

Your Personal Money Manager

Pearson

INVESTMENT LETTER

Published Monthly Since 1982

www.pearsoncapitalinc.com

FEATURED STOCKS - MAY/JUNE 2013

GROWTH STOCKS:

DXP Enterprises, Inc
Jazz Pharmaceuticals, PLC

VALUE STOCKS:

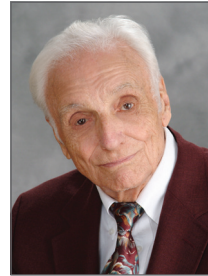
National Oilwell Varco, Inc.
Questcor Pharmaceuticals, Inc.

INCOME STOCKS:

Resource Capital Corp
Sun Life Financial, Inc

ETFs

Energy Select Sector SPDR Fund
Vanguard Dividend Appreciation ETF



Walter D. Pearson
Chairman



Donald E. Pearson
President



Ann Hathaway
Account Manager

GOING HIGHER *By Donald Pearson*

Everyone is talking today about the stock market as it continues to go higher. Many left the market a few years ago and never returned. Others returned partially, while others stayed the course and today are reaping the rewards. All have an opinion, but no matter where you stand, the more important question is, "where is the market headed?" We all know where it has been and where it is today. We also know that no one can predict the future, but I can give you my opinion along with a few facts that might give you some insight.

The bull, as we know it, turns four this month, but it is not time that ends these rallies. The problems usually start when individuals and businesses become too confident by borrowing and overspending. Because we are still lacking confidence in this economy, we are nowhere close to this. The other rally killer is the valuation of stock prices getting too high, and we're not anywhere close to this either. Usually the average P/E ratio climbs to around 17, and today we are closer to 14, as an average. Even the Federal Reserve, which at any time can raise interest rates to slow the economy to prevent inflation from climbing too high, has said many times they are not planning on any rate increases for two years or longer. This could change in the future, but if it does, stocks would most likely appreciate considerably before this happens. For these reasons I believe the rally will continue. We will at some time, probably in the summer, see an adjustment or pullback in the neighborhood of 10 percent, but once this is completed, all

indicators encourage the belief we will continue to climb. The second half of this year should be better than the first for both the economy and the stock market, and almost all analyses will agree.

That is my opinion, and here is a fact regarding today's market. Quality companies with low P/E's, outstanding growth potential, undervalued, and producing superior increasing yields rather than an index of the entire stock market, can and should be found. Simply said, you've got to do your homework and find them, or have us do this for you.

In last month's letter within the article "Are you on track" I referenced Green Mountain Coffee (GMCR) at \$56.76. I wrote we were purchasing this weeks earlier for our clients and many in the \$45-\$50 range. Today as I write this article on May 9, GMCR has climbed another \$15 to reach \$74.00 in midday trading. Green Mountain reported a fiscal second-quarter profit of 87 cents a share, handily beating Wall Street's estimate of 73 cents a share. It also announced a new five-year agreement with Starbucks Corp. to license K-Cups.

I have also mentioned Walgreens several times since loading in last July at \$29, and continued to purchase for others even as the price climbed, because it was still tremendously undervalued. Today, ten months later, WAG is selling at \$48 and still appears to be one that will continue to climb.

In this month's letter we've found another that appears to have potential. Questcor Pharmaceuticals, Inc. (QCOR) is a biopharmaceutical company. The

Company is focused on the treatment of patients with serious, difficult-to-treat autoimmune and inflammatory disorders. We began purchasing this for our clients a few weeks ago in the \$28-\$30 range. QCOR is up another \$2 and trades around \$34 today. Even with this quick 15 percent stock price appreciation, QCOR has a P/E under 11, and a growth rate around 20 percent for the next few years, while maintaining a solid dividend in the neighborhood of 3 percent. When we reference "value investing" this is text book. If funds were available, almost everyone with a large or a mid-sized portfolio would see this entered in.

