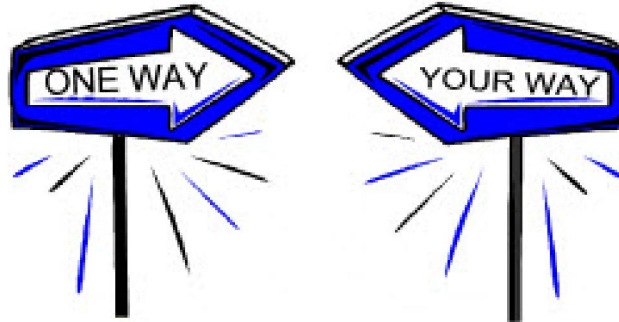


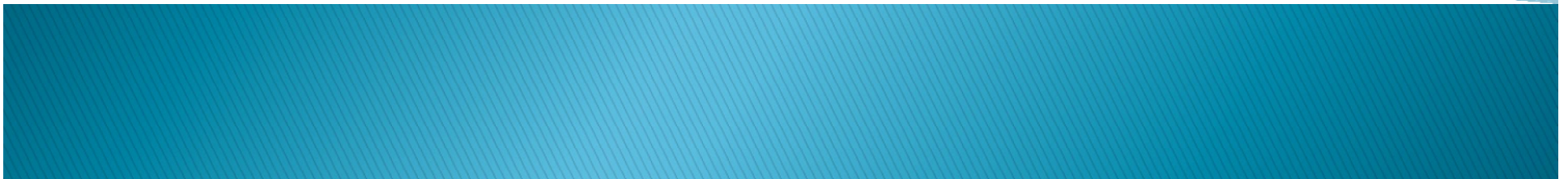
Making Cents International®

GLOBAL YOUTH
ENTERPRISE
CONFERENCE 2009

YOUR WAY IT SOLUTIONS



“Restoring Confidence in your LOCAL IT Company”

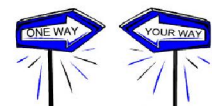


YWITS Background

- } Full service Information Technology (IT) consulting and support company providing based in Suitland, MD.
- } Founded: August 2005
- } Clients: Individuals, non-profit organizations and small-medium businesses in the Washington Metro Area.
- } Current Life stage: Growth
- } Services
 - o Technical support and consulting for businesses
 - o Computer Repairs, Upgrades, and Installations
 - o Custom built computers
 - o Computer training

