

# IVAN V. SALTANOV



## AUTOBIOGRAPHY

---

A brief account  
of the most important things

## Ivan V. Saltanov

I was born on January 8, 1984 in a small town in Russia called Sayanogorsk, thousands of kilometres away from the capital.

The town-forming enterprise is a modern aluminum smelter, which is visited by specialists and engineers from all over the world.

My father worked in the field of transportation all his life, operating machinery. My mother worked as a chief accountant in different companies all her life since graduation.

From the very childhood my parents instilled in me the necessity to be engaged in business.

Being a chief accountant, my mother always saw the difference between simple work and the organisation of the workflow through establishing a business and told me a lot about it.

My first experience as an entrepreneur was at the age of 9. To earn my own money, 20 cobs of corn were harvested, boiled and sold at the local market. But above all I remember the fact that I was denuded of some of the corn and earned money by the local hooligans.

Those were the times when the Soviet Union collapsed and it was hard to survive, money was scarce. From an early age I worked with my parents on their plots of land and helped to grow vegetables and fruit, which were then stored and eaten in winter. At that time it was the only way to keep the family fed.

To this day, when faced with the difficulties of life nowadays I remember how hard it was for people to live back then and it doesn't compare to the current hardships.

Unfortunately, I had a short-lived childhood and fast growing up, but I consider that period as a hardening for my system.

Then I realised that any difficulties can be overcome, the main thing is to make an effort.

At the age of 14 I got into a company of young entrepreneurs who organised discos for young people. The equipment for that was literally collected from everyone I knew, there was virtually nothing available for sale or it was too expensive.

I garnered a good experience in this field.

At the age of 17 I became one of the youngest entrepreneurs in the town, got an entrepreneurship certificate and started to provide customised sound support for weddings and various celebrations.

Immediately after school I entered university with the aim of becoming a highly paid profession. At that time the highest paid jobs were those in

the field of law.

I juggled student life and entrepreneurship in different niches: instant photos for documents, selling satellite dishes and other small business areas.

The results were different, but all the time I wanted to move forward in the search for new business opportunities.

I once came across a statement: "To build one successful business, you have to try 30 different options and not lose your motivation." I completely agree with it even now.

During the period of searching for a high-margin business I learnt to evaluate almost any business, to break it down into its production components, to conduct business analysis.

I challenged myself with some unusual intellectual tasks. For example, I used to enter a room and describe all the items in there. Precisely, saying how to produce them, what it takes to do it, whether it is profitable, where one can buy them and how to sell them.

In 2002, I completed an educational programme at Khakass State University and got a degree in Law.

Education broadened my horizons in the field of legislation and law, but I was not interested in working in this field. I was completely absorbed in new ideas of business, marketing and their implementation.

I started looking for a job as an assistant manager in order to gain experience.

### **2003**

I got a job as Assistant Manager and Head of Sales at a large marble quarry.

That was an ambitious job, which I was lucky enough to get after the ownership and management of the quarry had been replaced. I took over the marketing department of the previous owner.

Basically, I got huge opportunities and huge responsibility in one day at the age of 19.

I had to re-establish the shipment of products and find new customers. I literally did not leave the fax machine - I used to send hundreds of letters to potential customers and establish co-operation. Not everyone had email back then and faxes were the main source of communicating information. It was my first marketing experience, which was not error-free, but it provided me with a lot of practical experience.

## **2005**

I got married, moved to a larger regional city of Krasnoyarsk.

I got a job as an Assistant Manager in a semi-state company "VMK".

Business area of the company:

Construction and maintenance of monuments and memorials.

My duties included contacting dozens of contractors and preparing terms of work and contracts for them.

In this position, I clearly realised that routine office work and paperwork was difficult for me and that I needed to move on.

## **2006**

I set up a business of buying up wild mushrooms (chanterelles) for further processing, established 10 mushroom pick-up points in small settlements in my region.

