



The Vincita Institute is a trusted and reliable provider of financial education and financial coaching services. We are tremendously proud of the impacts that we have made in helping families and small businesses.

We strive to help our clients to not only understand the various financial products and services available to them, but to also make better informed financial decisions. We hope to serve, and improve the lives of Detroit citizens. For the past 12+ years, the Vincita Institute has provided customized financial education programs to groups and organizations. Programs designed to engage educate and empower all participants. We provide unbiased and objective information to our workshop attendees all without the selling of financial products and services. Through our financial coaching options we work closely with clients.

We hope to establish a long term and mutually beneficial relationship with the MCM participants as well as the residents of Detroit and its surrounding areas. We want to be present when the city of Detroit is fully restored to its previous state of economic vitality.

Sincerely,

Nicholas T. Josey  
Executive Director  
The Vincita Institute  
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## **Business Profile:**

The Vincita Institute is a non-profit organization (EIN#27-2873834), which provides personal and organizational financial education programs since 2004. Nicholas Josey is the Executive Director of the Vincita Institute. With more than ten years' experience as a licensed Financial Advisor, he left the financial services industry in order to form the Vincita Institute. Nicholas realized that while it was easy to sell the various financial products such as stock, bonds mutual funds, and personal insurance product. He found that educating people that were often forgotten or taken advantage of through risky and sometime unscrupulous means. Knowledge is power, as we engage people to better understand the various products and service available that will enable them to reach their specific financial goals.

## **Vincita Mission**

The mission of The Vincita Institute is to provide customized financial education and training regarding critical money-management skills to employees, individuals and families thus enabling them to manage their financial resources effectively. The Vincita Institute is dedicated to empowering consumers by providing quality financial education focusing on counseling, and personal financial accountability regardless of a person's age, gender, race, religion, sexual orientation, or financial background

## **Personal and Organization**

Vincita Institute is based in Boston, Massachusetts. We have a number of dedicated mission oriented volunteers to support our cause of engaging, educating and empowering all people through our financial literacy workshop programs. Nicholas Josey has traveled extensively throughout the United States promoting the importance of sound personal money management systems.

## **Business Experience:**

The Vincita Institute corpse competency is individual and workplace planning. We take a comprehensive approach in both instances. For businesses we look at five key areas: cash reserves, insurance planning, investment planning, retirement planning, and estate planning. Each area is equally weighted in importance.

**Cash management:** we ensure that clients have optimal amount of cash reserves on hand for emergencies.

**Insurance planning** each client learns to understand the various types of personal and commercial liability insurance. This also includes business succession planning, in the event of an unexpected death of business owner.

**Investment planning;** encourages the business owner better understand how o utilize stocks, bonds and mutual funds as a means of saving for longer term financial goals.

**Retirement Planning** encourages business owner to set aside monies for company sponsored retirement plans.

**Estate Planning** business owner prepare for both personal and professional succession plans and asset distribution.

In each case listed above the financial consulting fee is \$150 per hour. During each meeting we will cover one key financial topic at a time. A typical program can cost a business owner \$750 per year. After all key areas have been addressed; the business owner may choose to maintain the consulting relationship at a reduced rate of \$75 per hour. Meetings may be conducted in person, via skype, email or teleconference. The nature of our consulting is confidential in nature, which is why we are not at liberty to more specific regarding individuals fees assessed.

### **Project Principal**



Renown financial literacy expert Nicholas “Nick” Josey has worked in the investment sector since the mid 1990’s, having traveled extensively for some of the top financial investment firms in the country, Nick educates individuals on a corporate level about cash management, asset protection, investment planning, employee benefits, tax planning estate planning, financial management, college funding, portfolio management, retirement, and stock investment plans.

In 2004, he was led to The Vincita Institute, a non-profit organization where his passion and mission to “educate as many people possible” about the different aspects of personal finance, all while not selling them a single product! As a Financial Education Consultant he teaches and empowers large groups and individuals on how to make their money work for them; no matter the income bracket, there is always room to save, invest, and even possess insurance policies.

**Staff qualifications:** We utilize a committed and knowledgeable core group of volunteers to assist with the production of each of our financial literacy workshops. We have systems in place that keep our overhead low, while maximizing our effectiveness of helping others.

**Local Availability and capacity:** We typically speak to groups as a whole. We would introduce MCM participants of the financial planning/ literacy process within two to five workshop sessions in person. We typically assess of \$25- \$50 per attendee. This area will be revisited as we learn more about the make-up and number of attendees expected. We would plan to schedule quarterly in person meetings. We would schedule to meet with several participants during each scheduled visit, in order to ensure a most optimal use of time and resources.