

Trident Times

MONTHLY UPDATES OF PEOPLE AND ACTIVITIES OF
TRIDENT MICROFINANCE

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THINK IT OVER:

“India is not a poor country, it is a poorly-run country” – *William Nanda Bissell of Fabindia*

Branch Expansion

We are glad to inform you that in June 2010 our MD Kishore Kumar Puli inaugurated Nagpur-4 branch by performing Pooja in the presence of Regional office and branch office staff.



Nagpur-4 Branch opening by
Mr.Kishore Kumar Puli, MD

Mobilisation of resources from the banks

Kotak Mahindra Bank sanctioned a Term Loan of Rs.4 Cr. in June 2010. The same is being availed. Our contact with other banks and Financial Institutions is in progress.

Mobilisation of Additional Capital

We are required to maintain a Capital Adequacy Ratio as stipulated by the Reserve Bank of India. Hence, we are in discussions with the prospective investors for investment in our company to maintain the Capital Adequacy Ratio in tune with the increase in the size of our portfolio.

HR Initiatives- Spotlight Awards

All branches are aware of the Spotlight Awards announced recently. While we advise all the Tridentians to strive their best to see their names in the Winners list next year, we exhort the winners to step up their dedication to Trident to continue to remain in the Winners list.

Operations Policy in Marathi

The Operations Manual has been translated into Marathi language for the use of our staff in Maharashtra state. The manual is being sent to branches shortly. We advise all the staff members to go through the manual carefully and understand the rationale behind every procedure and implement the same in their branches. We invite the particular attention of the staff members to the areas such as the client protection policy, behavior with the clients, recovery methods and convincing the clients to ensure that no loan becomes a problematic one for recovery, etc. Any suggestions to improve the efficiency of Trident in any area are most welcome and the same should be sent by mail to the Managing Director.

"One of the most distressing consequences of globalization is the increase in the wealth of a few while hundreds of millions of people still live in poverty. However, microfinance is a powerful tool to begin to change that."

– *Marilou van Golstein Brouwers*

“Efficiency deals with doing the things rightly whereas effectiveness is doing the right things” – Peter Drucker, Management Guru

Great Minds Discuss Ideas

The most uncivilized activity of the civilized world is gossiping. In gossip, the tongue and the intelligence are let loose. Gossiping is vulgar indulgence. In fact, people come together to form associations and clubs, and gossiping is the lifeline for their fellowship. The most dominant preoccupation of these groups is to discuss about those who aren't present. Never trust a gossip. After you leave, the one who was gossiping with you will gossip about you with others. Every gossip will gossip about other gossipers, and this is the noble truth.

We shamelessly distort the images of people through gossip, without the slightest care about how much it might affect their lives. Gossip is judgment passed out of half knowledge. Every gossip eventually drinks his own poison. He becomes highly other people conscious. His mind is curious all the time “What are others saying about me?” Judge not and ye shall not be judged. The contrary is also true. Judge and ye too will be judged. Curiosity and inquisitiveness are the lifelines for human evolution.

When this thirst and hunger for knowledge is canalized towards realizing the higher realities of life, growth happens. We make a blunder by feeding this very thirst and hunger for knowledge with gossip. Aristotle, Freud, JK and for us – the quest to know is the same. If they had been gossipers, they would have been among us. If we can stop gossiping, we can be among them.

Trident Operational Summary (as of June 30, 2010)

Clients (active)	202,225
Loan outstanding (in Rs.000)	1,403,664
Cumulative Loan disbursement (in Rs.000)	3,754,970
Repayment rate	99.66%
Average loan size	9599
Branch (total)	70
North	42
South	28
Staff (total)	503
HO	57
Urban	181
Rural	265