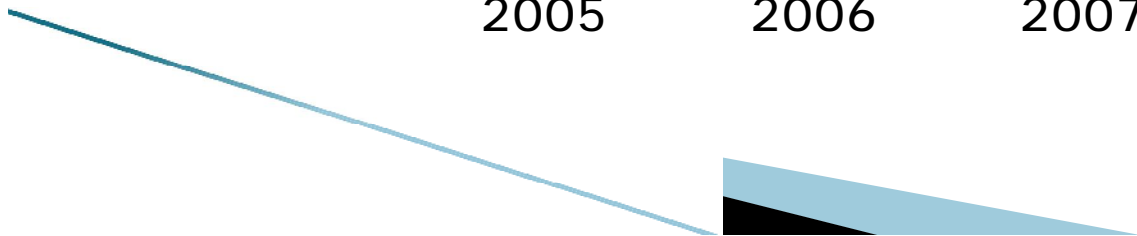
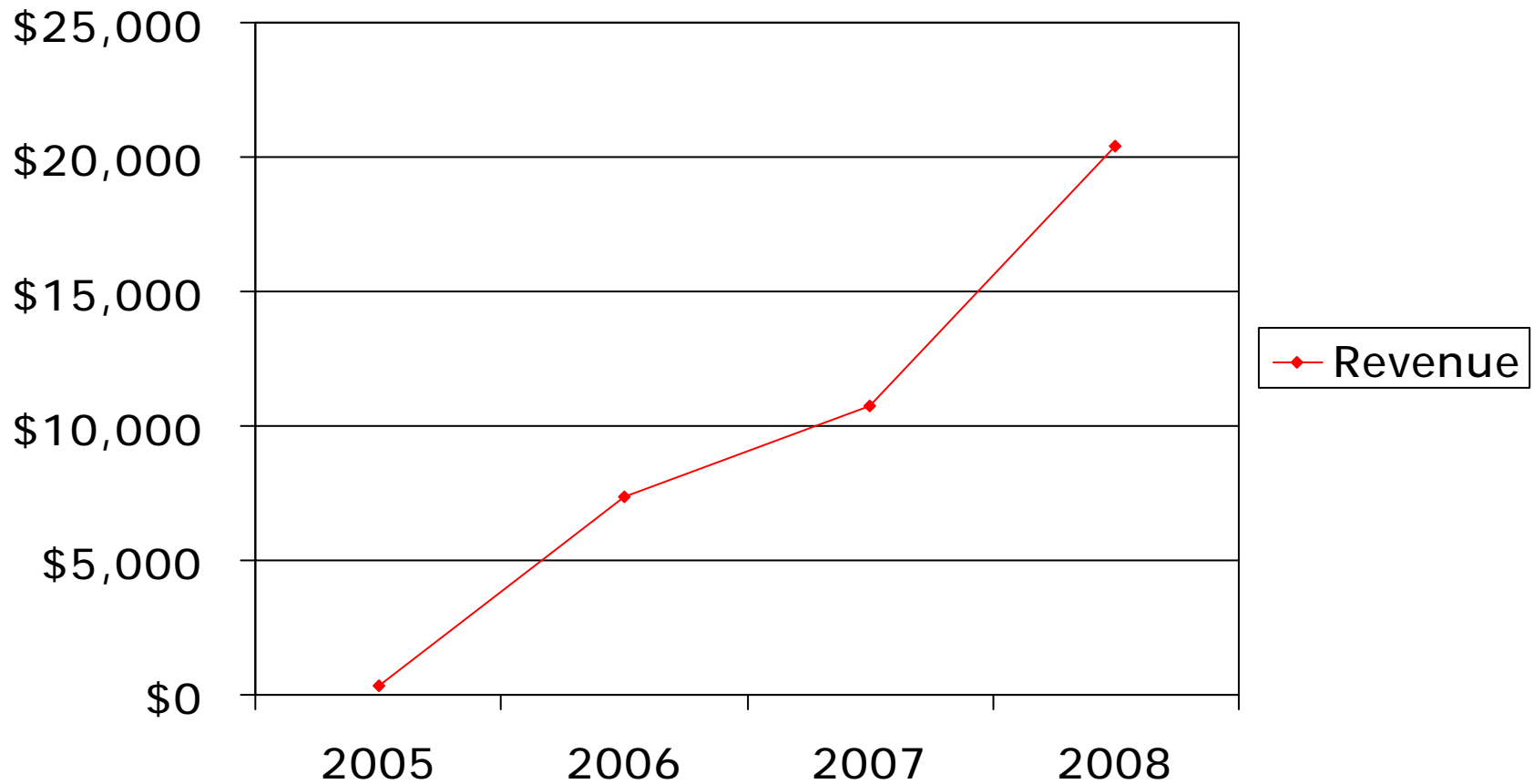


YOUR WAY IT SOLUTIONS

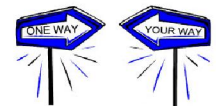


Financials

Sales revenue from 2005-2008



YOUR WAY IT SOLUTIONS



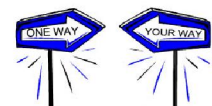
YWITS vision for the Next 5 Years

- } Open the Your Way Technology Center, a fun and educational community center geared around computers and technology.

