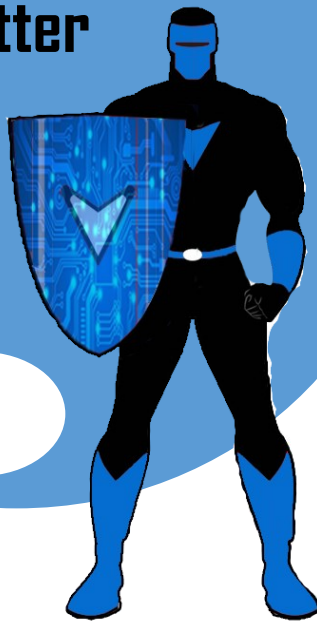


# Pro-Tech(t)

## Newsletter

Get Ready to Feel Safe and  
Be Protected!



2019

## Mission Statement

Our mission is to keep our customers safe by utilizing materials in our phone cases that shields harmful radio frequency waves from entering the body.

## Meet the Team

Michael McGee, Giancarlo Sverko, Michael Maznio, Matthew Byrne, Griffin Cook, Faith Cammarata, Julia Singer  
Marc Iacono, Justin Gulbin, Katherine Diaz, Rachel Maldonado, Edwin Hernandez, Malachy Golon



## Our Product!

Our company, Pro-Tech(t) has developed a state of the art phone case that shields the user from radioactive particles and dangerous heat energy. Through research and development, Pro-Tech(t) has discovered a lightweight fabric mesh material that blocks harmful radio frequency waves from entering the body, preventing potential cancerous cells from forming. The synthetic non-conductive fabric mesh provides 90% of effectiveness. During the manufacturing phase, this fabric mesh material will be molded between the top and bottom layers of the phone case. The cases come in a variety of designs and colors for both male and female tastes. In addition to the direct protection this phone provides to the user, it also serves as a daily protection to your device from everyday typical incidents (dropping your phone on the floor). Our case is priced competitively at \$99.99 with bulk package incentives offered to offices, secondary schools, and colleges/universities.



Visit [www.protech.org](http://www.protech.org)  
for full product descriptions.

# Long Island University Conference & Pitch Competition

In late October, the members of the firm had the opportunity to attend the 2018 LIU Post Conference and Pitch Competition.



This opportunity provided our employees the opportunity to network with other VE firms as well as listen to advice from prominent business leaders. The keynote speaker, Marie Moody, the founder of the popular dog food company “Stella and Chewy” gave some great advice to the audience. She shared her three keys to success.

#1: Learn how to ask for help

#2 Feel fear and do it anyway

#3 Notice what makes you happy

What we walked away with was to not be afraid to do what you want

and to pursue the things that will make you happy.

Later in the day, we had the opportunity to participate in a elevator pitch competition. Sales Representative, Faith Cammarata pitched our product to a panel of judges in a 60 second speech. She later shared the value she received from being able to participate in this type of event.

## Ribbon Cutting Ceremony

This past November, Pro-Tech(t) had a ribbon cutting ceremony to celebrate the official opening of the business. We opened our doors to friends, family, and district administrators. With a captive audience, we made a presentation describing our product and what each employee does in their perspective departments. Julia Singer of the Marketing department was chosen to cut the ribbon. Upon conclusion of the presentation, our guests enjoyed sweet treats, refreshments, and were able to ask questions to employee presenters.

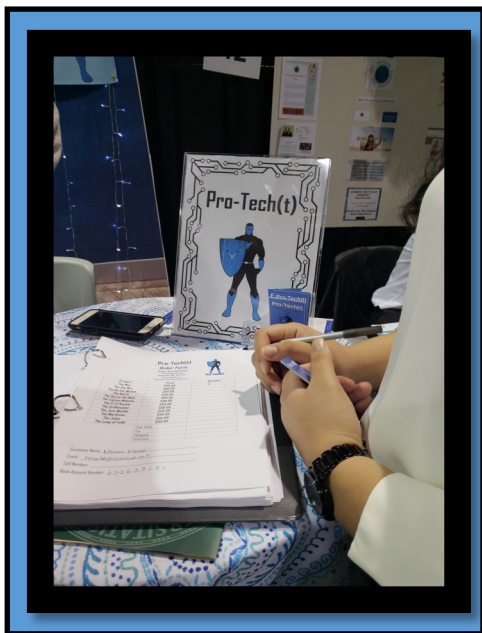




## Long Island Trade Fair

Preparations for our first trade fair were well under way in early December. With motivation to be successful we spent a lot of time focusing on our booth design, sales material, and sales pitch. In addition we prepared and practiced our business plan presentation. To say we were overwhelmed upon arrival was an understatement. Thousands of students from firms reaching as far north as Dutchess, county, we were a small school of fish amongst a sea of sharks. Upon completion of setting up our booth we were ready to go. We had a team of sales representatives at the booth selling our products as well as a team of reps scouring the masses to make sales. The enthusiasm and hard work from all the students was inspiring. The atmosphere on the trading floor was serious and professional. Everyone was determined to make a good profit for his or her company. At the end of the day, we could finally breathe, and rehashed in the amazing experience we received from participation in this event. It felt real. We sold a total of 398 phone cases earning a net profit of \$39,796 and are looking forward to the

New York Trade Fair in April.



## Building Relationships

Our firm values the importance of building relationships amongst our team members. We have instated a policy of conducting team building skills throughout the fiscal year. Earlier in the year, we conducted the Marshmallow Challenge. This challenge allowed us to work in small teams to construct the tallest free-standing structure in an 18 minute time period. By doing this, we learned how to work together, to communicate ideas, and listen to all the suggestions made by team members. We laughed, we focused, and most of us failed, but we all succeeded in the overall objective. We worked together and began to build relationships. We learned how to work as a team.