These are all great examples of doing the work and finding the opportunities.

Featured this month for all portfolios is Vanguard Dividend Appreciation (VIG). This is an ETF that fits the need of everyone. Their portfolio tilts heavily toward consumer-oriented firms. Top five holdings in this order are, Wal-Mart (WMT), Coca-Cola (KO), Proctor & Gamble (PG), Pepsico (PEP) Chevron (CVX). All of these companies trading under one symbol have increased their dividend for ten consecutive years or longer. VIG dividend currently exceeds 2 percent. We featured this last August at \$57.80 and today it sells at \$68, for an increase of 18 percent in less than one year. This is also referenced as a "core" holding and is placed in almost all accounts large and small, pursuing growth and income. As said so often, "Value is king!"

DP

REMEMBER THIS

If you are reading papers or watching TV, I would imagine that you are running into the same things that I am running into. At some time or other you will probably find a financial guru being quizzed about how much of one's investment capital should be held in bonds. One of the gentlemen or one of the ladies will come up with a figure of 10 percent, while the next one will venture 25 percent, and once in a great while you'll hear the figure of 50 percent. Then comes the reasoning behind all of this. It is all for safety's sake. In case the market goes down, they haven't lost completely. The bonds have not come down in value.

UNTRUE! The bonds have come down in value. The price may have remained the same, but the value has deteriorated because they won't buy as much gasoline (or anything else) as they did before. Actually, bonds are guaranteed losers. It shocks me to hear these financial moguls stand there and listen to a person ask how much should go in bonds for safety, and have him give a percentage without first explaining that it might be the wrong thing to do. Figure this out for yourself! How many years before you will need this money? Let's say ten years. Go to the library and look at a chart of the market averages for the last fifty years. You can see that there were nothing but decent profits no matter at which period you entered the market. Let's say that you are still a bit jittery without bonds. Instead of bonds, why not consider putting the safe money into companies that have raised the dividend each year for the last twenty years or more. Could these stocks sell for less ten years from today?

Remember that the stock market only gives you the value of a stock today. This means that you have been given the quoted price you can sell it for on the stock market. What is the true value? That depends. Tomorrow that same stock may be quoted for 50 percent more because somebody thinks it is worth more and he's willing to pay the price. This is why it is important to do your homework and search out these companies that look as if they are worth more or that have a growth potential that will work out to make the stock sell considerably higher. Let's go back a few years so that you can see just how this works.

In the year of 1990, which was 23 years ago, we bought Apple Computer for our clients. We bought 60 shares for one gentleman for \$1200 and he now has 240 shares worth more than \$100,000.00.

In the same year we bought 100 shares BMC Software for \$2400, which now equals 800 shares worth \$36,000. In 1991 we bought Cisco for our clients. In August of that year 25 shares sold for \$1200. Today one holds 3600 shares with a value of more than \$75,000.

This list could go on and on, but it simply should show you not only the value of looking ahead and holding for those great returns but think back to the bond recommendations. Just one investment like these would negate most any other losses you might have come up with if you were that bad at stock selection. If you are capable at stock selection, you should be in great shape ten or twenty years from today.

We still recommend professional management because we have a sincere interest in helping people, and I might say we enjoy it even more when we can do it for a friend. Think of it from your point of view if you were doing this job yourself. You must go over these accounts constantly, and then every once in a while a name pops up that you know. Your day has just improved. Not that you will do more for him than for anyone else, simply that your day has become more pleasant.

Just remember, value and price can be absolutely different. In the stock market this is amazingly true because these vagaries will pop up somewhat frequently. If you were selling your home, you will usually get an offer somewhat near to what you are asking. Think back to Cisco, Apple Computer, and BMC Software. Supposing you had \$20,000 to invest. Would it be smarter to buy \$1000 worth of 20 different stocks or \$1000 worth of 15 different stocks and \$5000 worth of bonds? Another thing to consider is that the safe bonds will return you your \$5000 but they will only buy 1430 gallons of gas compared to 50,000 gallons.

