DQG DELOLW WR VWD RXWZDUGO FDP XQGHUSUHVVXUH + LVYHU KLJK FDSLWDOHHWWLV LQGLFDWH KLVFRQILGHQFH DQG KHDOK\ HJR VWHQJWKV + LVIXOO ORRSHG K LQKLVILLWWQDP HLQGLFDWH5LFKDUGVDFWLYH LP DJLQDWRQ

0 F. QLJKW / DUJHILLWWHWWUVWR HDFK QDP HLQ DVLJQDXUHUHYHDO SHUVRQ ZLWK DVWURQJ VHQVHRI WKHLURZ QZRUK 7KHWLQ\ OHWWHUV WKDWDOODIWUVKRZ KHKDVVWURQJ SRZHUVRI FRQFHQWUDWRQ 7KHYHUWFDOVDQWUHYHDOVWKDW%LDQRQ WUKVWKLVEULQRYHUKLJXWHHQJV + H LVORJLFDODQG SUDFWFDOLQ KLVEXVLQHVVVDYY\

Indra Nooyi, PepsiCo CEO

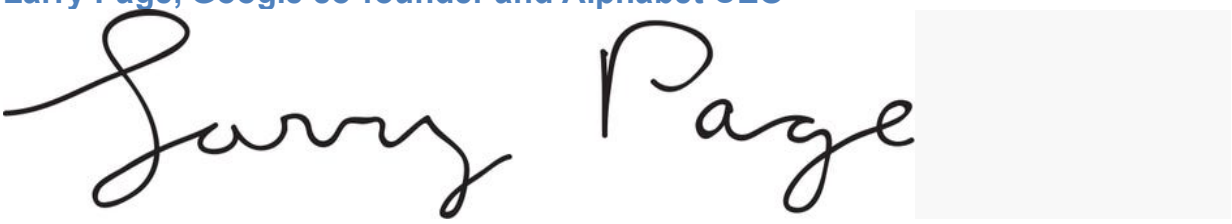
PepsiCo

&KDUDO 7KHXQGHUVFRUHEHQHDWK, QGUDVVLJQDWXUHLQGLFDWVKHUVWRQJ VHO UHDQFH 7KH KRRN DWWKHEHJLQQLQJ RI WKLVXQGHUVFRUHLV DQ DFTXLVLWLYH KRRN LQGLFDWQJ KHUGHMLUHVR DFTXLUH JRDOVDQG LGHDV 7KHSHURG DIWUKHUQDP HLQGLFDWVKHUGHFLVLYHQHVV 7KHWZR GRWV EHQHDWK KHUXQGHUVFRUHLVKHUVHQVHRI IDLUDQG VKRZ P DQVKLS

+HUWLFN QDNH \ LQ KHUIDP LO QDP HLVNQRZ Q DVD ORQHU WWRNH DQG LQGLFDWVVKHGGR KHU EHWWZRUNLQGSHQGHQG LWDOR LQGLFDWVP DQDJHP HQWDQGHDGHUKLS DELOLW

0 F. QLJKW 7KHFRQFHVVG ILLWWDQGODVWQDP HVXJJHWWVWKDWDP LO LVH[WHP HO LP SRUWDQWR KHU GHVSLWWKH IDFWVKDWKH GRZQWRNHR WKH \ ZKLFK KDVQR ORRS UHYHDOVVKHVLP SO P XWKDYHWP HWR KHUHO

Larry Page, Google co-founder and Alphabet CEO



Wikimedia Commons

0 F. QLJKW &HDUDQGHDV WR UHDG WKHVLJQDWXUHLVIULHQGO DQG HJLEH² P HDQLQJ KH¶V ZLQQQJ WR HVWKH SXEOF VHZKR KHLV + DQGV RQ LQP RUHZD\ WKDQ RQH WKHIDVWRSVR WKH UVVKRZ KHZRUNVZHOZ LWK KLVKDQGVDQGODNHVWR LQYHQWWKLQJV

&KDUDO %RWK KLVHWWUUVKDYHIDVWRSV LQGLFDWQJ KLVP DQXDOG[WULW 7KHVP DOOERS LQ WKH \ RI KLVILLWWQDP HLQGLFDWVKHZLOOEHYHU SDUWFXODUERXWKLVFKRLFHRI FORVHIULHQGV HYHQ WKRXJK KHP D\ NQRZ P DQ\ SHRSOH

