

# MILLENNIAL MONEY MANAGEMENT

*“Millennials today, Millionaires tomorrow”*

## What’s New with MMM?

### Mission Statement:

As one of the largest generations in history, Millennials are overwhelmed with financial hardships. This is why Millennial Money Management operates on a three-part mission that aims to create linked prosperity for everyone that’s connected to our business, primarily Millennials and Generation Z.

### Our Purpose:

To provide the best fundamental accounting practices and budgeting workshops to Millennials with a continued commitment in a timely, cost-effective, informative, and reliable manner. This way Millennials are guaranteed a secure financial future.

### Our Vision:

To make an impact and transform the Millennial’s way of life to ensure financial success, and manage the business on a continuous basis of profitable growth.

### Our Values:

Through our high standards and principles, we value and embody effective communication, innovation, integrity, and diversity. With this, the company will play a major role in initiating innovative ways to improve the quality of life locally, nationally and internationally of society.



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### Special points of interest

- Employees of the Month
- Results of Local and Citywide Business Plan Competition
- What’s Next?
- New Diamond Package

## Local and Citywide Business Plan Competition



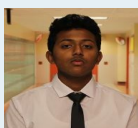
The 2017-2018 NYC Local Business Plan Competition was held at the Academy of Finance and Enterprise. Millennial Money Management participated in this competition on December 20th, 2017, making it second place from the eight total firms that presented the first round. MMM was able to take it further into the citywide competition. On January 10, 2018, Millennial Money Management took part in the Citywide Business Plan Competition. The following employees on the team were Jose Velez (CCO), Alyssa Sandy (CRO), Diana-Nicole Ramirez (CFA), Basma Az-zamok (CLO), Faiyaz Jamee (Marketing VP), Tenzin Lhamo (CMO), Abby Aquino (Service VP), Assy Sy (Technology VP), and Stephanie Simondac (CIO). The team demonstrated a significant amount of hard work, vigor, and effort to prepare for the competition.

The team had been practicing for over two months now. From their second place achievement in the written business plan competition, they also received second place in their oral. Although the team did not progress further, the CEO said this is not the end. Jasmeen Kaur (CEO) says that she plans on "entering as much competitions as possible." Next stop, Los Angeles Trade Show. As Jasmeen Kaur asserted in her firm meeting, "This is not a loss, but a lesson. We will continue on our wonderful journey to re-solve the financial hardships our Millennials and Generation Z encounter. Remember, ladies and gentlemen, we are to keep going forward with determination and to never give up. Our mission and direction does not change.

*"If you fall behind, run faster, never give up, never surrender, and rise against all the odds. If we give up, it means we never wanted it. The key to success is to keep on trying." - Jose Velez (CCO)*

### Employee of the Month January 2018

Millennial Money Management acknowledges employees who have demonstrated their hard work, passion, commitment, and effort every month. The firm does this by hosting end-of-the-month celebrations where the employees of the month are honored. January's employees of the month are Tenzin Lhamo and Faiyaz Jamee.



## Long Island Trade Show

On January 8, 2018, Millennial Money Management participated in the

Long Island Trade Show. Here, the firm demonstrated the products and services to other individuals and different Virtual Enterprise firms. It was a very successful event! By the end of the trade show, the firm made approximately \$68,000. Although the goal was to make at least \$100,000, Millennial Money Management is proud of their performance in the trade show.

The Long Island Regional Conference & Exhibition brought together more than 1,800 students, educators, and business leaders. Around ninety firms represented the virtual economy. Many of the firms competed for their booth designs, salesmanship, impact marketing, and more. MMM did not partake in any of the competitions.

**Goals:** MMM reflects that for the next trade show, the goal will be to take part in all the competitions. The sales goal will increase to \$110,000 through increased marketing and salesmanship strategies.





*Millennial Money Management Staff Members*



*Millennial Money Management at Local Business Plan Competition*

## Los Angeles Trade Show

Currently, Millennial Money Management is preparing for their participation in the Los Angeles Trade Show on February 13, 2018. The following employees that will be participating are Jasmeen Kaur (CEO), Alyssa Sandy (CRO), and Rajbir Singh (CFO). The goal for this trade show was to participate in all the competitions. The following competitions the team is preparing for are the Video Commercial Competition, Employee Handbook Competition, Newsletter Competition, Marketing Plan Competition, Financial Statements Competition, E-Commerce Website Competition, Company Branding Competition, and the Sales Materials Competition. The firm will also be participating in live competitions such as the Impact Marketing, Elevator Pitch, Marketing Plan, Salesmanship, and Booth competitions.

Millennial Money Management made it to the top 30 submissions for the Marketing Plan Competition and looks forward to competing in the Oral Competition.

### Goal for this Trade Show and Great News

To gain \$110,000 per person and earn recognition in all the competitions.

In addition to the sales goal, Millennial Money Management will be introducing their very own Diamond Package. The Diamond Package is \$5,000, including the most popular services of Cash Management, Filing Taxes Monthly, Cyber Securities Services, and Auditing.



## Trump's Tax Plan

On December 22, 2017, President Trump signed the Tax Cuts and Jobs Act. It cuts the corporate tax rate from 35 percent to 21 percent beginning in 2018. The top individual tax rate will drop to 37 percent. It cuts income tax rates, doubles the standard deduction, and eliminates personal exemptions. The corporate cuts are permanent, while the individual changes expire at the end of 2025.