Some of you may own one or more of these companies that have just increased the dividend: PAYX, BTE, AOS, PG, OHI, KMP, PBCT.

INVEST! INVEST! INVEST!

WP

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Source Rating Key for *PCI's featured stocks*: **Pearson Investment Growth Rating** measures long-term past and future growth.

Pearson Value Rating measures current value in terms of potential for the dollar. **Investors Business Daily** measures growth and relative price strength.

S&P measures financial quality and growth potential. **Value Line** measures timeliness, value and safety.

Information & data obtained from other sources is believed to be reliable, but its accuracy and completeness can not be guaranteed.

Walter Pearson is the former President of First New England Securities, Co., Inc. and at that time, also managed the Statistical Department.

He is the author of the book, *Investing for the Millions* and Publisher Emeritus for the Pearson Investment Letter.

At this time, Mr. Pearson is Chairman of the Board of Pearson Capital, Inc.

He is a contributing columnist for various publications and is listed in *Who's Who in America*.

"Remember the Lord your God, for it is He who gives you the ability to produce wealth." (Deut. 8:18)

PEARSON CAPITAL'S RECOMMENDED STOCKS FOR FEBRUARY 2013

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DXP ENTERPRISES, INC (DXPE) NASDAQ PRICE \$57.93

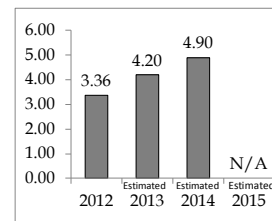
DXP Enterprises, Inc. (DXP) is engaged in the business of distributing maintenance, repair and operating (MRO) products, equipment and service to industrial customers. The Company is organized into three business segments: Service Centers, Supply Chain Services (SCS) and Innovative Pumping Solutions (IPS). At December 31, 2011, the Company operated from 123 locations in 34 states in the United States and Sonora, Mexico serving more than 50,000 customers engaged in a variety of industrial end markets. On October 10, 2011, DXP acquired substantially all of the assets of Kenneth Crosby (KC). On December 30, 2011, DXP acquired substantially all of the assets of C.W. Rod Tool Company (CW Rod). In July 2012, the Company acquired HSE Integrated Ltd. In April 2013, the Company acquired National Process Equipment Inc.

Type: Growth
Sector: Industrials

Institutional Holdings: 286
Industry: Trading Companies & Industrials

Ratings & Recommendations Earnings per share

Current P/E Ratio: **16.4**
Annual Yield: **0%**
Annual Dividend: **\$0**
Investor's Bus. Daily: **A+**
Pearson Growth & Value: **A**
Morningstar Rating: **N/A**
Stand & Poor Rating: **N/A**
The Street (analyst avg.): **A-**



JAZZ PHARMACEUTICALS. (JAZZ) NASDAQ PRICE \$54.51

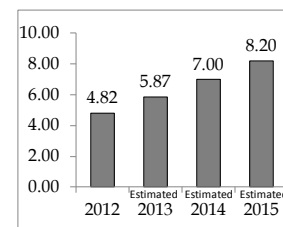
Jazz Pharmaceuticals plc, formerly Azur Pharma Public Limited Company, is a specialty biopharmaceutical company. The Company's marketed products include Xyrem (sodium oxybate oral solution), which is the product approved by the United States Food and Drug Administration, for the treatment of both cataplexy and excessive daytime sleepiness in patients with narcolepsy; its psychiatry products, FazaClo (clozapine, USP) LD and FazaClo HD, orally disintegrating clozapine tablets indicated for treatment resistant schizophrenia, and Luvox CR (fluvoxamine maleate) marketed for the treatment of obsessive compulsive disorder; Prialt (ziconotide intrathecal injection), and the non-opioid intrathecal analgesic indicated for refractory severe chronic pain. In June 2012, it acquired EUSA Pharma. In October 2012, it sold its women's health business to Meda. The products included in the sale are Elestrin (estradiol gel), Gastrocrom (cromolyn sodium, USP), Natelle One (prenatal vitamin), AVC Cream.

