

NJ Chapter

NEWS

DECEMBER 2004

A LOT at the National Conference

by Storm McDonald

The NJ Chapter of the NBMBAA sponsors the Leaders of Tomorrow at the NBMBAA National Conference. I was one of the 11 students selected from the NJ to attend the conference in Houston, Texas, from September 15 to 19, and I was honored to be a part of this incredible opportunity.

After registration, there was a welcome dinner and our guest speaker was "Sporty King", a veteran of *Wall Street Journal* and TV's *Minority Business Report*. He spoke to us about the importance of "self-passion", one of the most meaningful things he said was "If you have no passion for yourself, you can't have passion about anything else. And without passion, you have nothing else."

On Thursday, Anita Charleston and Stedman Graham treated the LOT Chapters to a breakfast speech. This was an opportunity for the students to listen to the words of some of the most educated,

wealthy, and inspirational people in the NBMBAA program. Ms. Charleston of MARS Inc. partners with management on management and strategy. She is lifetime member of the NBMBAA and talked to us about interviewing skills and the importance of "thinking outside the box."

Mr. Graham spoke



Stedman Graham and student attendee.

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Member Spotlight: Robert Trewick Technology Chair - Executive Committee

by Shakira Brown

Robert's description of the New Jersey Chapter (Chapter):

"A valued resource where individuals can learn new skills, enhance existing ones in a 'safe' environment. A resource that provides networking opportunities, provides an environment where one can share and acquire professional information and insights. A resource where corporations can find qualified candidates and individuals can find engaging employment opportunities. A resource for giving back to the community by participating in its social and scholarship programs."

If you have learned about a Chapter event this year via email or online, more than likely it was because of Robert Trewick. Robert serves as the Technology and Communications Chair on the executive committee. He is the point of contact for all electronic communications for the New Jersey Chapter.

Robert has one of the most important roles available on the executive committee. As technology & communications Chair, he maintains the Chapter membership database, the Chapter online distribution lists, Chapter communications and the Chapter website. Essentially, he oversees the life-line for communicating important news and information to Chapter members. Robert uses *Yahoo Groups* as the primary communication vehicle to communicate with Chapter members and the executive committee. He says *Yahoo Groups* is used because it is a centralized vehicle to hold and to

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to us about our self-confidence. He said "you should never let other people define who you are." Personally, I think this is an incredibly important lesson, especially for minorities.

To my surprise, I was selected out of the 140 students to interview Mr. Graham about his book "Make It Happen." When I asked him how this book could have helped you if you read it growing up as a teenager, his reply was: "If I had this book at your age, I probably would have had the courage to try and become the President of the United States." After our interview was over, he gave me an autographed copy of his book.

I attended a seminar on how to apply for scholarships, and one on "Financial Literacy" which taught me how to better manage both current and future resources including time, talent, and money. I thought this was one of the most important and informative sessions to me.

On Friday the 17th our breakfast guest speaker was Rodrick Glover, a motivational speaker that has reached more than 20,000 youth and adults across the United States. The primary focus of his speech to us that morning was to us how to make healthy life choices.

The "Networking" seminar introduced the students to the concept of networking in the business world and its benefits. Another, "You Are Hired" focused on teamwork and the positive side of business groups, instead of the negative more competi-

tive side. Then came a speech from Kwame Jackson of *The Apprentice* television show. He spoke to us about the importance of honesty in the workplace. He said "There is nothing better than being a trustworthy employee".



Kwame Jackson

At the Career Fair, we the students were able to ask questions from professionals first hand, and to begin to understand long-term employment possibilities. The Career Fair was also an excellent opportunity to begin to network with the professionals, and begin to make business contacts for the future.

On the weekend we had a tour of Rice University and the Houston Space Center.

After our day of tours, the LOT students attended a lavish banquet and award ceremony at the Brown Convention Center. We enjoyed incredible food, and inspirational speeches from guest speakers like Star Jones. All incredibly talented black stars and business people.

From this conference I've learned the magnitude of honesty, the values of networking, and the significance of self esteem, and most importantly I've learned the importance of never giving up, and that no matter what your goals and dreams are, with the right amount of effort and hard work, they CAN be achieved.

—Edited by Cathy L. Neilley

maintain contact information. He said it is a cost effective way to maintain contact information and to disseminate information conveniently and the facility is easily accessible from anywhere.

Robert has been a member of NBMBA-New Jersey Chapter for ten years and served eight years on its executive committee as Recording Secretary, Membership Chair, VP of Finance. What's most interesting about Robert is that he actually lives in Yonkers, NY! He is employed by Prudential Financial in Newark, NJ, hence his membership with the New

Jersey Chapter.

Professionally, Robert has enjoyed a long tenure with Prudential. He is in the Information Systems group and leads one of his department's application development teams. The team supports the sales and marketing group for Prudential Investments. Despite his professional commitments at

Prudential, he donates a great deal of his time to NBMBA-New Jersey Chapter. His reason?

