



SMG CONSULTING

— G R O U P —

BUSINESS & FINANCIAL CONSULTANTS

**Empowering Financial Freedom,
Entrepreneurship, and Business Success**




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MESSAGE FROM OWNER

In 2001, I made a decision to become an entrepreneur when it wasn't as popular as it is today. With my people skills, a degree in Pre-Law and a Masters Degree in Accounting & Financial Management, I launched a full service business & financial consulting firm.

For over 20 years, I have helped people with bringing clarity to their business & financial visions, educating about financial literacy, tax planning & preparation, and helping many with starting, managing, and growing a business.

My entrepreneurial and life path took this kid from the Bronx, NY on a meaningful journey. I have been blessed to work with both personal friends and clients who are high end achievers. This exposed me to some insightful life perspectives and experiences, along with my own, that has been embedded within my business practices. More importantly, our advisory services share our experiences & knowledge in order to develop practical financial & business solutions so our clients can attain their self-defined level of success.

In today's ever-changing economy, economic disparity has become a major issue in this society. Moreover, we live in a capitalist society, in which in order to thrive within such an environment, having capital becomes imperative. As a result, financial literacy becomes more essential than ever. My company and its provided services intend to contribute to closing the economic inequalities.

Gary Stephens

Founder | Managing Partner

Bio: www.garystephensjr.com

  @garystephensjr

OUR MISSION

SMG CONSULTING GROUP

- Improve our client's quality of life by promoting financial literacy, inspiring & supporting entrepreneurship, and building wealth through business ownership.
- Respect & support individual initiative, personal growth, and continual self-improvement.
- Make sure our clients see themselves as a business & ensure they know every aspect of their business
- Helping our business owners understand profit & growth as a means to make all of our values and objectives possible.

SMG'S HISTORY



SMG HISTORY

Since 2001, SMG has been a full services consulting & business services firm.



PURPOSE

SMG works to enhance our clients, business & financial Knowledge



VISION

SMG'S vision is to demonstrate the importance of building wealth through business ownership.



LOCATION

SMG is based in New York City and providing remote services throughout the US States



INTRODUCTION

Clients approach SMG to help with one-on-one consulting and wind-up as long term clients



NEW BUSINESS

SMG has helped hundreds with the process of starting, managing, and growing a business



BIZ GROWTH

Many of our business clients experienced triple digit growth rates.



LONGEVITY

On average, our clients been with the company for 4+ years with approximately 15% being with us for over 10+ years



PARTNERSHIP

SMG are our clients accountability partners and committed to helping our clients succeed



SOLUTIONS

SMG provides evidence based solutions to help our clients make informed decisions



SIMPLICITY

SMG simplifies complex business & financial matters for our clients to comprehend



AUTHENTICITY

SMG keeps it real with our clients since we take their success serious

SMG CLIENT BASE

- INDIVIDUALS SEEKING FINANCIAL LITERACY
- ASPIRING ENTREPRENEURS
- SMALL BUSINESS OWNERS
- COLLEGE & PROFESSIONAL ATHLETES
- SPORTS & ENTERTAINMENT ENTREPRENEURS

INDUSTRIES SERVED

- Professional Services
- Real Estate
- Non-Profit
- Beauty & Healthcare
- Hotel & Restaurant
- Technology
- Retail & Wholesale
- Sports & Entertainment

HOW WE DO IT

SMG CONSULTING GROUP

www.smgconsultinggroup.com

SMG Consulting Group is the entity that delivers the quality & comprehensive advice, solutions, and business & financial services to our individual clients to help them with **earning additional money & financial management**, and to assist our aspiring entrepreneurs and business owners clients with **starting, managing & growing businesses**, while helping our entire client base with **achieving financial freedom**.



www.handleyourbiz.com

Handle Your Business is the **digital media division** of SMG Consulting Group. This platform takes SMG's over 20 years of business & financial consulting and deliver unique perspectives & insights through its digital outlets such as **articles, e-books, newsletters, and podcast**

“ Our clients thrive because we understand every aspect of their personal & business matters ”

CONSULTING & COACHING

SMG's consulting and coaching services are designed to empower clients with the knowledge, skills, and strategies needed to achieve financial freedom and entrepreneurial success. SMG provides hands-on **guidance in business start-ups, financial literacy, and entrepreneurship, helping clients transform their ideas into thriving ventures.** We support aspiring and established entrepreneurs in building, launching, and managing their businesses with confidence.



