

# THE **KAMAKSHI** JOURNAL

**Some Journeys Begin With a Question. Mine Began With a Margin.**

**Entrepreneurship Did Not Arrive as a Grand Plan. It Arrived as a Small Observation.**

My journey into entrepreneurship did not begin with a big office, a perfect business plan, or some dramatic moment where I suddenly decided I wanted to become a businessman. It began much more quietly. I was in the first year of college, and like many students, I had joined the student council. While most people around me were excited about organizing events, enjoying the college atmosphere, and being part of the activities, my mind kept drifting somewhere else. I was less interested in the event itself and more interested in understanding the business behind it. I would keep noticing the small things that others ignored who was supplying what, how much they were charging, where the money was being made, and whether there was a smarter way of doing it. That curiosity, more than anything else, was the real beginning of my entrepreneurial journey.



**The First Business Lesson I Learned Was Hidden in a College T-Shirt.**

One day, while working around student events, I noticed the T-shirts being printed for the college. They were being procured at around ₹250 to ₹300 per piece. Something about that number immediately stayed in my mind. I felt there had to be an opportunity there. So I did what I still believe every entrepreneur should do when something catches their attention I researched. I dug deeper, searched for suppliers, asked questions, compared costs, and found out that the same T-shirt, with printing, could actually be made for around ₹80 to ₹100. I still remember traveling nearly four hours outside Bombay to meet a dealer who was willing to supply them at that rate. That trip was not glamorous, but it changed my life. I came back, made my first deal with the college, and supplied those same T-shirts at around ₹150, earning a good ₹50 to ₹60 per T-shirt. It may seem like a small margin now, but to me, it felt like discovering a new world. That was the first time I understood what entrepreneurship really is not just selling something, but seeing what others miss.



**Before I Built a Company, I Built the Habit of Looking Closer.**

That first deal gave me something bigger than money it gave me belief. Slowly, I started expanding this small idea and supplying T-shirts to more colleges across Mumbai. One campus led to another, one conversation led to another, and before I knew it, this small idea had started becoming a real source of income. But even then, I had made one rule for myself very early on: no matter how much I earn, I will never spend all of it. I created a personal system that I still follow to this day 30% to invest, 30% to keep as reserve funds, 20% for business expenses, and only 20% to spend. At that age, I may not have fully understood finance in a textbook sense, but I understood one thing very clearly: money earned carelessly disappears, but money respected begins to build a future. That rule shaped me. It taught me that entrepreneurship is not only about making money; it is about learning how to control it.

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## **Sometimes Life Tests Whether You Want Celebration or Opportunity.**

I still remember one moment very clearly. It was 17th February, and my birthday was on 19th February. By then, I had done reasonably well for myself with the T-shirt business, and my friends were excited. They kept telling me, "You've done good business, now you deserve a proper celebration." We decided to book a nice room in a five-star hotel and throw a party. I had a friend who owned a travel agency, so I went to him for the bookings. But the moment I saw him, I could tell something was wrong. He looked tense and upset. I asked him what had happened, and he said he was frustrated because marketing agencies were charging a lot of money but were not delivering any real results. I do not know what happened inside me in that moment, but without thinking too much, I said, "I can do that for you."



## **Confidence Sometimes Speaks Before Preparation Arrives.**

The funniest part is that at that moment, I knew absolutely nothing about marketing or branding. Literally nothing. I still remember that while he went to the washroom, I quickly opened Google and searched for fancy-sounding terms in marketing just so that when he came back, I could say something impressive. When he returned, he looked at me and said, "But you don't know anything about it. What will you do?" And I immediately started throwing out terms like SEO, Google optimization, influencer marketing, and a few other phrases I had just learned minutes earlier. Somehow, that was enough for him to say, "Okay, make me a pitch and I'll think about it." Then he asked, "Anyway, you came here for bookings, right? Tell me, where do you want to book?" And that was the moment my mind changed completely. I told him, "Let's postpone the booking. I think I have something bigger here."

***"Opportunities do not always arrive when you are ready.  
Sometimes they arrive to test whether you are willing."***

**The Birthday I Did Not Celebrate Became the Business I Did.**

My friends were angry, shouting at me, and obviously upset that I had suddenly dropped our celebration plans. But somewhere inside me, I knew that one missed birthday party did not matter if it could lead to a new business. I locked myself in my office for the next three days and went into complete learning mode. I studied everything I could find on Google, YouTube, articles, videos, and courses anything related to marketing, branding, SEO, digital growth, anything at all. I still remember that birthday. While others were probably celebrating, I was sitting in that office for more than 19 hours, working, learning, building, and preparing. It was not glamorous. It was not easy. But it was one of the purest entrepreneurial moments of my life, because that was the day I understood that sometimes you have to choose delayed celebration for a greater future.

**The Birthday I Did Not Celebrate Became the Business I Did.**

After those days of intense preparation, I returned to him with my pitch deck. I was ready. He went through it, listened carefully, and he was genuinely impressed. He gave me the order. And that was the beginning of Kammakshi Tech Solutions. When I look back now, I smile at how crazy it all sounds walking into a travel agency for hotel bookings, seeing a friend upset, claiming I could solve a problem I knew nothing about, then disappearing for three days to learn everything I could before returning with a pitch. But that is exactly what entrepreneurship often looks like in real life. It is rarely neat. It is rarely perfectly timed. It is messy, instinctive, risky, dramatic, and beautiful all at once.



**The Moral Was Never Just About Business. It Was About the Way You Live.**

If there is one thing I have learned from that entire journey, it is this: never leave an opportunity just because you are not fully ready. Life does not always wait for perfect preparation. Sometimes the opportunity comes first, and the preparation follows. Of course, that does not mean being careless. It means being courageous enough to say yes, and disciplined enough to do the work after saying it. Many people walk away from opportunities because they feel they do not know enough. But the truth is, every master was once a student, and every professional was once a beginner. The people who build something meaningful are often the ones who are willing to learn faster than others hesitate.

**Looking Back, I Realize My Real Business Was Never T-Shirts or Marketing Alone. It Was Courage.**

When I think about how I got into entrepreneurship, I realize that the real story is not just about T-shirts, margins, birthday plans, or even the birth of Kammakshi Tech Solutions. The real story is about learning to act when something inside me said, "There is something here." It is about trusting instinct, respecting money, staying hungry, and not letting fear make decisions on my behalf. That is what entrepreneurship became for me. Not a job, not a title, not a trend but a way of seeing the world. A way of noticing, building, learning, risking, and growing. And if I had to sum it up in one line, I would say this: some people wait for the perfect opportunity; entrepreneurs learn how to recognize one before anyone else does.



**"Do not run from an opportunity because you are a beginner. Every expert was once standing at that same starting line."**