



LEGACY 18 BUSINESS PLAN WORKSHOP

Legacy has been doing an excellent job taking the proper steps to get them where they need to be with their business plans. The Business Plan Workshop event is designed to help the men get the much needed advice from the executives to finalize their plans. This event gives the men the opportunity to sit down with executives one-on-one and explain their business plan ideas. This is an opportunity the men will have to get feedback from the executives on their business plans before the competition.

Kerri M. stressed to the men to actually draw out their business cycle. She wanted the men to make sure they were able to account for everything on their income statement leaving no room for surprises. Isha J., a Senior Contracts Manager, simply wanted the men to realize they are the experts in their company and that no one knows what you're doing or what your company consists of better than you do. Our very own CEO, Brian Kelly, when asked what he thought the men should carry back to the dorms with them simply stated, "The secret to success in life is not a start-up business, but a start-up life".

tion, when asked the same question said although he was scared and excited it felt good to see all the men whom he



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As always the men all filled the PEP room where they competed in lip sync battles to get their blood flowing. Once the lights started flashing we all knew the executives had arrived, so we greeted them with the traditional 'tunnel of love'. This is something we all enjoy doing and we can't get enough of exchanging high fives as we get a glance of the wonderful men and women who showed up to support us. We always begin the events with prayer, so before we got started Jeremiah Smith took us to the throne of grace.



With half a day under all our belts it was time to put something in our bellies and give thanks to the executives Marc G. and Steve H. We were all able to feast on Mr. Jim's fabulous pizza and we can't thank you two enough for that! Once we were all full, the men went back to work for a short while longer before we all returned to the PEP room to close out yet another event.

could share his life's experiences with at the same time. The men both ended Q and A with giving Legacy '18 advice he thought they needed once they graduated. At this time the innovative six was called to the back of the room. This consisted of Robert G., Kevin G., Teddy M., Enrique C., Joshua L., and William H. They let everyone know what they learned from the executives and how they planned to apply it to their business plans. We ended the day by passing out a few 'sweet' and 'tough' names to executives who had become repeat attendees as a way of welcoming them into the PEP family. At this point it was time to call it a day, but not before giving thanks to the Almighty. Dustin Burk closed us out in prayer.

KEVIN BREWER-

Editor in Chief

JASON JOHNSON-

Editor



Once we got prayed in it was time to get down to business as the men had the opportunity to sit down with the executives in 15minute rotations. Executive Stewart C. who works for an Oil and Gas Exploration company told the men to keep their business plans simple and he stressed the importance of minimizing their personal expenses. Executive



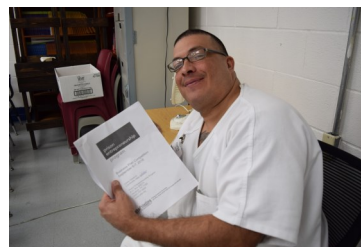
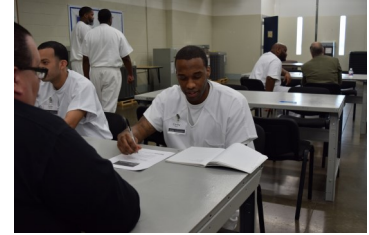
Back in the PEP room Victor G. spoke on how his mission is trying to expand on what PEP is all about. He then called two men up, Alan M. and Dennis A., to the front of the room for a little Q and A. Dennis A., who is also a PEP graduate and has come back to give back, when asked what he thought about being there that day said that there was no place he would rather be. Alan M., who gave a short testimony of his incarceration,



Once again, thanks to all the Servant-Leaders for all your help and for the executives. We couldn't have made it happen without you. To Legacy '18, keep up the good work, you're almost there!

Kevin Brewer

Growing Together





LEGACY 18' PITCH DAY

Legacy has reached the fourth quarter and it was time to show the executive panels what eight months of preparation truly looked like. These men have all been giving it their all to perfect their business plan pitches and everything they learned up to this point all reflected in their performance in front of veteran executives who won't hesitate to let them know the difference between good and great.

