

AROUND THE NEIGHBORHOODS

Altruism, dedication secrets to Mitra's success

WORCESTER - As current treasurer for the Worcester Regional Chamber of Commerce Board of Directors while sitting on 10 other non-profit panels, Dr. Satya Mitra knows his own firm's bright future is a direct result of overcoming past adversity.

He expressed that mantra as headline speaker at the chamber's annual Woostapreneurs event at Worcester State University in May by inspiring the crowd with his life's story and secrets to success. Like many successful entrepreneurs, Mitra, president & CEO of The Guru Tax & Financial Services, Inc. in Worcester, grew up in poverty with extremely difficult conditions during his childhood. He explained to those gathered that his mother passed away when he was only three and a half years old. "There were times when my family was like vagabonds," said Mitra. "That makes you strong and realize that you can do anything."

Several occasions he felt many steps in his life were "divinely arranged", and there were several people who gave him support and encouragement that allowed him to be educated and now dedicate his life to helping people and give them hope. He initially was told he could not leave his native India. "They wanted a guarantee that I would return," Mitra said. "I told them if I didn't come back after three years, they could deport me. They agreed and I went to America."

Mitra finished his Ph.D. in Biochemistry from India and came to the United States in 1976 to pursue his career in bio-medical research. He initially performed research as a scientist in Worcester. However, he quickly became interested in tax and investment policy and took courses at Worcester State University at night. When he visited India later, a priest (known as a Guru there) learned of his interest in tax and



Dr. Satya Mitra worked himself up from childhood poverty in India to owning an international tax and investment business here in Worcester.

investments, and encouraged him to open his own firm back in America. "He told me to quit my job," Mitra recalled.

The first few years he ran the business from his home's basement before moving to current location at 446 Main St., Worcester. Today, he has seven employees and more than 400 clients in 25 states with many living internationally. He specializes in how to report foreign assets, and hosts a weekly radio show on WTAG, "Not Only Money".

For the last 25 years, he has not only raised a successful and reputable business, but also used the success of this business helping community in various ways. Mitra is a member and vice chairperson of the Worcester Planning Board, a board member of Tower Hill Botanical Garden, the Latino Community, the Foundation Board of Worcester State University, and a Corporator of Worcester Art Museum and Greater Worcester Community Foundation.

He was the president of Worcester Rotary Club; India Society of Worcester and Indian American Forum for Political Education, Boston. He is also the recipient of the Community Service Award and Action Hero Award. He is also recognized by the Mayor of the City with the Key to the City of Worcester.

"Develop a culture and some operating rules in your business," Mitra advised, adding that he created a set of written rules for all staff to follow early on to structure and guide his office climate. "Call your clients back with results of work done. The power of connecting is the most powerful tool. I don't manage my time. I manage my desire."

Mitra credits his wife Sheema for his success. They have two sons Abiskar and Alington. "You must climb the mountain," he concluded. "The peak of the mountain is not going to come down and touch you. The essence of successful entrepreneurship is in giving back to the community."

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