

ANNUAL REPORT 2015-2016





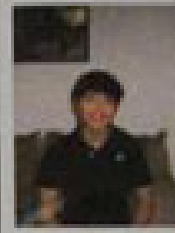
Quinn



John



Sam



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Tracy



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Tom



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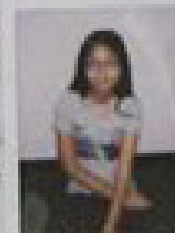
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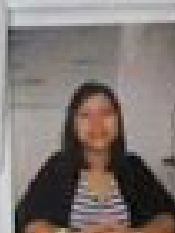
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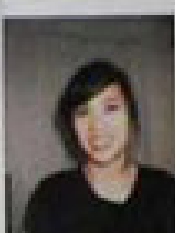
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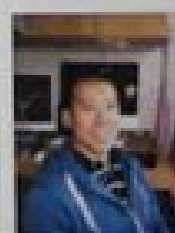
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DEVELOP. EMPOWER.
RETURN. CONNECT.



AASUCCESS - AN OVERVIEW

AASuccess, a 501(c)(3) nonprofit organization, seeks to help students enhance their individual approaches to academic work, career development, and other challenges in life. Through our Life Skills Academy, AASuccess empowers students to identify and cultivate skills necessary for professional development and civic work. With help from our business support community, AASuccess provides students with informative seminars, internship opportunities, and professional coaching and mentoring. We focus on a personal approach and address a host of issues, including: confidence, self-discipline, stress management, accountability, citizenship, leadership skills, physical and emotional health, and prudent decision-making. Our overall goal at AASuccess is to help students succeed in life.

AASuccess is open to all residents of D.C. Metropolitan area interested in receiving the benefits of or volunteering in the two main programs: the Life Skills Academy and the Arc360 Civic Projects.

Mission

To foster ethical and humanitarian values in our students while empowering them to achieve personal, academic, professional, and civic fulfillment.

Vision

- *To develop, educate, and mentor our students through their involvement with community-based programs that foster ethical, intellectual, and social development.*
- *To create a self-sustaining learning environment between professional mentors, coaches, and students that is based on mutual trust and respect.*
- *To empower our students to become future leaders, responsible citizens, and agents for positive changes.*



Nine years ago, our AASuccess family was young and small with less than ten students and two to three coaches. Nine years later, we have a family of twenty-five active students, six active coaches and skills mentors, twelve seminars a year, a challenging YouthCon Scholarship, and many projects that serve the community and support our students' growth!

FOREWORD FROM THE FOUNDER

For the past 10 years, AASuccess has provided life skills and leadership training for both youngsters and young professionals via our life skills programs. In that time, we have grown in strength, impact and in numbers of successful career professionals and entrepreneurs who have continued our cycle of "Perfecting the Act of Giving Back." Your generous, tax-deductible donations bridge the funding chasm and enrich the experience of every student, every day.

With a little over \$2,000 donation directed to each of our 30 student beneficiaries, the students have worked passionately along with our trained volunteer AASuccess mentors to initiate and completed hundreds of various internships, externships and civic projects in 2016. Our students have worked year-round in live projects such as work-readiness internships, business start-ups and opportunities directed to social responsibility, health fairs, train-the-mentor projects, our signature YouthCon scholarship and AASuccess Today Civic projects. And the list goes on!

No matter how big – or small the project, the focus of AASuccess will always be on the individual. For all of the report's statistics highlighting our work, it is always about people. The student growing up in an under-served Asian family whose native language is not English; the young man or woman whose early decisions have not always taken them on a positive life course, and the seemingly cheerful kid, who is often the only linguistic link for his or her parents and grandparents between the country of his birth, and the country of their future. And parents, regardless of what language they speak, are delighted beyond any words to see their children moving beyond college and into careers that enable them to help support both their family and the community that had helped to nurture them into capable, confident and productive citizens.