The day always begins with the men doing something to get the adrenaline pumping through their veins. The DJ Carl Faraday, also known as "Jamaica", gave the men something to "cut the



rug" as they went heads up in the lip sync battles. I have to assure you this is something you can never get use to. Some of the men dread it while others went to extreme limits to win the battle!

Just as the men were getting turned up, the PEP room lights began flashing - something we're all familiar with - letting everyone know that the executives had arrived. We all rushed into the

revealed the theme for this event, "Servant-Leader Mentality", before calling our Executive Relations Manager, Victor Gutierrez, to the back of the room. Victor showed us all he still had it as he danced to the front of the room and not missing a beat. He explained the process of giving the executives sweet names up front and then he called Gabriel Taylor, a graduate of Sovereign Kings 18', up to give us all an example of a business plan pitch on his business "Gear Head Performance". After Gabriel's pitch Victor explained to the executives a little bit about pitch day and also showed them how they would be grading the men on their pitches. The executives will be filling out a form to which they will grade the men on the performance of their pitch by point scale. Once the men have all given their pitch the men who scored the highest in their pitch panel will be recognized. At this point the executives were told where they would be on the panels and everyone went to the gym to hear the pitches these men have done so much to present.

With their blood boiling and their nerves doing flips Legacy gave these executives exactly what they came to see. The men used every hour they spent in Toastmasters to give their pitches to perfection and excellent performance. The executives needed seat belts to hold them to their seats as Legacy '18 pushed it to the limits to present their pitches. The executives didn't cut the men any slack as they critiqued the men on their knowledge, delivery, and over-all performance.

After all the speaking and listening the men and the executives did, it was back to the PEP room

and the executives gave several personal accountings of different descriptions of Servant-Leader mentality and the impact it has on each one of our lives. Shout out to the media team lead by Marquis Wilkins for that video! With that behind us it was almost time to wrap things up, but not before recognizing all of our first time attendees. So, to the back of the room they went. The executives expressed how fortunate they were to be able to experience coming into prison and sharing this experience with the men of PEP.

Tony Mayer, our Chief Development Officer, danced from the back to the front of the room to thank the executive volunteers for all their support physically, mentally, and financially. He also let the executives know about all the upcoming events they are encouraged to attend. Last, he touched base on several ways to help continue the revolution such as E-school volunteers, mentors and employees who can hire PEP graduates returning into society, along with any donations or simply sponsoring a house dinner at one of the transitional houses.

Legacy, you truly will leave a legacy with this class. Keep up the outstanding job you're doing and thanks for being Servant-Leaders to the class behind you. To the executives, we thank each and every one of you for all you con-

Kevin Brewer

tinued to do event after event. We couldn't grow without you. To our CEO Brian Kelly, there's not another you because you are truly one of a kind. Your example of leadership gives us all some-



traditional "Tunnel of Love" formation as the executives came through slapping high fives and full of excitement. The men spent their usual time conversing with executives until it was time to start the event.

Every event begins with a pray-in. Michael McMillan took us all to the throne of grace to thank God for everything He's done for us. At that time the MC Brandon Frank, also known as "Snuggles", took to the mic to let our executives know what was to take place for the day. He also

to continue the event and find out who won their panel. In the PEP room George Shipman, Jesse Monreal, Vincent Corley, Manuel Alcala, Yusuf Adan, and Henry Martinez the six Servant-Leaders all danced to the front of the room to give us their definition of a true Servant-Leader. The men based this on how they viewed a Servant-Leader when they first came into the program and how they see a Servant-Leader today. Next, everyone focused their eyes on a video that showed "Servant-Leader Mentality" as the men

thing to strive to achieve. To Gami Jasso, David Flores, Victor Flores, Tony Mayer and our entire in-prison management, thank you all for the support you show every day. Last but not least, to the Servant-Leaders and PEP brothers, continue to strive for greatness using our ten driving values and PEP morals.

Kevin Brewer



BETWEEN THE WINGS





REPLACING THE OLD ME WITH A NEW ME

First, let me commend each and every one of you for taking the initiative to better yourself. The PEP program is the perfect opportunity for you to do just that as well as give you the proper tools to become a successful entrepreneur. All of us have been living our lives the way we want to and I think it is safe to say that hasn't turned out too good, not only for us, but for those who love and want the best for us.