Featuring:

- Training Center
- Homework Center
- Computer Lab
- Gaming Center
- Computer Services Center

YOUR WAY IT SOLUTIONS



Competitive Advantage

} Network For Teaching Entrepreneurship (NFTE)

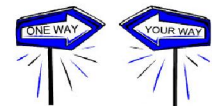
- learned business at a young age
- Network with top business professionals
- Build relationships
- Resources

} Quality of Service

- Treat each customer as if they are your only customer
- Word of mouth



YOUR WAY IT SOLUTIONS

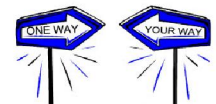


How YWITS got started

- } What contributed to the start of YWITS?
 - o NFTE
 - o NFTE Teacher
 - o Passion for my craft
 - o Mentors
 - o Business plan competition
 - o Cash prizes
 - o Internships
 - o Networking



YOUR WAY IT SOLUTIONS



How was the start of YWITS funded?

Start-up Cost: \$500.00

- Tools
- Parts
- Advertisement
- Tradename registration

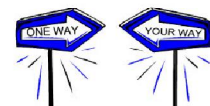


How did I cover the start-up cost?

- } Business plan competitions
 - Cash prizes
- } Revenue from services



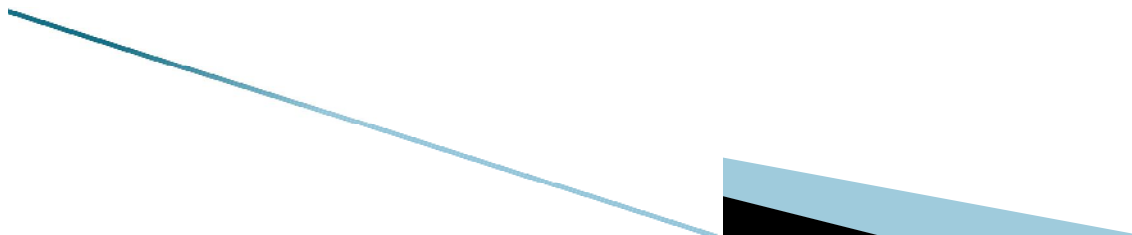
YOUR WAY IT SOLUTIONS



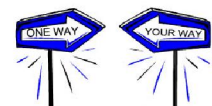
Obstacles on my journey

- } Being a student
 - Managing school work and customers needs
 - Time management

- } Lack of legal resources
 - Contracts
 - Registering business
 - Business licenses and permits
 - General legal advice

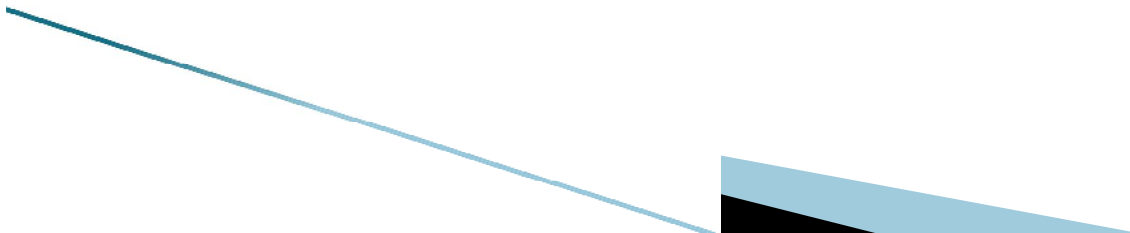


YOUR WAY IT SOLUTIONS

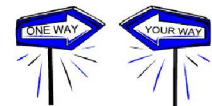


What makes an “entrepreneur” mind?

- } Passion for your craft
- } Commitment to your community
- } Drive to be successful while improving others lives



YOUR WAY IT SOLUTIONS



My Advice

- } Ask students what their passion is, what they like to do, not what business they want to open.
- } Teach presentation and communication skills
- } More Mentors
- } Bring in more student entrepreneur speakers
- } Stay connected with alumni of your program