Barbara Corcoran, investor

Fanmail/J. Madigan

&KDUDO %DUEDUDV VLJQDWXUHLVLGHQWLFDOWR LQGLFDWLQJ VKHLVDSULYDWHSHUVRQ WKHFDSLWDOLVWLQKHU VLJQDWXUHDUHRYHUZULWWQ ZKLFK LVDSURWHFWVWRNHHSSHRSOHIURP HQWHULQJKHULQFRPH XQOHVVVKHDEVROXWHO SHUP LWW7KHUHLVDVXEOLQDOGRODUVLQ KHU VLJQDWXUHWKDWLQGLFDWHVVKHLVSRVLWLYH0 P RQH\ RULHQWHG 7KHILQDOWRNHRI KHUVLJQDWXUH]RRP VXSZDG LQGLFDWQJ KHUAP ELWRQ RSWP LVP DQGDELOLW\WR VKRRWRUWKHVWDUV

Jeff Immelt, former General Electric CEO

Wikimedia Commons

0 F. QLJKW : LWK VWMDP URQHU VWRNHVLQKLVKDQGZ ULWQJ LVW\DGHILQLWHLQGLFDWRQ WKDWWKH RQO\ WKLQJ VWDQGLQJ EHWZHHQ KLP DQGZKHZDQW LV« QRWKLQJ + HJRHVDIWUZKDWKHVHW KLVVLJKWVDQGWKH WLHVWRNH LQWKHODWWHWMURI KLVQDP HVKRZVKHKDVWKHSHUVLVWQFHWR EDFN LW

&KDUDO 7KHIODWEERWRP ORRSLQWKH - RI - HI¶VILLWWQDP HDQGWKH , RI KLVIDP LO QDP H LQGLFDWMKLVQHHGWR H[FHODQGWR EHWWKLVSHUVRQDCEHWW

7KHVWZUVKDSHLQWKH WRI - HI¶VIDP LO QDP HLQGLFDWMVKLVWMQDFLW - HI GRHVQ¶WVLYHXS XQWLO HYHU DYHQXHKDVEHHQ H[SORUHG

SEE ALSO: **What your handwriting says about you**

DON'T MISS: **I've traveled to 25 countries and everyone wanted to ask — or tell — me the same things about the US**

5 Types of Signatures You Must Avoid

Normally, I desist from analyzing signatures unless they are accompanied by handwriting samples. If the signature is analyzed in isolation, there are chances of me going wrong about the personality of the writer.

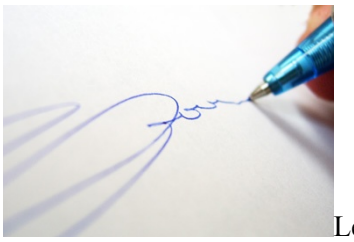
It's because handwriting shows how the person is, whereas signature reveals how he wants the world to see him. Hence, it's possible that signatures can mislead me.

They can project a face that may not be true at all.

However, signatures cannot be written off as unimportant because though they may not be adequate for the purpose of a complete handwriting analysis, they are a part and parcel of the writers' lives. Every time you do a signature, you make a statement to yourself and to the rest of the world, saying, "See, this is who I am." It means that the signature is a reflection of how one behaves in public and how he handles himself. A woman may wear a pleasant smile all the time (reflected by signature), but whether she is really happy or not, will be revealed by her handwriting, not signature. Hence, it is not fair to judge a book by its cover, but still the cover is crucial because it keeps the pages together.
So, in this article, we will talk only about the covers i.e. signatures. There are many kinds — good and bad. I can't discuss them all. Here, I will tell you about five kinds of signatures you must avoid. I will also tell you why. If you find yours similar to any of them, change it immediately.

But before that, a few more words on signature. Many of us decided on our signatures when we were around 15 years of age. We liked a combination of strokes and decided that this is how our signature

should be; this is how we should appear to the world. All that is fine. No problem here. But would you disagree that as a teenager, our needs and responsibilities were different from what we have as an adult? We had fewer responsibilities and a certain attitude towards life and the world around us. As a grown-up person, we now have many more responsibilities and at times we need a great deal of attitude adjustment to survive.

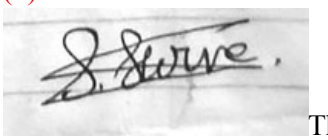


Let me explain: as a 15-year-old, many of my needs were being fulfilled by my parents. Whatever I needed, I was given. If did not get something, I would even throw tantrums. Never felt any need for attitude adjustment. I did not even know what attitude adjustment meant. Understandably, with an approach like that, it would be difficult to survive because people around me do not love me as my parents did. They will not be as forgiving as my parents were. They have no reason to put up with my tantrums. As a result, I might lose friends. Similarly, if one is used to getting things too easily and effortlessly, one will lack patience in real life and therefore would become a quitter. Now, you tell me: how far will a quitter go? Well, these are just a few examples. There might be many more.