Consulting is not just about offering solutions—it's about empowering individuals and businesses to see opportunities where others see obstacles, unlocking their full potential to thrive in a rapidly changing world.

FINANCIAL CONSULTING

At SMG Consulting Group, we believe that financial success begins with a well-defined, **personalized action plan**. Our personal financial action plans are crafted to guide clients toward their unique financial goals, whether they're aiming for financial security, **wealth building**, or **debt reduction**.

We take a holistic approach, analyzing each client's current financial situation, income, expenses, assets, liabilities, and future aspirations.



GOAL SETTING STRATEGIES:

Turning your vision into actionable steps

FINANCIAL SUCCESS BLUEPRINT:

Your personalized action plan for growth

BUDGETING ACTION PLAN:

Crafting a clear path to financial balance

DEBT FREEDOM PLAN:

Strategies to simplify, reduce, and eliminate debt

RISK ASSESSMENT:

Protecting your financial future

TRACKING SUCCESS:

Ongoing financial monitoring for lasting results



Use Meaningful Financial Reports to Measure Progress Towards Financial Freedom

FINANCIAL REPORTING

SMG's **accounting and bookkeeping services** are tailored to simplify financial management for businesses. We understand that accurate and timely financial records are essential for **making informed decisions**, maintaining compliance, and achieving financial stability.

We work closely with clients to **handle day-to-day financial operations**, giving them peace of mind and the freedom to focus on business growth.

COMPREHENSIVE RECORD KEEPING

BRING ACCOUNTING TO CURRENT STATUS

REVIEW & ENHANCE FINANCIAL SYSTEMS



BUDGETING & FORECASTING

FINANCIAL STATEMENTS PREPARATION

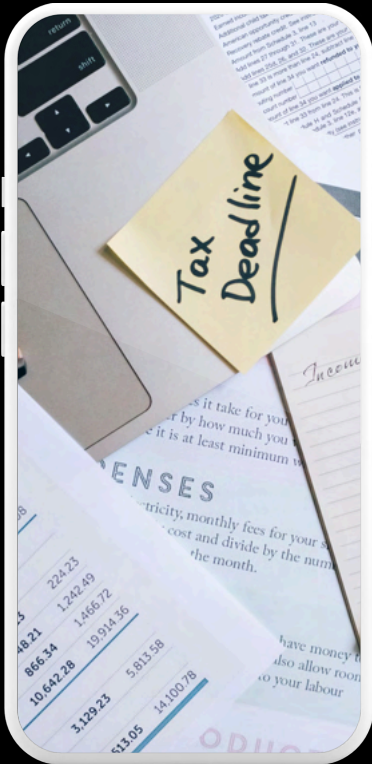
MONTHLY & QUARTERLY REVIEWS

“ You must understand the details of your business or you are at risk of failing”

TAX PREPARATION

SMG's tax preparation services are designed to take the stress out of tax season and **maximize clients' financial outcomes**. We navigate the complexities of tax laws and regulations to ensure that every deduction, credit, and benefit is utilized, **minimizing liabilities and maximizing refunds** where applicable.

Our comprehensive approach to tax preparation helps clients **stay compliant and financially optimized**.



PERSONALIZED TAX CONSULTATIONS

TAX CREDITS & DEDUCTION MAXIMIZATION

INDIVIDUAL TAX PREPARATION

ALL BUSINESS FORMATION TAX FILINGS

STATE & LOCAL TAX COMPLIANCE

MULTI-YEAR TAX RETURNS REVIEW

“Use your Tax Returns as your Annual Financial Progress Report”

CONSULTING PACKAGES



Our all-inclusive consulting packages are designed to seamlessly combine a full range of business and financial services into one cohesive solution to meet the **unique needs of aspiring entrepreneurs, established business owners, collegiate and professional athletes, and sports and entertainment entrepreneurs.**

With our consulting packages, our clients save both time and money. you're not just investing in services—our clients are procuring their future success, stability, and growth.

BUSINESS START-UP PACKAGES

SMG's Start-Up Business Consulting Package combines a comprehensive suite of **our business services into one powerful package**, designed specifically for aspiring entrepreneurs. By integrating multiple service offerings, we provide clients with a seamless, all-inclusive solution that addresses **every critical aspect of starting a new business venture, from financial planning to strategic growth**.

