R: My father and my brother look after the business in Kanpur, the sugar wholesale business which we have. And I was in private sector from the beginning because I was not interested in business. But slowly and gradually my interest built into this and I keep travelling to Lucknow though I am based in Kanpur. So that’s about my small family.

**M: Wonderful, what about your son, how old is your son?**

R: He is in high school actually.

**M: Okay, so he is slightly grown up now.**

R: Yes, he is a little grown up, he is almost about to complete his high school.

**M: Wonderful.**

R: I had my son a little late and if he would have been born on time then probably he would have been doing graduation.

**M: Not a problem. Age is no longer a factor.**

R: Right.

**M: So Gopal ji if I ask you -- in the entire day or in the entire week is there any moment or any time which you relish the most and if there is any such moment then why and what is the reason behind it?**

R: When I am free from my work and responsibilities -- and since we are a small family everybody has their own portion and everybody is on their floor and you feel a bit of independence in the evening time.

**M: Okay, so what do you usually feel like doing at this time?**

R: Morning after waking up I freshen up and take a bath and I again repeat the same process in the evening.

**M: Okay, so you again take a shower in the evening.**

R: Yes, I freshen up and take shower again in the evening and probably I get ready in a much better way in the evening when compared to morning.

**M: Okay, that’s interesting. And then what happens?**

R: I like being updated but my work is such that my morning routine starts a little late. I get ready in the evening and l like going and meeting my friends.

**M: So do you go to someone’s house or you go to a club or where do you all meet?**

R: These days clubbing is in trend in Lucknow as well as in Kanpur. For some reason if I am in Lucknow then I do clubbing in Lucknow but maximum times it happens in Kanpur. I also like visiting my friends place and sometimes we also go to the club and a small party happens. This trend has been continuing since many years and my day completes after doing all these things.

**M: Okay and what time do you return home?**

R: I return home not before 11:00 or 11:30 and sometimes it even gets late like 12:00 or 12:30.

**M: So do you have food after going back home or how it happens?**

R: It depends. Many a times we have heavy snacks and then I do have some food also, my wife also knows and I inform her beforehand whether I am going to have food at home or not. So this is how the schedule is like and in real estate sector often we have to oblige the clients, and sometimes we have to have such events to keep the team united. Moreover I have a circle like that and this is my routine not from now but from the past 15 years.

**M: Gopal ji, tell me do you have people working with you in your team?**

R: Yes, I have some associates but they are not on payroll actually, I have a limited staff of 1-2 people who are salaried but the other people are on incentive and commission basis and that is the kind of structure we have.

**M: Right, I understand. Supposing if I open your WhatsApp then how many groups will I see on WhatsApp?**

R: There are 4 to 5 groups. And like I told you when I return home I try to be updated as well, so I scroll through television channels as well, I take information as well, if I couldn’t read the newspaper in the morning then I read at night.

**M: Do you watch news on TV or you prefer to watch it online?**

R: I watch TV online as we have Wi-Fi at home and the TV is internet based, so I can watch pre-recorded programs on it at times. I am fond of music shows as well and I get news and information from here. Even if I am watching live news and I want to know what happened in the past four hours then I have an option of viewing that as well. So I remain updated by watching that.

**M: Correct. These days OTT platform is becoming very popular,**