This is great news for MMM. As a C-Corporation that has double taxation, this tax plan will be extremely beneficial for the company. With tax rates being cut, Millennial Money Management will now have more money available to effectively provide services for their clients.

However, increase in sovereign debt dampens economic growth in the long run. Investors see it as a tax increase on future generations. That's especially true if the ratio of debt to gross domestic product is near 77 percent. That's the tipping point, according to a study by the World Bank. It found that every percentage point of debt above this level costs the country 1.7 percent in growth. The U.S. debt-to-GDP ratio was 104 percent before the tax cuts.





## Social Responsibility Initiatives

Millennial Money Management holds a strong stance in the society. Recently, MMM has taken part in many social responsibility projects

This includes the City Harvest Food Drive. MMM and HeadStart Advisors planned a way to help City Harvest, an organization that collects food to be donated to community organizations. They helped by collecting food donations from the students at the Academy of Finance and Enterprise and at the Networking Event that was hosted at the school in December of 2017. MMM and HeadStart Advisors were able to collect over 650 pounds of non-perishable goods.

Another initiative taken was Toys for Tots. MMM had the greatest opportunity in helping the United States Marine Corps Reserve in the organization of Toys for Tots. We facilitated in collecting toys throughout the Academy of Finance and Enterprise. With 16 large bags filled with toys, MMM was extremely happy that now the less fortunate children would now have hold of a toy for Christmas.

One extremely great event MMM took part in was Junior Achievement High School Heroes. Here, Millennial Money Management employees educated grades 1 through 3 on financial literacy, work readiness, and entrepreneurship. It was a great day and allowed the staff members to impact and transform young children financial lives.



## Industry Analysis

In the real world, Millennial Money Management falls under the accounting sector of the financial industries. The financial industries is the largest and most liquid in the world. In Accounting, we have what is called the big four, and KPMG is amongst those. KPMG is comparable to Millennial Money Management as they provide similar services, operate internationally, and have valuable strategic alliances that MMM can shadow in order to strive for success.

Virtually, the firm also falls the financial industries. Of the total 518 VEI firms, 13 firms in the U.S. are part of this industry. MMM remains the only VE firm to provide accounting and budgeting services.



## What's New in the Economy?

Market volatility adds note of caution to a strong 2018 outlook. Volatility has returned to the economy with a retaliation. 2017 reflected a harmonic convergence of many positive factors. The US, Euro Area and China saw synchronized strong growth performance. Major central banks kept their powder dry as low inflation prevailed. Businesses and consumers stayed chipper, especially after expectations for tax cuts in the US were realized. It was a year that featured remarkably little bad economic news.

It comes down to the realization that the economy, which will grow by as much as 2.9 percent in 2018, is likely to see wage growth and higher producer prices, which both signal firming inflation. The Federal Reserve may therefore have to boost rates four rather than three times in 2018. Rising interest rates on government bonds reflect not only the activities of the Fed, but also increased government borrowing as a result of the new tax plan. This could feed into both corporate and mortgage rates, possibly muting both business and residential investment.

Compared to last month, unemployment rates are still at lows. This is great news for MMM because if more individuals are getting jobs, they're getting more money. If they have money, they have the money to buy our services.

### National Unemployment Rate at 4.1 Percent through January 2018

	Jan.	Dec.
2017	4.8	4.1
2016	4.9	4.7
2015	5.7	5.0
2014	6.6	5.6

## HR Announcements

Many team building activities have been presented by the Human Resources VP, Hillary Soto.

One of the team building activities that had a significant impact on the relationship between the firm's employees is the Human Knot. Hillary Soto (HR VP) assigned different groups for this activity and gave a presentation on why this team activity was important and its rules. The rules of the game were simple. Five kids were to stand in a circle, facing inward. Everyone is to reach their right arm towards the center and grab someone else's hand. Everyone was to make sure they didn't grab the hand of the person right next to them. Afterwards, everyone is going to reach their left someone's hand all hands are to untie the knot hands. It was a great activity as employees who didn't get the chance to do something with energy.



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*"Don't be busy. Be productive." - Faiyaz Jamee (VP of Marketing)*

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## Happy Birthday!

Millennial Money Management holds end of the month celebrations where we come together as a family to celebrate the birthday's of the month

In January, MMM was able to celebrate Betina Planas's (Fundraising Coordinator) and Rajpreet Kaur's birthday. Rajpreet's birthday was on January 10 and Betina's birthday was on January 22.



## Millennial Money Management

### Contact Us

Give us a call for more information about our services and their prices.

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## Products and Services

### Accounting Services

- Personal Accounting
- Personal Income Tax
- Filing Taxes
- Book Keepnig
- Cash Management
- Audit

### Corporate Accounting

- Filing Taxes Monthly
- Audit
- Cash Management
- Corporate Accounting Package
- Management Consulting
- Cyber Security Services
- Digital Accounting
- U.S Direct Tax Services
- Risk and Financial Advisory
- International Tax

### Workshops

#### Personal Workshops

- Summer Savings
- Study Abroad
- Vacation
- College Planning
- Financial Aid & Student Loans
- Payment Strategy

#### Corporate Workshops

- Debt Consolidation
- Debt Consolidation Information Processing
- Credit Score
- Transaction Modeling
- Tax Filing

#### Firm Workshops

### DIAMOND PACKAGE NOW INCLUDED



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