I built a mushroom drying shop with a load of up to 5 tonnes per cycle.

The output was dry products, which were further shipped in special packaging.

The products were intended for the European market and were sent through intermediaries to Germany, where they were sold in supermarkets.

The profit was as high as 500%, but the line of business depended very much on the season and weather conditions.

## **2008**

I got a job as an assistant manager in one of the structural divisions of a major aluminium producer (RUSAL).

It was a high-status position to which many aspired.

Business area of the company:

Providing a huge metallurgical plant with lifting equipment and its maintenance service.

I attended brief meetings attended by hundreds of executives, represented the interests of the company and implemented my own vision of the process.

In this position I set up an information system for equipment maintenance. This was the first experience of working with software developers and drawing up terms of reference for them.

In 1.5 years after my appointment I was promoted and transferred to the main office of the company, where I controlled part of the business process over a group of plants with more than 2,560 thousand units of special equipment throughout Russia.

That was a great achievement that many would have been waiting for years. According to the staff regulations, my degree in law was not

suitable for managing the technical department, but my business experience and real achievements outweighed the fact that I didn't have a degree in engineering.

I realised with practice that it is not the degree that determines what a person should do in life, that only real achievements matter.

It is noteworthy that the average age of the staff members was twice as much as mine and approximately equal to the age of my parents. I made one vital conclusion from this, I realised that the soul does not age, only the body does. The team was also responsive to the instructions of the young chief.

I travelled on business trips to factories all over Russia: I controlled, made audits at large warehouses of spare parts having a very high cost, I was accountable for assets.

I attended video meetings of executives at large companies that were part of the RUSAL metallurgical corporation. I had a unique opportunity to look inside the business processes, where the interaction of hundreds of thousands of employees at different plants is tackled.

After such meetings, the processes were reconsidered. Minor dissatisfaction of the teams seemed justified by major goals. It was a very emotional period, which helped me to see business processes in depth.

I accumulated engineering experience, too. I observed the work and technology of production, accessed available information from the reports of production executives, studied and analysed it.

I remember my interaction with a Finnish engineering company that made unique specialised equipment for loading and transporting aluminum.

I learnt the principles of organising the processes of making new equipment. This experience was very inspiring. I set myself the goal of creating something unique on my own in the future.

The company's division was eventually sold to a new owner, the staff was dissolved and I was offered a new job, but I was looking for something different, my own new business experience.

Many of my former colleagues were very surprised by this aspiration, as I was expected to move up in the ranks of major companies.

I had no doubt that I was making the right choice.

## **2009**

Opening my first grocery store.

Within 2 years, I increased the turnover 10 times and opened 3 new outlets.

## **2010**

I noticed that packaged goods are much more expensive than unpackaged ones, while packaging should not cost much.

I started developing a business plan for packaging dry goods. I bought automated packaging equipment, selected a group of goods, created my brand, carried out certification, implemented bar codes, drew up specifications and started to pack and sell.

The business was on the rise, the profit was as big as 200-300% and motivated to scale up even more.

## **2011**

In the process of searching for new, more profitable business opportunities, I paid attention to the partner program of a new financial project.

I joined and quickly realised that it was much more efficient than my current business.

The work progressed very productively through dozens of daily meetings and conversations on the phone.

Within a year I had attracted \$ 5 million into the project and created a network of 17,000 customers.

I began to run out of time for my other business.

I sold the production equipment and shops and left for Thailand, working remotely.

In 2013, the projects from which I earned money were terminated.

That provided invaluable experience and understanding that trust in the project is the main asset. Therefore, in order to achieve ultimate results, a project should be created independently and the responsibility for its implementation should be handled independently as well.

## **2012-2013**

Living in Thailand, learning the HTML markup language on my own.

Searching for new profitable business niches. After getting a successful momentum in a financial project, everything seemed small.

I independently created a website to sell tours named Sale-Thailand.

