

Young INVESTORS



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Successful Entrepreneur



JOHN PAUL DEJORIA went from homeless person to billionaire!

DeJoria is best known as a co-founder of the John Paul Mitchell line of hair care products. He was born in April 1944 and at the age of 9 he began selling Christmas cards and newspapers with his older brother to support his family. Because of financial problems he was sent to a foster home and ended up joining a gang. However, he decided to change his life around after his math teacher said, "You will never succeed at anything in life!"

DeJoria went on to join the Navy and spent two years on the USS Hornet. Once out of the Navy, he had very little money and ended up living out of his 20 year old Rolls Royce selling shampoo, diamonds, and encyclopedias door-to-door.

In 1980, at 36 years old, he met Paul Mitchell, a hairstylist. With a \$700 loan he and Paul co-founded the hair product company, John Paul Mitchell Systems. Their products became one of the most recognized professional hair care brands in the world, selling over 100 products in over 80 countries worldwide.

DeJoria, on his path to success followed three basic rules:

No 1: Always be prepared for rejection, you must remain resilient and confident.

No 2: You don't want to be in the product business, you want to be in the re-order business.

No 3: By helping others you create future customers and loyalty.

DeJoria has struggled against the odds, despite growing up poor and homeless he overcame rejection, failure and poverty by never giving up.

Seven things you should know about money

Good Stuff!

Navigating in today's financial world is no easy task; it can be confusing and complicated. We have found that it's the simple things that can make the biggest difference. Following are seven financial disciplines to help navigate the path to financial success.

If you see a problem report it to your bank or credit card company immediately.

1. You have to earn more than you spend

It may sound simple, but it is easier said than done. The key is to set a budget and track how you spend and save money every month.



2. Automate savings

It is easier to build up significant savings over time if you do it automatically. Try to save at least 10% of your income each month to a savings/investment account.

3. Minimize your debt load

Debt isn't always a bad thing, but you can get into trouble if you take on more debt than you can handle. Try to pay off your credit card debt every month, but if you can't, it's important not to let debt get too high.

4. Protect yourself from scam artists

Regularly review your checking and credit card balances for any charges you don't recognize.

5. Insure yourself against rainy days

Consider purchasing various types of insurance to protect your assets and health. At a minimum, you should consider having car, home, and health insurance.

6. Track your credit score

Credit scores often determine the interest rate you can get on loans. You can get a free annual credit report each year at www.annualcreditreport.com. Check for any errors or needed corrections.

7. Monitor for Money Saving Ideas

Check for new financial products, lower interest rate fees and other ways to save and spend money. Consider using coupons for purchases and lower interest rate credit cards to reduce your debt burden.

Following these seven basic money guidelines may help you on your path toward financial success. Set goals and be disciplined in both savings and spending levels.

Saving Goals

Know This!

Emergency Cash:

Should equal between three to six months of monthly expenses.

Employer retirement plans:

Always participate at least up to the company match percentage.

Credit Score

Helpful!

- High credit card balances hurt your credit score.

- Managing multiple credit card accounts is better for your credit card score.

- Old credit cards you no longer use help your credit score.

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Laughing Studio

1. HOW CAN YOU TELL IF MATH TEACHERS DYE THEIR HAIR?

You can see their square roots.

2. WHAT DO MUSIC TEACHERS TELL THEIR STUDENTS?

To B-sharp!

3. WHEN SHOULD YOU EAT FIREFLIES?

When you want a light snack.

4. WHERE DO COWS BUY THEIR COUGH DROPS?

At the farm-acy!

5. WHY COULDN'T THE PIANO GO HOME AFTER THE CONCERT?

He lost his keys.

$\sqrt[2]{16} = 4$

$\sqrt[2]{49} = 7$

$\sqrt[2]{100} = 10$



Maya from Buffalo, NY is last quarter's newsletter winner of the \$10 Target gift card.

Name _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____
 E-mail _____
 Age _____

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Mail back the quiz with your name and address to above mailing address or email to: info@monetta.com.
Entries must be received by September 15, 2018.

KIDS: If you have a joke that you would like to submit, please send it to info@monetta.com. If we use your joke we'll send you a special prize!

Company Trivia



• The company was originally set up with a PO Box and an answering machine at a friend's house.

• Both founders started selling shampoo and conditioner door-to-door. After two years they were able to pay their bills on time.

• The company was the first professional hair care company to publicly oppose animal testing, winning a Humanitarian Award in 1990.



• In 2001 the first Paul Mitchell school opened in Costa Mesa, California, setting a new standard for quality in the professional beauty industry. Currently there are over 100 schools nationwide.

• The company recently partnered with American Supply Co. to create a limited-edition line of fashion wear for salon owners and stylists to reflect its rich heritage and pride in brand quality.

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Money Quiz

Tell us how many you get right (by mail or email) and you will be entered for a drawing to win a \$10 Target gift card!

Win! prize

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|--|---|---|
| 1. A critical flaw with financial advice is that it assumes you have money. | T | F |
| 2. Consolidating high interest rate credit cards into a fixed bank personal loan helps pay down debt. | T | F |
| 3. An emotional decision over a financial decision is always a bad thing. | T | F |
| 4. If you are struggling to make ends meet, saving even a dollar makes no sense. | T | F |
| 5. Not every financial decision can be measured in pure monetary value. | T | F |
| 6. Using cash to pay for everyday expenses is an effective budgeting plan. | T | F |
| 7. Borrowing from family or friends can be awkward and is never a good idea. | T | F |
| 8. One of the easiest ways to make money fast is to sell your old video games, toys and other items on-line. | T | F |
| 9. Anyone can earn extra money on-line by writing articles (Article Sale.com). | T | F |
| 10. The sooner you start saving, the faster your money can grow from compound interest. | T | F |