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THE YOUNG & PROFESSIONAL PROFILE

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BUSINESS PHILOSOPHY

Best way to keep a competitive edge

KG: Understand your customers and make their lives better

AG: Innovate

Guiding principle in life

KG: Dream big or go home

AG: Opportunity is a luxury

Yardstick of success

KG: Highly satisfied customers – we want billions of them

AG: Happy, successful customers

Goal yet to be achieved

KG: Sleep

AG: Sleep

Best practical advice

KG: Listen, think, and always be open to criticism. This is the only way to get better. If you start taking things personally, you will never change for the better.

AG: Try to put yourself in a position to have the maximum number of possible options at any point in time. If you have to pick, pick the best one, and try to move towards maximizing your options going forward from there.

Supportive words from a family member or friend on your venture

KG: "Don't wait till tomorrow. Get it done today" (based on a saying in Hindi - my father

AG: "Hard work never goes to waste" - my mother

Mentors

KG: Bob Nagel, former President of Peapod, and Michael Friedman, former President of Publishing at Barnes & Noble

AG: Marissa Mayer, Vice President of Search Products and User Experience at Google

Like best about what you do?

KG: Making a tremendous impact on the college admissions and future careers of thousands of students.

Those "Thank You" emails make all the 4 A.M. nights worthwhile.

AG: The sense of ownership makes it really fun!

Like least about what you do?

KG: I don't sleep well – PrepMe is always on my mind.

AG: The lack of sleep or vacation.

Most memorable business experience

KG: The first of many emails from a parent that said PrepMe helped her child get into a top university and win scholarship money, saving their family thousands of dollars

AG: Becoming profitable.

What motivates you for success?

KG: I love helping others attain their goals. It's very satisfying.

AG: I believe good things will happen if I create value in the world, so I focus on contributing in unique ways wherever I can – with our technology, with our students, within our company. The rest tends to take care of itself.

TRUE CONFESSIONS



At age 10, what did you want to be when you grew up?

KG: A microbiologist.

AG: An astronaut.

Biggest pastimes outside of work

KG: going to the gym, bhangra

AG: running, basketball

Person most interested in meeting

KG: Chandrababa Naidu. He was instrumental in moving Andhra Pradesh forward and improving governance. India needs more politicians with his courage and vision who will help create jobs, reduce poverty, and increase innovation.

AG: Elie Wiesel. He endured blind hatred, survived the holocaust, and rather than become broken and bitter, he emerged committed to the principles of tolerance, forgiveness, and freedom.

Leader in business most interested in meeting

KG: Narayana Murthy because of his tremendous drive and ability to stick with something almost no one else believed in.

AG: Warren Buffett because of the disciplined way he approaches both his personal and professional life. (Karan already met Mr. Buffett – lucky guy!)

Three interesting facts about yourself

KG:

1. Lived and studied in 5 countries, never lived in one place over 5 years
2. Been invited to Miss Teen Ohio and numerous women's business leadership organizations
3. I have been dancing and choreographing bhangra for 6 years

AG: 1. Till I was 16, I thought my name was made up.

2. I started programming when I was 10.

3. I can solve a rubik's cube in under a minute.

Three characteristics that describe you

KG:

1. Energetic
2. Creative
3. Like bright colored clothing

AG:

1. Passionate
2. Driven
3. Quirky

Three greatest passions

KG:

1. Education

- 2. Innovation
- 3. India's economic rise

AG:

- 1 .Education
- 2. Technology
- 3. Learning

Favorite book

KG: *50 Wittiest Tales of Birbal*

AG: *The Bhagavad Gita*

Favorite cause

KG: CRY

AG: UNESCO

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connectionPOINT

Want to get in touch with Karan Goel, Avichal Garg?

It's not enough to just read about what young, driven, and forward-thinking individuals are doing out there. It's important to connect with them! Go ahead and send our profilee a quick email to say hello! If you have a question, want to give kudos, or just want to drop them a line - we encourage you to reach out!

CREDITS

Interview by [Sheena Singh](#)

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