One thing I've noticed with every class is that at some point in time the participants drop out of the program. It's usually at the very beginning. It's when they get too far behind or when they feel things aren't handled the way they see fit. I want to take this time to prepare you ahead of time to stick it out and not quit.

The reason the participants drop out in the beginning is because they usually find out that there is more to PEP than just entrepreneurial information. The PEP program is interested in allowing you to truly understand yourself, your decision making and characteristics, because these are the things that truly make up the person you are. I encourage each and every one of you to be receptive to this; instead of letting this be the reason you drop out, remind yourself that it was you who made the decision to better yourself. The truth is that it takes absolutely no effort to give up versus being open-minded to something new to succeed. The mind frame you come in to this program with will ultimately decide whether you complete the program or not. I encourage all of you to decide in the beginning that you will not let anything stop you from graduating PEP. I want you to stay focused and understand you get what you put in. The wonderful thing about PEP is that the whole time you're a part of this program there is always going to be someone who will give it their all to see to it you make it through anything that is getting in your way.

As I mentioned before, another reason why the men decide to quit PEP is because they're lacking the effort to give it their all from the start. When you don't give your all at anything you do, then you are liable to fall short or fail to succeed. This is a program that takes hard work and determination. If you lack the ability to put either of these factors into action, then you've set yourself up for failure to begin with. It is not about winning the race; it's about staying in the race to the end. Everyone's a winner in the race striving for a better life.

Let's be honest, all of us can use some extra tools to help us with life's ups and downs. The simple fact that all of us are convicted felons is enough to say considering a better way of life may be one of, if not the best, decision we've ever made. A major key to make that change is you have to realize and embrace the fact that you have to remodel your thoughts. Until we all realize that there is a problem with the way we view things and we begin to correct our thought process were going to find ourselves in the same situations.

I want you to take a second, stop and take a look back at your life. You have an opportunity right now to correct every mistake you ever made in life by creating a future so bright that when you share your past people won't even believe you and most of all they'll want to know how you did it. Its time to take everything you've been through all the bad choices you've made, all the people you've let down, all the time you've spent doing the wrong thing and use that as fuel to be a new man, a better husband, a better father, it's time to replace the old you with a new you.

Kevin Brewer

Advanced Business Club Returns

Experienced professional teaches class to PEP brothers about various important issues including personal credit, buying a home, real estate investing, becoming a sub-contractor for government projects and many other topics. The Advanced Business Club (ABC) will restart in August and be held in the PEP Room. ABC's mission is to share practical and useful business skills with our Brothers that will help them in their personal and professional lives.

ABC is facilitated by Jason Johnson of the Pristine '17 class. After graduating from Baylor University in 2002 with a Bachelor's Degree in Business Administration, Jason pursued a career in real estate, eventually becoming a Licensed Mortgage Broker, Real Estate Agent, and Insurance Agent. Additionally, Mr. Johnson has over 20 years of experience as a real estate owner and investor.

To assist you in getting your personal life restarted as quickly as possible and to build your financial future, ABC will begin with lessons on personal credit and home buying. Later we will learn about all the resources available through the SBA to begin building your business and your career.

We will discuss how to:

- ◆ Understand personal credit reports, FICO scores, and build

good credit upon release

- ◆ Repair bad credit and prevent and recover from identity theft
- ◆ Become qualified to buy a home
- ◆ Find undervalued and/or distressed property
- ◆ Evaluate and self-appraise a property
- ◆ Flip properties for profit or build a rental property investment portfolio

The next lessons will cover how to:

- ◆ Work with the SBA & SCORE to build local contacts to help you get a business started with all the local resources at your disposal
- ◆ Get approved as an economically disadvantaged business as a government sub-contractor in a specialized field

Each class will build on the material covered in the last class. Classes will be held in the PEP room as time and scheduling permit. Announcements will be posted in the dorms. All PEP participants (Phase 1, 2 and 3) are invited to attend.

Jason Johnson