Because of the value of being a member, "Being involved with the New Jersey Chapter of the

National Black MBA Association has provided me with skills building opportunities," said Robert. "It has given me exposure to corporate executives and has expanded my network of professional contacts who act as a resource in time of need."

Robert was born and raised in Kingston, Jamaica. He received his undergraduate degree from Rutgers University. He earned his MBA at Baruch College in New York. He is also a member

Black Data Processing Associates and Minority Interchange.

Three Top Tax-Saving Ideas for Individuals and Business Owners

Now is a good time to figure out how to cut your 2004 tax bill. Although everyone's situation is different, the National Association for Black Accountants www.nabainc.org (NABA) offers ten popular year-end strategies for individuals and small-business owners:

1. Charitable donations: As a general rule, the full amount of a cash donation is deductible on the donor's personal tax return. If a donation is made by credit card at year-end, the gift is deductible in 2004, even if the charge is not actually paid until next year. Added tax break: For donations of property, the full fair-market value is deductible if the property has been held for more than one year.

2. Alternative minimum tax liability: The alternative minimum tax (AMT) can sneak up on unsuspecting taxpayers. It applies if your AMT liability, based on a special tax computation involving tax preference items, exceeds your regular tax liability. Individual taxpayers should have their AMT liability calculated before year-end. Depending on the result, it may be advisable to shift tax preferences to next year to avoid or reduce AMT liability. Alternatively, you might accelerate income into 2004 if the AMT rate is lower than your top marginal tax rate.

3. Section 179 allowance: Under Section 179 of the tax code, you can elect to currently deduct some or all of the cost of business assets placed in service anytime this year. For 2004, the maximum Section 179 allowance, which was quadrupled from \$25,000 to \$100,000 for 2003, has been increased slightly to \$102,000. The maximum allowance reverts to \$25,000 for the 2006 tax year.

In summary: You may be able to use one or more of these techniques to reduce your 2004 tax bill. However, tax planning cannot be done in a vacuum. If you have additional questions concerning your tax return, consult with a CPA. To find a CPA, find one through NABA's Division of Firms, www.nabadof.org.

Since 1969, the National Association of Black Accountants, Inc. has been the leader in expanding the influence of minority professionals in the fields of accounting and finance. For more information visit: www.nabainc.org.

Join us!

**Become a
member!**

**Call our hotline:
732-246-2878
(prompt #2).**

**Or, you can speak to our
Membership Chairman,
Brad Neilley or one
of our NJ Chapter
members at one
of our events.**

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New Member Meeting Held

By Cathy Neilley

The NJ Chapter (Chapter) held the second bi-annual New Member Meeting at the home of Brad and Cathy Neilley of the NJ Chapter Executive Committee. New and potential members had the opportunity to hear directly from the attending Leadership Team (Executive and Committee Chairs) about the mission of the Chapter, listen to a Leaders of Tomorrow student explain how the Chapter supported his personal development, and offer everyone present a chance to network with fellow MBAs and guests.

In addition, the afternoon provided a forum for which attendees could ask questions about the workings of the Chapter, its agenda and how they can lend a hand to help the Chapter meet its goals for 2005.

If you missed this event and are interested in attending the next one in the spring, visit the Chapter web site, located at www.nbmbaa-newjersey.org, in February, for the date.

Reach thousands of professionals by advertising with us. Newsletter is distributed via "e" and postal mail, and published on our web site.

ADVERTISING RATES: Business Card: \$25 per issue/ \$90 (4 issues). **Quarter page:** \$50 per issue/ \$180 (4 issues). **Half page:** \$75 per issue/ \$270 (4 issues). **Full Page:** \$100 per issue/ \$360 (4 issues). 25% discount will be extended to NJ Chapter members; 10% discount to NBMBA members. Don't miss out! Call the NJ Chapter Hotline at 732-246-2878; Ext.4 (Marketing & Public Relations).

We're Looking for a Few Good Men... and Women!

The NJ Chapter is seeking additional team members for the following committees:

- **Membership:** Promote benefits of membership at Chapter events. Welcome new members. Work with Membership Chair to conceive and/or initiate campaigns and events designed to recruit targeted populations. Contact Brad Neilley Sr.; bradneilley@comcast.net; HOTLINE #2
- **Programs:** Design and coordinate the staging of educational and speaker programs of interest to members and affiliates. Contact James Hunt. EMAIL: james.hunt@nmfn.com; HOTLINE #3
- **Content Manager:** Technology professional with ongoing responsibility for publishing web site updates and communications. Contact Robert Trewick. EMAIL: robert.trewick@prudential.com; HOTLINE #7
- **Treasurer:** Executive Board Position. Handles disbursements, accounts payable and receivables. Responsible for maintaining, reporting and advising Board as to the financial liquidity of Chapter. Contact Cathy Neilley: EMAIL: cathyneilley@comcast.net; HOTLINE #4

NJ Chapter Hotline: 732-418-8900

nbmbaa-newjersey.org

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