

## Foreword



**Ajit Menon, CEO,  
PGIM India Mutual Fund**

In an era marked by increasing life expectancy, financial security during retirement becomes paramount. Relying solely on pension and investments may not suffice to maintain the desired quality of life.

The simplest way to generate a source of income during your later life is to utilise your skills, experience and contacts in the field where you have spent most of your working career. Alternatively, you can work on building a passion/skill which you already pursue as a hobby and monetise it.

Research shows that retirement may lead to a decrease in mental stimulation which can impact your cognitive health. Learning new skills not only counteracts this decline but also provides a sense of accomplishment and purpose.

PGIM India Mutual Fund's Retirement Readiness Survey 2023 reveals that Indians are seeking various ways to add to their income by monetising their passion and acquiring new skills to fuel their aspirations post-retirement.

Keeping this in mind, PGIM India Mutual Fund has compiled a ready reckoner of a compendium of 50 gigs which you can explore and pursue to become financially independent in your later life.

# RENEW, RECHARGE BUT NEVER RETIRE

50 gigs that combine enjoyment and  
regular income for life



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50. Compliance Advisor And Specialist

# #35 Corporate Trainer

An IIM Bangalore graduate, Gopakumar Menon, 58, Bangalore, began finding his private equity (PE) career repetitive and boring in 2002 and saw no appealing alternatives in sight. He made a small start in conducting workshops in Navgati, an HR firm founded by his wife, and soon became a reputed corporate trainer in negotiation and leadership.

The demand for corporate trainers is substantial and data supports it. Let us just look at one area of corporate training - soft skills training.

According to a recent market research report by IMARC Group the soft skills training market in India will reach a size of 581.2 million in 2022. IMARC Group anticipates that the market will expand further, reaching 1,184.6 million by 2028.

This growth is driven by factors such as the need for upskilling and reskilling the workforce, technology advancements, and the rise of remote work, which has increased the demand for online training.



## The Perks

Corporate trainers have the flexibility to choose their niche, whether it is leadership development, technical skills, or soft skills training.

The role allows individuals to make a meaningful impact by contributing to the professional growth of others. Additionally, corporate training can often be conducted remotely, providing a comfortable and flexible work environment.



## What You Need and How Much Will It Cost?\*

Establishing a home-based corporate training business involves some initial investments. These may include setting up a home office with appropriate equipment, such as a computer, webcam, microphone, and video conferencing software (₹50,000 to ₹1,00,000).

Depending on your niche and target audience, you may need to invest in training materials and resources (₹10,000 to ₹50,000). Building a professional website for marketing and client interactions (₹20,000 to ₹50,000) is advisable. Costs can vary based on your specific needs and budget.



## Expected Earnings

Earnings as a corporate trainer can vary widely depending on factors like expertise, niche, and client demand. On average, corporate trainers can earn a monthly income of ₹40,000 to ₹80,000. However, those with extensive industry experience and a strong client base can earn more.



## What Is Required?

Corporate trainers need in-depth knowledge of their subject matter and the ability to communicate complex ideas clearly. Excellent interpersonal skills are essential for building rapport with trainees, and adaptability is crucial for tailoring training programs to different audiences.

Patience, as well as a genuine interest in the development of others, is vital. Additionally, the ability to stay updated with the latest industry trends and training methodologies is important for delivering effective training.



## The Final Word

The post-retirement stint as a corporate trainer is like composing your own encore. It is an opportunity to share your wisdom, enrich others, and savour the joy of continuous learning. With flexibility, intellectual engagement, and a chance to shape futures, it is the encore performance of a lifetime, where the applause never truly ends.



**Corporate Trainer**  
**Gopakumar Menon, 58, Bangalore**

"You need to be good at what you do to be in corporate training. Ensure that you get a good initial feedback."