Meeting Minutes TGG

November 3, 2015

About TGG

- On demand basis of internal accounting work for small businesses
- #1 reason for small business failure is cash flow
- Basis accounting has been around for 800 years started in Italy
  - From development of trading and record keeping
  - Accounting doesn't change
  - People put around 80% of their wealth into their business
    - TGG focus on the managing their financials
    - Set up systems and processes to teach business owners to understand basic accounting
    - You get to help people and make a big impact in their lives
- New office in Orange County in 2 months
  - In need of talented people
- Advice
  - Experience is important in shaping you
  - Think who you want to become and take the appropriate steps into reaching the goal

Internship Program

- Unpaid internship for one quarter
- Hire a large portion of interns at the end of the internship
- Think about it as 13 week course
  - Variety of experience
  - Involve with every department
  - Competitive
  - Excel training and Quick Book

Career at TGG

- We are looking for someone who enjoy getting involved with people
  - Excel training
  - Must be able to explain to clients why you do what you do
Relationship building and dialog is important
  • Be curious
    o Involved in around 5 different industry as an entry
      ▪ Well rounded experience
  • Put in the hard work!

Questions:

CMA preferred?
  • Don’t do public accounting, pay the same bonus with a CMA and a CPA

What size revenue are the businesses?
  • Under 100 million in rev
  • 5-20 mil
  • Don’t do anyone with less than 2 million revenue

How’d you started in accounting?
  • Accounting is a business language
  • He knows he wanted to be business owner
  • Linking accounting to business is critical
  • Self study mostly

Do you only use quick books?
  • Have 20 different systems but all the systems are similar
  • 70% of the clients use quick books

What is your future plan?
  • Over the next 4 years
  • Orange county – in 2 months (both OC and LA), Denver, Vegas (next year), Phoenix, Bay Area

Do you guys like having CPAs?
  • Yes, CPA is very important
  • 3 training classes a week
  • Proves that you know what you’re talking about

How high is the bonus?
  • 8 thousand dollars
  • You can get it any time

How competitive is your internship program?
  • Next one starts in Jan
  • 50 applicants for 3 spots so far
  • Closing in the next week
• Probably expanding it into 6 people in a year

How do you stay competitive and standout?
• TGG is still very ahead of their competitors
• The market is big enough for them and their competitors