I created a news portal to earn money from advertising: "Budu Znat" ("I Will Know").

I started to engage in partner programs of investment projects and reliable Forex brokers.

## **2013**

I grew enthusiastic about trading and Forex.

My goal was to create a universal solution that would help in trading. With a sheet of paper I worked out long positions on different techniques in search of recurring patterns.

I studied hundreds of popular indicators and strategies on my own.

I started writing a manual for beginner traders and posted a number of lessons.

After a while, I realised that the field of trading education could not be a business, but more of a hobby.

I started working with MQL developers to program my own indicator solutions and develop strategies in the MetaTrader trading platform.

I created dozens of my own indicators and trading systems.

They are still relevant today and are my hobby.

I created a PAMM account and the FOREX-WINNER website based on my strategies. It was an experiment based on trading statistics that allowed increasing a deposit 2 or 3 times in 5 transactions, a high-risk tool to generate initial capital.

Based on that strategy, I balanced between high profit and complete failure. I realised that the market was dynamic and permanent success in trading simply did not exist.

Permanent success can only be in a business that is not just a speculation of assets, but has the idea of creating a product.

Nevertheless, this experience in the market gave me a huge amount of information and knowledge, which has become an integral part of my life.

About my health.

During this period, I started to experience health problems. Insufficient sleep and eating irregularly incurred consequences. Health diagnostics revealed an elevated blood glucose level and the initial stage of diabetes was diagnosed.

I started using the recommended means of control and realised that no remedies could fully compensate for diabetes.

Catchy headlines about artificial cells, some super treatments are actually fiction or a prospect of the extremely distant future.

I was surprised to find that medicine had nothing to offer but a statement of fact and further negative prospects.

I spent most of my money on glucose test strips, which I used by the hundreds.

## **2014**

I moved to Moscow, the capital of Russia.

I was invited by my colleagues from previous projects to join the marketing department of a budding company called SkyWay, which I got to know through the partner program.

Due to the nature of my work, I independently studied professional software for making and editing videos. I produced a series of videos with the project manager Anatoliy Yunitskiy.

This was the first series of videos where Yunitskiy answered questions from the detractors. I launched weekly video news releases.

At that time the company alone operated, the funds were just emerging.

During this period, I showed myself in effective testing of the personal office, where I discovered vulnerabilities that saved the company a lot of money and trust.

A year later, after SkyWay's rapid growth, SkyWay Capital was faced with the need to solve complex IT problems. Professional managers were not delivering results, and the situation was getting worse by the day.

More than 1,000 unprocessed requests piled up and were not processed for up to 2 months, the platform was unstable, and incorrect rewards were accrued.

From that moment I became the head of crisis management for the IT department. A lot of things had to be learnt quickly from scratch. I organised daily briefings, created a new system of requests, introduced new analytical solutions, led the development of a personal office. I implemented a lot of features to facilitate work: international development and translation features, testing and double-checking of updates before release.

During that period I got to know many leaders and executives. I turned the situation from complete distrust of myself on the part of the leaders who were apprehensive about the new chief to complete approval supported by the results. Over the course of a year I organised the workflow system, expanded the project team and automated the operations.

After establishing the workflow in SkyWay, I started looking for opportunities to employ myself in more promising areas.

One of the disadvantages of the SkyWay experience is the company's ban on developing the partner program for people holding positions in the project.

I left the operating business of the project.

## **2017**

I became a co-founder of the SolarGroup project on an equal footing with Sergey Semyonov and Pavel Filippov (1/3 share each).

The main initial task was to create our own platform and launch the business.



Within the first year of work I fully formed the team of the project, recruited employees and launched all departments, except for webinars and meetings held by Semyonov and Filippov.

I created a unique personal office, designed the logo myself, developed the legal framework for agreements, tech support, financial analytics, and much more.

I consider this experience a complete success that I am proud of!