That is what makes AASuccess' work unique, heartfelt - and effective. In 2014, AASuccess was a recipient for one of the resolutions approved by the General Assembly of the Commonwealth of Virginia as a key contributor to provide life skills, civic projects and personal leadership activities aimed to strengthen our local community via youth leadership development. AASuccess shall continue its ongoing strategic objective as a STEM-based, career-focused mentoring program for youth with an emphasis on mostly students of Vietnamese descent. However at AASuccess, no student in need is turned away. Nurturing and training each of our students to become a socially responsible manager and/or leader is the goal of the founder and now, his first group of graduates. For the first time in the history of AASuccess, the terms "entrepreneur", "successful start-ups", "leadership", "training for hundreds of students" have made their way into the spoken language of our senior students. So, your donations are critical to ensure that our life skills program and live projects continue to offer exceptional enrichment opportunities that are the hallmark of SUCCESS.

This year, our goal is to raise \$100,000, and we can't do it without your support. Your donations are the reason these programs exist! With your continued support, we can achieve great things for those who need us.

Thank you for your support of discovering and exploring life skills program. With your help, we can enrich the experience of every student and more, every day!

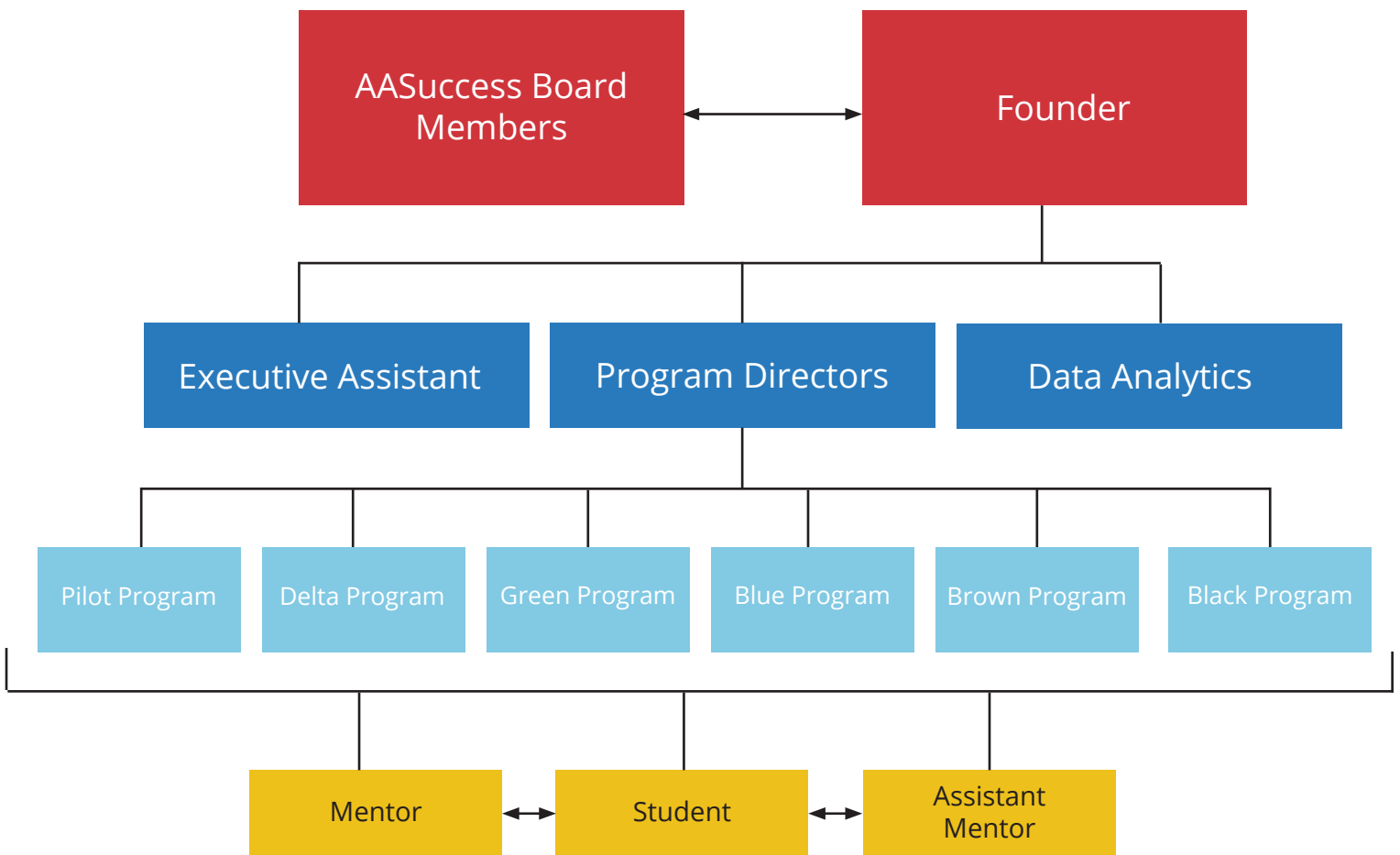
Gratefully,

Dave Nguyen

Founder, AASuccess Inc.

ORGANIZATION STRUCTURE

AASuccess is organized as a hybrid between conventional and functional management structures, designed to encourage transparent communications, as well as idea-sharing and collaborative activities. The Life Skills Academy students, the technical and life skills coaches, and the professional volunteer work actively across all programs and projects designed to benefit the entire team, as well as AASuccess and our community.



ORGANIZATION STRUCTURE (CONT.)

- **Board of Directors:** Civic-minded business leaders and career professionals, each having the capacity to provide financial support and to make strategic decisions in leading, executing, and advancing the organization's mission.
- **Founder:** Works closely with the Board of Directors and meets during the Board Meeting on a quarterly basis to discuss about upcoming events and to ensure the flow and overall growth of the organization. Founder provides supports and guidance to program directors if needed.
- **Executive Assistant, Program Directors, and Data Analytics:** work directly with the Founder to facilitate the Life Skills Academy (LSA) during weekly activities and quarterly LSA Assessments. This is to better customize the learning experience based on each student's strengths, weaknesses, and preferences and to observe their progress over the course of 3 months.