Our package simplifies the process and is designed to guide clients through each step of **starting a new business venture with confidence and clarity**.



CUSTOMIZED BUSINESS & STRATEGIC PLAN
COMPREHENSIVE FINANCIAL PLANNING
GUIDANCE ON BUSINESS STRUCTURES

SALES & MARKETING PLAN DEVELOPMENT
OPERATIONAL INFRASTRUCTURE SUPPORT
ACCES TO NETWORK & RESOURCES



“ A Good Start Contributes
to a Great Ending



BUSINESS GROWTH PACKAGES

SMG's Business Growth and Management Consulting Package provides entrepreneurs, business owners, and management teams with **a comprehensive, solution-oriented approach to overcome business challenges and drive growth.** This all-inclusive package combines a range of our specialized services to enhance operations, optimize management practices, and support strategic decision-making.

Through in-depth meetings with owners and key managers, we gain a full understanding of each business's unique operations, **allowing us to deliver targeted, effective solutions.**



BUSINESS OPERATIONS ANALYSIS

STRATEGIC PLANNING & GOAL SETTING

ORGANIZATIONAL DESIGN

PROFIT IMPROVEMENT STRATEGIES

CUSTOMIZED BUSINESS SOLUTIONS

PERFORMANCE MANAGEMENT CONSULTING

SALES & MARKETING STRATEGIES

BUDGETING & FORECASTING SUPPORT

SPORTS & ENTERTAINMENT PACKAGES

SMG's Sports & Entertainment Package is specifically **designed for professional and collegiate athletes, entertainers, and entrepreneurs** in the sports and entertainment industries. SMG acts as a trusted accountability partner, ensuring each client has access to the best business and financial solutions tailored to their individual and professional needs, family priorities, and legacy goals.

SMG establishes the necessary infrastructure to implement a robust checks-and-balances system. This approach **ensures clients have the lead voice to control their business and financial endeavors, manage their finances, oversee key relationships, and enhance their business and financial knowledge**. By doing so, SMG helps clients secure their long-term financial well-being and achieve sustainable success.

DAY-TO-DAY SYSTEM DEVELOPMENT

BUSINESS & FINANCIAL OVERSIGHT

TEAM BUILDING & TRAINING

GENERATE IN-DEPTH MANAGEMENT REPORTS

CASH FLOW & BUDGET REPORTS



“Athletes and entertainers shine brightest when they own their talent and their finances. Taking control means securing not just the moment, but a lifetime of success & stability.”

BENEFITS OF WORKING WITH SMG

- Over 20 years of business & financial service experience
- Specialize in Developing Structures & Strategies
- Improve Financial Performance & Position
- Increase Efficiency & Productivity
- Tailored Business & Financial Solutions
- Expand Sales & Marketing Efforts
- Gain Informative & Specialty Knowledge
- Access to SMG's Professional Network
- Enhance Personal & Business Strategy

JUST A FEW WORDS



Tomeka Lee

Partner - Trizen, LLC



Shawn Vardi

COO - Think Hotel Group



Juan Perez

President - Roc Nation Sports

"We have worked with Gary for over 10 years. His expertise, advice, and humor has been critical to the growth of our business and our financial success. With his attention to detail & knowledge of our unique needs, Gary has been an instrumental partner in our journey to success and prosperity."

"Gary and his company provided my companies with the tools and resources to grow from a start-up to a \$100 million dollar hotel company within 5 years."

"Gary's business advice and leadership of starting a recording studio (Baseline Studios) turned out to be an epic springboard into my sports & entertainment career."



Stephen A. Smith

Sports TV Personality



Jocelyn Wright

Managing Partner
PF Wealth Management Group

"People like Gary are important in today's society because individuals, business owners, & athletes can benefit from his business & financial knowledge because it keeps us informed and empowers others."

"Gary has an impeccable attention to detail, a straightforward approach to communication, and the unique ability to convey concepts in a manner that perfectly aligns with your level of understanding along with a witty sense of humor. His expertise and personable nature make the experience of working with him both informative and enjoyable."



Mizan Ayers

Owner - Ayers Group

"Gary's knowledge and practical business advice helped with the growth of my real estate company. But his leadership and his unique perspectives have personally changed my life."

SMG CONSULTING

GROUP

LET'S WORK TOGETHER

team@smgconsultinggroup.com

www.smgconsultinggroup.com

646-681-2267

[@smgconsultants](#)

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