I gradually switched to the format of a business owner, transferring workflow processes to professionals and heads of departments. It was impossible to tackle everything myself, the company was growing and required experienced and narrow-focus professionals for each area. I engaged in developing the MLM partner business marginally, in my free time. No effort was required, because the first account, from which the whole network was built, was 1/3 owned by me as the owner of the business.

About my health:

In 2018 I started using a new glucose monitoring system called CGM. Using CGM changed my daily routine, improved my glucose control and wellness.

Unfortunately, those systems had to be smuggled in without any translation into my native language. They were brought by regular tourists from Europe for the purpose of selling them. I became very interested in the topic of CGM and started to monitor the market and explore the opportunities.

## **2021**

I was invited to the My Capital project, where I became a co-founder of the company in Russia, acting as an investor and IT development coordinator.

This project was one of the first in Russia to rely on the new legislation regulating investment platforms.

I got married for the second time and had a daughter. There was not enough time for another project that was in search of its product and investor.

In 2022 I sold my stake in My Capital and focused on my own projects.

In 2022, I sold my stake in the SolarGroup project and focused on my own projects.

Upon the sale, I got the right to use the final version of the personal office and the customer base built during the period of SolarGroup's activity

before the sale of the stake.

## **2022**

Having accumulated knowledge on the issues of investment platforms, I launched the development of a blockchain crowdinvesting platform on smart contracts called "Over Live Offer" (OLO).

The main feature of the platform is a system of attracting funds free of mathematical errors, which are inevitably found on all conventional platforms. The introduction of advanced blockchain technologies into the investment process, where algorithms work automatically without any support costs.

Six months later, attracting funds was launched on the platform, but the full implementation did not take place, as the time period was marked by the "crypto winter", in which many cryptocurrencies lost up to 95% of their value.

Investment projects were also in no hurry to transfer their algorithms to blockchain, as the legislation of many countries, including Russia, imposed a direct ban on the circulation of cryptocurrencies.

The development of the project was suspended until a clear legislation in the field of cryptocurrencies was formed.

All investors in the project got compensation.

We can say with full confidence that the idea of the project was ahead of its time, the concept is relevant and will be implemented in the future. I consider the introduction of blockchain into investment platforms to be a natural evolution of software products.

## **2022**

Start of the MLC project (MyLifeControl).

The idea of the project had been elaborated from the period of the first independent use of the CGM system, since 2018.

Gradually, information was collected, the practical use of CGM by myself was analysed, and the future team was selected.

The implementation of the project was just awaiting the right time.

Creating our own CGM system opens not only the opportunity for high earnings, but also popularises these systems, the demand for which and the performance of which I have checked on myself.

Initially the project was to be placed on its own platform named OLO (Over Live Offer), but since OLO faced legal restrictions, MLC was promoted separately on conventional legal grounds.

The social media and law firms created for Over Live Offer were handed over to the MLC project.

To become the best project, MLC needed my full commitment. I freed up my time and left many profitable projects to create a future that I am sure I will be proud of!

MLC is a timeless project that will create dozens and hundreds of health products.

We have set a global goal in helping and extending the lifespan of millions of people around the world.

This activity is at the forefront taking place right now.

Hobbies and interests:

I follow the financial market with great interest, deciphering the fluctuations and reasons for the change in the asset price.

Since childhood I have been interested in space. Gradually this hobby expanded to a passion for quantum physics and wave theories.

I believe that the main value of quantum physics is that mankind will find instant interdimensional communication, which will enable creating human colonies on other planets without relocation.

I believe in microsatellites and the theory of panspermia.

I believe that dark matter is an element of space and vacuum.

I don't believe that humans will relocate to other planets with their current DNA.

I follow information about new discoveries whenever possible and always have my own opinion on complex theories.

I enthusiastically study information about DNA, human biology and the origin of life.

I consider the popularisation of science to be an important aspect of human evolution.