- **Program Directors:**
 - Work closely with mentors to make sure both students and mentors follow the procedure and process manual by monitoring their attendance, timeliness, and completion of the 3-month plans. Troubleshoot problems if needed.
 - Collaborate with other program directors to provide feedback for each student during the LSA Assessment as well as the Program Graduation.
- **Mentors:** College students and young professionals, responsible for taking care of assigned students' weekly activities including Com_Link entry, individual mentorship session, project, and other activities during the core office hours. Mentors also follow up with parents regarding the progress of their students.



Every week, the AASuccess office is filled with more than 25 students and coaches, 20+ one-on-one coaching/mentoring sessions, enlightening seminars, ongoing projects, and more.

CHEERS AND THANKS TO AASUCCESS BOARD MEMBERS DIEU LE AND KHUE BUI

Board member Dieu Le is leaving her position with AASuccess after three years of serving as a vital and change agent of all of the key operational and management aspects of AASuccess. As a result of her management style, skill sets, and accomplished products including marketing brochures, website, e-Newsletter, Facebook, blogs, seminars, and large-scale events, Dieu has led the entire organization in creating changes to substantively differentiate AASuccess from other non-profit youth service organizations since late 2013. Without our board member Dieu Le, we would not have been able to attract a new crop of younger leaders to our organization. As Dieu has said "AASuccess could still be considered an undiscovered gem", we are thrilled to announce that Dieu has embarked on moving to her new role as a key volunteer and stakeholder of the Vietnamese Community Center project, for which AASuccess continues to play a key role in attracting likeminded individuals and talents. After three years of unforgettable memories of her imprints, we hope Dieu all the best for her current and future endeavors. If you would like to view more about her signature work in our 2013 Sustaining Member Program event, click [HERE](#) for a revisit of her imprinted work exhibited by grace and inspiration.

Current volunteer DELTA Vietnam Director and life skills mentor Khue Bui will be joining the board of directors to replace Dieu Le. Khue Bui initiated, led and successfully implemented the program that not only has improved the students' English speaking skills significantly, but also has touched the hearts of all student participants deeply. We're happy to welcome her onto the board of directors.

