

I am often asked to describe how it all began - I mean the story of KZR and everything that followed. So here is a brief glimpse of the very beginning, for family, friends, colleagues, clients, prospects and indeed, for posterity.

My passion to help individuals from all walks of life to develop and prosper was triggered soon after I started my career in banking, back in 1976. However, I never quite saw training and development as an option for me to consider. It was when I attended a Dale Carnegie course in London in 1981 that my eyes opened to the possibility. I simply continued to harbor a dream of doing something to serve a multitude of people who inhabit our planet and can benefit from greater awareness and empowerment.

When visiting Pakistan from the UK on holidays, once every two years, I would ask some of my friends about the prospects of training and teaching as a vocation. Unfortunately, the responses I received were largely discouraging. I distinctly recall a friend telling me in 1988: "In Pakistan, everyone thinks they're a teacher. No one seems to be interested in learning." Despite this prevailing sentiment, I continued to believe that training and teaching held value, even if pursued on a voluntary basis.

"My cousin, Salman Ansari, was an exception. He knew me well from my days in London and understood my abilities as both a manager and a trainer. We met on June 11, 1991, at my aunt's house in Chaklala, Rawalpindi, Pakistan. This was only my second day in Pakistan after living in the UK for twenty years. Salman suggested that I pursue training as a career. I shared with him what I had been hearing about the prospects of this profession in Pakistan. Seeing my reluctance, he jokingly remarked, 'If you don't get into this work, then you too are a wimp!' I sensed that he might have given similar advice to others before, albeit without success. The word 'wimp' spurred me into action, and I impulsively replied, 'Where and when?' Without hesitation, he said, 'Tomorrow - at 8 AM!'

At the time, Salman was the General Manager of Marketing at Paktel, a subsidiary of the UK's Cable & Wireless Company. Paktel, one of the first cellular companies granted a license to operate in Pakistan, had commenced business in 1990."

On June 12, 1991, my third day in Pakistan, precisely at 8 AM, Salman picked me up from Chaklala and took me to Paktel's office in Islamabad to meet with Chris Edwards, who was the CEO of the company at that time. As I entered Chris's office, I remember spontaneously saying, 'Home from home!'"

I have never looked back since!

Kamran Rizvi

P.S. More will be added in the coming months :)