So, the question arises is how the attitude and approach of an individual is linked to his signature. I said in the beginning that signatures show who we want ourselves to be. And every time we sign in a particular way, we reinforce those beliefs. Therefore, if we change the way we sign our names, it will result in a change of attitude far more conducive to interpersonal harmony. Let's see how.

JUNK THESE SIGNATURES

(1) STRIKE-THROUGH SIGNATURE



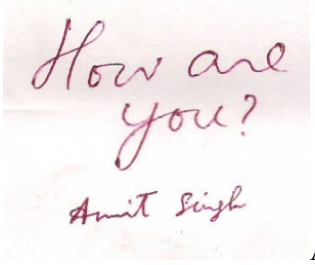
This is one kind of signature which I always find alarming. The signature you see here has been lifted from the suicide note of a Mumbai-based girl who killed herself in 2008 under the pressure of exams. The girl wrote in her suicide note that she was taking the extreme step because she was not well-prepared for her exams. The baseline of her suicide note clearly said she was depressed and her signature said she really did not like herself. Look at the strike-through strokes in her handwriting. Such strokes in signatures reflect self-hatred, a tendency to stab and punish oneself . That's exactly what the girl did.

If you have a signature with horizontal or vertical strike-through strokes (like my reader Mr Chaturvedi has), get rid of it because every time you do a signature like this, you reinforce whatever the strokes stand for. If it's self-hatred, you will dislike yourself all the more and take rash steps to sabotage everything you have accomplished or achieved. Therefore, keep it plain 'n' simple.

(2) CAMOUFLAGE SIGNATURE

To be honest, I had this type of signature till about four years ago. On the face of it, the signature looks clean and there are no twisted strokes here. But notice the first letter of my name and a circle around it. Now, here is the problem. The stroke is not right. The circle, which kind of camouflages my first name, is self-limiting. Circles around the first name (see another example) shows the person gets very defensive in public and he is too protective about himself. Such a writer has a problem making friends because they do not open up and are always scared of getting hurt. They suspect the motives of people around them, which results in their social isolation. Consequently, they fail to become a part of the life around them. Usually, people who are extremely sensitive have such signatures. The circle is used by the writer as a protective robe to avoid pain. If you have such a circle around your signature, get rid of it. I did that. The results will surprise you.

(3) VERY SMALL SIGNATURE



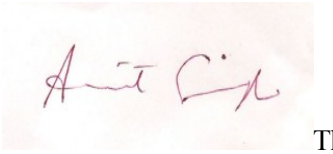
A very small signature reflects lack of confidence to pull off day-to-day tasks. If it co-exists with other strokes showing low self-esteem, such as low t-bar and small personal pronoun, it becomes an inexhaustible source of diffidence. Whenever such a writer is in a group, he thinks he is the one who has less of everything — looks, money, talent or success — than others. They are the people whose self-respect is always trampled by the crowd. They become an easy target because they do not protest. They lack the courage to speak their mind. After several bruises, they begin to avoid social gatherings. In many cases, such people develop psychological problems. If you have such a signature, enlarge it a bit. But not too much.

(4) TRACE-BACK SIGNATURE

A lot of people I met have this signature. From the last stroke, they go backward — from left to right — and draw the underline without lifting the pen. This is called trace-back signature. Such writers never come out of their past and most of the time, they run in reverse gear. They think too much about past matters and that the days gone-by occupy more space in their mind. They fail to let go of something that was good or bad in the past. Recently, I met a businessman who most of the time kept talking about how bad his last garment business was and how it failed “despite his efforts”. I tried to engage him into a conversation on his current business, but after a minute or two, he would again go back to the old one. I have a question for you. What do you think the businessman would have been doing while running that garment business? My guess is he would have spent more time talking about his previous business. If you have a similar signature, draw an underline from left to the right.

1RHV7KHDUFDQRKVWVSMRLDFEDNFDQG UXQQHGUHQ[DMV

(5) SCRIBBLED SIGNATURE



This is one of the most common signatures. Such writers are always in a hurry. They say: “I have to sign hundred times in a day. I can’t write my full name…” There are two reasons they scribble. One, their mind is faster than their hands. And second, they are hoity-toity rascals who tell others: I don’t care whether you can read my handwriting or not. I am just too busy to be bothered by that. I have no time for you…” Such writers seldom take total responsibility for things in their lives. For example, many people scribble on their credit card charge-slips so that it could never be proven they made the purchases. Also, such individuals are too busy for themselves. Yes, you heard me. They are too busy for themselves and seldom finish their tasks and blame it on others. If you have this signature, write your full name. It will slow you down a bit. But you will complete everything you do. Sounds good?