Cheers, and best of luck in all future endeavors for both Dieu Le and Khue Bui!

A YEAR IN REVIEW

We have made great strides toward fulfilling our vision of creating a sustainable learning environment between students, skills mentors, and life skills coaches. In line with our mission to foster ethical and humanitarian values in our students and the quest for student success, our strategic plan focuses on developing students success with life skills quality initiatives, e.g., job readiness training programs, entrepreneurship for alumni, and quarterly life skills assessments for all Life Skills Academy enrolled students.

We have participated in over one hundred individuals and group meetings to build relationships and create business partnerships with alumni, skills mentors, business and community leaders, and parents of AASuccess students. These outside stakeholders are excited about our direction and have pledged their support with volunteer time and collaborative work in either business or job-training programs. There have been many changes to the office and quality initiatives this past year to better meet the needs of our students, volunteer mentors, and key business support partners. We invite you to review our progress to date in this report. We thank you for your ongoing support and we are looking forward to another, even better year.

Our perspective is something that is constantly changing and growing. As we encounter new experiences and meet new people, we find our point of view shifting. Instead of fighting this, we learn to embrace it, as it makes us more well-rounded and understanding individuals.





13
NEW STUDENTS



9
WORKSHOPS/
SEMINARS

provided by AASuccess
business partners and
stakeholders



11
STUDENT-RUN
PROJECTS



\$239,690

WORTH OF MENTORING
SERVICE CONTRIBUTED
BY OUR MENTORS



7
NEW MENTORS
& VOLUNTEERS



12
STUDENTS
graduated from the
Life Skills Academy



OUR DEFINITION OF “SUCCESS”

AT AASUCCESS, SUCCESS COMES IN MANY STYLES AND FORMS.

Our commitment to student success is explicit in our name. Every interaction we have with our students is geared towards ensuring their continuing growth in both academic work and their pursuit of new interests and ideas.

With our goal of connecting students to life skills, live projects relevant to their soft and technical skills-related goals, and initiatives that add meaning to their AASuccess experience, we approach the concept of “success” from a holistic perspective.

“Success” is the crucial part of “AASuccess”. The meaning of success changes for different individuals. At AASuccess, success comes in many styles and forms. We coach our students to achieve professional, personal, and academic success and happiness. Our students learn who they are and where they want to go in life.

Success is about learning to embrace both failure and opportunities during each step along a student’s life journey. There is not necessarily an end destination in a student’s life journey.

**THE GREATER PART
OF PROGRESS IS THE
DESIRE TO PROGRESS.**

LIFE SKILLS ACADEMY OVERVIEW

LSA LEARNING OBJECTIVES

- Cultural Competency
- Emotional Intelligence
- Health & Wellness
- Technical Writing & Editing
- Presentation Skills & Techniques
- College Applications

Jr. High &
High School

HOW YOU CAN HELP

- Become Skills Mentors
- Present Seminars on:
 - Time Management
 - Effective Communication (Oral & Written)
 - College Preparation

- Dynamic Communication Skills
- Business Communication (Oral & Written)
- Speech Writing
- Presentations

College

- Offer Real-World Internships & Apprenticeships
- Present Seminars on:
 - STEM & Business Applications
 - Project Management
 - Financial Planning & Investment

- Business Strategy & Operations
- Financial Planning & Investment
- Marketing, Branding & Sales
- Advocacy (Public & Community)

Post-
College

- Provide Practical and Technical Skills Mentoring
- Present Seminars on:
 - Leadership & Management Essentials
 - Marketing & Sales (Strategies & Techniques)
 - Advocacy (Public & Community)



PROJECTS IN 2015-2016

At AASuccess, we enable our student to improve their soft and technical skills by providing them with lifelong leadership development opportunities. Throughout 2015-2016, we have been able to achieve positive changes by encouraging students in participating in various community-based projects, in which they can apply the knowledge and skills that they have learned in our Life Skills Academy program. These projects are great environment where students have the chance to observe, learn, and interact with our various supporters including senior citizens, business owners, working professionals, public officials, nonprofit organizations, and representatives from the education community.