Ponkam Hussain (Nizamabad, ABM)
 July 17: C. Amarnath Reddy (H.O., Sr. Exec-IT)
 J. Ravi Kumar (Fatehnagar, BM)
 July 19: Sandesh Ashok Gawai (Nagpur-1, CRO)
 Y. Mohan (Miyapur, CRO)
 D. Srisailam (Khazipet, CRO)
 July 20: Jayesh Badole (Amaravathi, CRO)
 Syed. Farooq (Punjagutta, CRO)
 Kosna Venu (H.O., IA. Asst.)
 July 21: G. Thukaram (Armoor, CRO)
 July 23: Vikas Shukla (Bhopal, CRO)
 July 26: Roshan Kohle (Hinghanghat, CRO)
 July 27: Karnakota Pandurangam (Miyapur, ABM)
 K. Bujjubabu (Miryalaguda, CRO)
 Arvind Hiralal Khobragade (Wardha, CRO)
 Swapnil Madhukar fande (Nagpur -2, CRO)
 July 28: R. Subhakar Rao (H.O., SM-IA)
 Shaik Basha (Yusufguda, BM)
 Pilli Srinivas (Nagpur -1, BM)
 Salim Shaik (Nagpur -2, CRO)
 July 29: K. Sujatha Rani (Nampally, BM)
 July 31: Devendra Raurale (Wardha, CRO)



CONGRATULATIONS! Birthdays – July 2010

July 01: Kondaveeti Sheshagiri Rao (H.O., UM)
 Medhini Laxmi (IDPL, ABM)
 Shakti Garg (Itarsi, BM)
 Jagannath Prasad Awasthi (Itarsi, CRO)
 S. Anwar Basha (Kawadiguda, CRO)
 Ashok Tiwari (Chinnndwara, CRO)
 Dasri Kumar (Kawadiguda, CRO)
 July 02: K. Ram Babu (Mancherial, UM)
 Sk. Moulali (Miryalaguda, CRO)
 July 03: Nagula Santhosh (Metpally, CRO)
 Nitin Lahuchand Meshram (Wani, CRO)
 July 04: M. Mahesh (Nampally, ABM)
 July 05: D. Sripal Reddy (Golkonda, CRO)
 Ravi Barman (Chinnndwara, CRO)
 July 06: M. Srinivasulu (Warangal, UM)
 Ch. Hari Krishna (H.O.-Exec.I.A.)
 V. Vijay Kumar (Miyapur, CRO)
 July 07: Sachin Shankarrao Neware (Ballarpur, CRO)
 G. Nagarjuna (Bhongir, CRO)
 July 08: K. Sathya Narayana (Kodada, CRO)
 A. Bhopal Reddy (Miyapur, CRO)
 July 09: Deepak Vijay Singh (Dewas, BM)
 Yogesh Dhamgaye (Hinghanghat, CRO)
 Md Yasin Pasha (IDPL, CRO)
 July 10: B. Srikanth (Bellampally, CRO)
 Mahipal Reddy Podduturi (H.O., Sr. AM)
 R. Nageshwar Rao (Nalgonda, CRO)
 Dilip D. Choukone (Chandrapur, CRO)
 D. Anand Rao (Sironcha, CRO)
 M. Vijayalaxmi (Saidabad, BM)
 July 12: Vilas Rao Jude (Nagpur -3, CRO)
 July 15: Mukesh Varma (Jabalpur, CRO)
 Mudrakolla Suresh Kumar (Banswada, ABM)
 Erram Ramesh (Bodhan, CRO)
 A. Praveen Kumar Reddy (Mehdipatnam, CRO)
 B. Premnath (Nalgonda, UM)
 Reddy Ramesh (Manthani, ABM)
 July 16: T. Vasavi (H.O., A.O.)

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Please write to tridentvoice@tridentmicrofin.com with your feedback/ suggestions.

FIVE QUESTIONS FOR...

MR. A. VAMSHEEDHAR REDDY, AREA MANAGER (NIZAMABAD)



In each issue, this feature will victimize one (un) lucky Trident staff to be subjected to a round of five questions.

1. What were you doing just before joining Trident?

- Worked as a BM for 6 years in Share Microfin.

2. What do you do if you win Rs. 1 million in Lottery?

- I will use half of the amount for my family and remaining for poor people education purpose.

3. What is the secret for getting promotions in a very short period?

- I will take any work with challenge and do with interest.

4. Why you have received this Creativity & Innovation Award?

- First Trident recognized me as a best UM. When Educational loans and MEL products have been introduced, I took it as challenging and done my job accordingly. I took training classes for CROs with my own interest.

5. Is there something that you want to share with us?

- Work for the organization with trust.

“The secret of joy in work is contained in one word — excellence. To know how to do something well is to enjoy it” – Pearl S. Buck