



## Inspirational

Episode 18

# Garima Sharma

*Soft Skills Trainer, Mentor, Communication Skills, Life Skills, People Management*

*This episode of **INSPIRATIONAL** features a “True Story” from the life of **Ms. Garima Sharma** (Soft Skills Trainer, Mentor, Communication Skills, Life Skills, People Management)*

*“ We are what we are because of many people, circumstances and various kinds of influences that we come across in our journey called "Life". Today, I'll describe about various phases of my life, that led me to become what I am today!*

*I belong to a simple middle class family with my father being a Bank employee, my mother, a home maker and a younger brother. I lived in various cities in U.P. because of my Dad's transfers but we finally settled in Lucknow and I completed my education from Lucknow.*

*It might sound cliché but like most people in the Northern part of India, I also dreamt of becoming a Civil servant. I studied for that and gave my UPSC exams. Unfortunately, I could not clear the Mains part of the exam in any of my attempts. That failure just shook me completely because I couldn't fulfil my childhood dream.*

*All the preparations and all the hard work just seemed wasted and I was completely clueless as regards my career....what am I going to do now? Why is this happening to me?*

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*How will I face the world after this failure? After all the world looks at failures with a very different mindset.*

*It was then that I decided upon a Plan B, though it was too late and the biggest lesson I learned was that we should always have another plan ready for every walk of life. If something goes wrong with the main goal, a second option is always there to help us move forward.*

*My brother helped me tide over the situation and then I took up a job in Kotak Life Insurance, as their Life Advisor and also enrolled myself for PG in Journalism and Mass Communication. Since communication is something that I love doing, choosing this course felt just right. On top of it, my job.....that of meeting people, understanding them and then pitching a suitable insurance plan helped me all the more in honing my skills and learning more and more about it.*

*My Boss in Kotak once gave me an address of a government office where I was supposed to go, meet people and come back with at least one sale!*

*It was a challenge for me because that was my first experience and I was totally anxious and scared about it. But, it turned out to be quite an interesting and learning experience. It boosted my confidence to great levels.*

*It is always a good idea to go out of your comfort zone. This enriches us and helps us bring out our hidden potentials which we ourselves are not aware of!*

*A year later, my PG was complete and I was looking forward to new challenges professionally. When I got married and moved to Mumbai. I got so busy in my new life that career took a backseat. But for how long?*

*A few years and two kids later, I thought that it is time I should get back to work but what should I do now? I did not want to go back to sales at this point of time. So, after a lot of thinking and looking at everything I decided that I will start my own YouTube channel as that option would tick all my boxes.*

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*Once this was decided, the next question was what will I show on my channel? Many discussions were held with family and friends and we decided that I should share my knowledge of Soft Skills that I had directly or indirectly learned all these years. I started making and posting videos on various Soft Skills.*

*It was then and because of my videos, I got my first assignment as a Soft Skills Trainer! It was a big project by the UP DGP to train the UP Police on Soft Skills. Initially, I was very nervous as we all are but when my first training session with the police personnel went on smoothly, I knew that destiny wanted me to land up as a trainer and share my learnings .*

*Since then, there is no looking back and I wish to learn, share my learnings and keep on learning. Every experience adds something to our knowledge and that enriches us.*

*In my entire journey up till here, I have realized so many things.*

- *Failures do not mean end of the road. It means we are directed to something else.*
- *Stepping out of our comfort zones is very important to understand our potential.*
- *Create own opportunity if you don't find something suitable for you. Success will follow.*
- *Don't shy away from accepting offers that come your way. That might lead to something you may have always wanted.*
- *Always be positive. It really helps.”*

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***Website Link of this Story: <https://livingvirtuously.in/inspirational>***