2016 YOUTHCON SCHOLARSHIP

AASuccess organizes the YouthCon Scholarship every year to award scholarship grants to deserving students in the Washington D.C. metropolitan area. After the essay round, semi-finalists have 5 minutes to present about their ideas in front of a panel of judges, all of whom are honored members and representatives from the DC, MD, VA community.

VIETNAM HUMAN RIGHTS DAY

This project focuses on promoting civic education through innovative projects & social media to increase youth involvement, as well as empowering AASuccess students to take the lead in promoting human rights in Vietnam. AASuccess has attracted more potential volunteers/stakeholders every year due to our work in the community.



SUMMER RETREAT AT THE WHITE HOUSE FARM FOUNDATION

Thanks to AASuccess Board member Scott Plein, at least 20 attendees including mentors, students, and volunteers went on a fun and safe 3-day retreat. This was an opportunity for everyone to relax, get to know each other, and learn about the meaningful historical values of the White House Farm.

AASTODAY PROJECT

AASuccess launched its first satellite office, which is an in-kind donation from Eden Center. Here, we answer and provide assistance to many Vietnamese people, whose English is not their second language and those who don't have anyone to help. Services include translation, insurance, citizenship, language, social services, etc.



PROJECTS IN 2015-2016 (CONT.)



BACKPACKS TO BELIZE PROJECT

AASuccess helped Project Water Buffalo with their mission of collecting backpacks filled with school supplies for undeserved children in Toledo, Belize.

FUTURE PROOFING THE ASIAN PROFESSIONAL'S CAREER SYMPOSIUM BY NAAAP-DC

As a result of the collaboration between NAAAP-DC and AASuccess, more than 10 mentors and students participated in the symposium as volunteers to help out with ticketing at front desk, ushering, and serving.



TROT FOR HUNGER

21 AASuccess students and mentors experienced the wellness benefits of friendly competitions and social bondings on Thanksgiving 2015 at the Turkey Trot for Hunger in DC. Students could get the gist of the running/walking 5K event - "Nothing is impossible".

YOUTHCON INNOVATOR PROJECT

Focus on promoting creative ideas, the YouthCon Innovator Project challenged young students to find innovative solutions to enhance the life quality of the community, while simultaneously inspire and promote the act of giving back.



TENNIS FUNDRAISING EVENT

Students and mentors together organized an event where there were tennis tournament, silent auction, lip-sync contest and photobooth. About 70 people showed up and we were able to raise more than \$4000.

PROJECTS IN 2015-2016 (CONT.)



BUILD A SCHOOL - LEAVE A LEGACY PROGRAM

About 7 students didn't mind the cold winter day to go out on a 5K walk. The mission of this fundraising walk is to raise up to \$20,000 to build schools in rural Vietnam and make a difference in the lives of many unfortunate Vietnamese children.

DELTA SUCCESS PROGRAM

Dedicated mentors spend at least 1 hour per week through virtual English teaching and interactive life-skill training to provide a rich educational program for many youngsters in Vietnam who speak some English and are eager to explore, who have a desire to learn and care about life and family. Seven students were recruited from a countryside in Vietnam - Di Linh district in Lam Dong province.



WORKSHOPS/ SEMINARS TOPIC

- **"Drones: Our New Toys, Tools, and Robot Companions"** - by Mr. Christopher Vo
- **"Self-Defense" Workshop** - by Mrs. Lisa Owen
- **"The Quick Stroke Challenge" Seminar** - by Mr. Tuan Tram
- **"Telemedicine" seminar** - by Dr. Dennis Truong
- **"Effective Engagement" training** - by Ms. Khue Bui
- **"First Impression" training** - by Ms. Khue Bui
- **Resume Writing Workshop** - by Ms. Shelley Knight
- **Resume Writing Workshop** - by Mrs. Trang Montgomery and Ms. Jamie Hudson
- **Apple Seminar (computer science)** - by Mrs. Thuy Park
- **"Master the Arts of ABC: Appearance - Body Language - Conversation"** - by Jimmy Thai, DTM



Mrs. Trang Montgomery and Ms. Jamie Hudson from Fairfax County SkillSource Center came to our office to help our students with their resumés. Walking out from the workshop, our students now know how to link their qualifications with the requirements of the job, and show off their ability to present information in an organized and attractive manner.

SPECIAL EVENTS IN 2015-2016



As part of the learning module “Optimizing Your Work, Life, Body, and Mind”, we encourage students to exercise on a regular basis. In summer 2015, more than 10 AASuccess students and mentors participated in a unique experience when they had the opportunity to take an Aikido class at Northern Virginia Ki-Aikido Dojo.

We may work hard during the rest of the year, but even AASuccess knows that the holidays are a time to celebrate and enjoy each other’s company. Our 2015 Holiday Get-Together saw lots of delicious food, hearty laughs, and festive tunes. We are looking forward to all the challenges and adventures that 2016 would bring. Here’s to a wonderful year for AASuccess, and to many more in the future.



On June 25, 2016, AASuccess held its first Graduation Ceremony. Our graduates were Vihanh, Duy, Minh, Bao, Cho Kiu, Tran, Chau, Nguyen, Michelle Kim, Yvonne, Vy-Anh, Nini, and Wendy. One of the lessons we have learned is that there is a life cycle to everything – thus it was with a combination of both pride and sadness that AASuccess recognized that the formal active participation of these students was ending, and that it is now time for our graduates to apply what they have learned and to spread their wings in the real world!

With mirror-like ice and sharp blades on your boots, there’s only one place you could be at: Tyson Corner’s Ice Rink! There, students and coaches enjoyed a sunny Saturday skating together at the rink!



FINANCIAL REPORT

For fiscal year (FY) of 2015-2016, the total income we received is \$64,161 and the total expense is \$60,349. During this fiscal year, due to a one-time addition of one \$10,000 donor, two fundraising events as well as donations for our AASToday community project, we received more donations as compared to FY 2014-2015 donations. As a result, we have a net income of approximately \$3,800.

Our core programs are all self-sustainable with the current sponsors. For example, the AASToday project has raised approximately \$4,000 within the last six months while only \$5,500 needed for its operations.

Therefore, our General Fund were 100% used toward our essential operations, including classrooms, basic IT necessities serving high school students in the central region of Vietnam, wellness activities, lunches for students/volunteers, and IT support for free immigration services.

For FY 2016-2017, we are planning to hold two major funding events to reach out to the community more frequently for additional financial support and opportunity to help cover the expense for our classrooms and IT infrastructure. Our year-round life skills program along with its live projects and internships have enabled student participants to partner with our professional volunteers, and apply their life skills learning such as running the annual YouthCon Scholarship Programs, serving hundreds of low-income Vietnamese families and students in the rural areas of Vietnam, screening underserved families for health issues, and holding public and seminar events directed to public speaking, technology, emotional intelligence, soft skills, and entrepreneurship.

2016-2017 ANNUAL ACTION PLAN

AASuccess will continue to strive to achieve the goals set out in the 2015-2016 strategic plan. Through a variety of actions that support each goal, we will focus on both new and current actions. The next phase of initiatives from year 2016 will continue to be pursued in 2017, building upon the great work accomplished thus far.

GOAL 1 – STUDENT SUCCESS

- Increase measurable results in both academic records (including GPA scores, internship scores) and emotional quotient (including soft skills scores and the overall life skills scores) of all green, blue and brown students
- Continue to increase the number of community serving projects for our student to get involved and allow them to cultivate the heart of giving and perfect the act of giving back.
- Expand AASuccess Global Impact through DELTA Program - teaching English and life skills in selected rural areas in both China and Vietnam

GOAL 2 – JOB INCUBATION

- Increase the number of paid internships by 5 for AASuccess students who have demonstrated outstanding results in applying life skills learning in their individual effort
- Expand job incubation opportunities with AASuccess key partners including BCLC Global Inc. and PSK
- Establish job incubation partners with business partners and sponsors

GOAL 3 – COMMUNITY ENGAGEMENT

- Expand partnerships
- Develop mentorship training program for new mentors
- Increase student engagement in life skills service learning by 20% for all green and blue students
- Develop the blue print for the Vietnamese Community Center Project
- Expand AASToday Project to accommodate serve 1,000 low-income and under-served Vietnamese families from the D.C. Metropolitan area
- Continue to offer YouthCon Scholarship to give high schoolers opportunities to voice their opinions in the betterment of our community.
- Develop scholarship or support to under-served students overseas through DELTA Program.

GOAL 4 – SPONSORSHIP AND VISIBILITY

- Continue to foster the sustaining members program with both existing and new sponsors
- Continue to leverage our senior and brown students for increased community engagement and visibility
- Continue to leverage our life skills service learning via AASToday to generate visibility and funding opportunities
- Raise \$100,000 in 2017
 - 70% of this amount in order to maintain the facility and support the current infrastructure of AASuccess operation
 - 10% - Job Incubation opportunities
 - 10% - Offering more scholarship programs to under-served students
 - 10% - Expand the outreach capacities of AAS Today

10 YEARS OF CARING

As we have been involved since 2005 in operating our volunteer work and success pursuant to the circle of giving of one's self to a "community effort" and in return being helped ourselves by the community, I have witnessed firsthand the dramatic changes that happen to the "kind" hearts of serving students –both those who have left and those who have continued to stay with us. I have seen youngsters develop into college students or professionals with pride restored to themselves. I have seen a smile from a former student who is now enjoying mentoring and working with our new youngsters. The kindness of our volunteers, donors and supporters touches the students' hearts deeply. Together, we are creating hope, new givers and mentors.

As the end of our fiscal year is fast approaching, I thank all of the volunteers, students, mentors, and donors for your kindness over the course of the past ten years, and I look forward to working with former, current and new students and mentors in the future. I urge you to listen to the voices of our E-News, our office, project places and social media outlets, to learn more about the work that we do for the cycles of "Perfecting The Act Of Giving Back," and to give to our cause that you support. No gift is too small. Every gift matters. Please join me in making a gift today by visiting our website at www.aasuccess.org.

Dave Nguyen
Executive Life Skills Coach
Founder of AASuccess

MAJOR DONORS

- PSK
- BCLC
- Eden Center
- Social Capital Solutions, Inc.
- Charity Group of VA Affection
- St. Stephen's and St. Agnes School
- Vietnamese Americans Organization of Virginia
- Vietnamese American Community of DC, MD, and VA
- Washington D.C. Chapter of the National Association of Asian American Professionals
- United Solutions
- Delegate Kaye Kory
- Mr. Toa Do
- Mr. & Mrs Hung & Michelle Le
- Mr. Scott Plein
- Mr. Mike Eastman
- Dr. Sang Tran

And many other supporters and donors who make our achievements possible.

Throughout the years, our business partners and supporters have made a lasting impact on AASuccess' ability to achieve our goals and are an essential ingredient in all that we have accomplished. We would like to say "thank you" for all that you have done to support us. You have helped make our mission a reality!





TESTIMONIALS



"From my time at AASuccess, I have learned so much and have learned so much about what goes into running the office. I have learned many different aspects to it such as how to talk to people, scheduling and planning the fundraising events, and keeping track of projects."

Vicky Lam
Junior at Falls Church High School

"My first weeks at AASuccess was exciting! I never really have the chance to learn important skills that will greatly affect my future. Before AASuccess, I did not have the chance to talk to anybody about what happened during the week. The time at AASuccess was exciting, and I can't wait for the future!"

Liem Nguyen
7th Grader, Glasgow Middle School



"The Life Skills Academy program provides an opportunity to develop a life-time skill to the students who come from our underserved community. From the program, they develop focus, discipline, and integrity at crucial times in their life."

Jane Pan
Executive Director of HBI-DC,
AASuccess Business Partner



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