Type: Growth
Sector: Healthcare

Institutional Holdings: 476
Industry: Pharmaceuticals

Ratings & Recommendations Earnings per share

Current P/E Ratio: **12.7**
Annual Yield: **0%**
Annual Dividend: **\$0**
Investor's Bus. Daily: **A**
Pearson Growth & Value: **A**
Morningstar Rating: **N/A**
Stand & Poor Rating: **N/A**
The Street (analyst avg.): **A-**



NATIONAL OILWELL VARCO, INC. (NOV) NYSE PRICE \$68.55

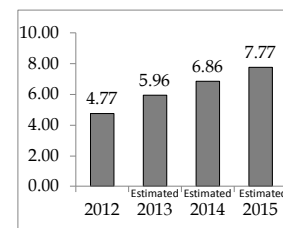
National Oilwell Varco, Inc. is a provider of equipment and components used in oil and gas drilling and production operations, oilfield services, and supply chain integration services to the upstream oil and gas industry. The Company operates through three segments. Its Rig Technology segment designs, manufactures, sells and services complete systems for the drilling, completion, and servicing of oil and gas wells. Its Petroleum Services & Supplies segment provides a variety of consumable goods and services used to drill, complete, remediate and workover oil and gas wells and service drill pipe, tubing, casing, flowlines and other oilfield tubular goods. Its Distribution & Transmission segment provides maintenance, repair and operating supplies and spare parts to drill site and production locations worldwide. In July 2012, its subsidiary, NOV Distribution Services ULC, acquired CE Franklin Ltd. In February 2013, National Oilwell Varco Inc acquired Robbins & Myers Inc.

Type: Value
Sector: Energy

Institutional Holdings: 2400
Industry: Energy Equipment & Services

Ratings & Recommendations Earnings per share

Current P/E Ratio: **12.2**
Annual Yield: **0.76%**
Annual Dividend: **\$0.52**
Investor's Bus. Daily: **D**
Pearson Growth & Value: **A-**
Morningstar Rating: **A**
Stand & Poor Rating: **A**
The Street (analyst avg.): **B**



QUESTCOR PHARMACEUTICALS, INC. (QCOR) NASDAQ PRICE \$32.71

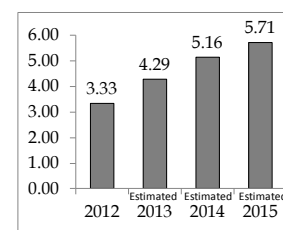
Questcor Pharmaceuticals, Inc. (Questcor) is a biopharmaceutical company. The Company is focused on the treatment of patients with serious, difficult-to-treat autoimmune and inflammatory disorders. Its primary product is H.P. Acthar Gel (repository corticotropin injection), or Acthar, an injectable drug that is approved by the United States food and drug administration (FDA), for the treatment of 19 indications. Its research and development program is focused on: the evaluation of the use of Acthar for certain on-label indications; the investigation of other potential uses of Acthar for indications not FDA approved; and the expansion of its understanding of how Acthar works in the human body (pharmacology), and ultimately, its mechanisms of action in the disease states for which it is used, or may be used in the future. The Company sells Doral to pharmaceutical wholesalers, which resell Doral primarily to retail pharmacies and hospitals.

Type: Value
Sector: Healthcare

Institutional Holdings: 496
Industry: Pharmaceuticals

Ratings & Recommendations Earnings per share

Current P/E Ratio: **10.4**
Annual Yield: **3.09%**
Annual Dividend: **\$0.97**
Investor's Bus. Daily: **B**
Pearson Growth & Value: **A**
Morningstar Rating: **N/A**
Stand & Poor Rating: **N/A**
The Street (analyst avg.): **B**



PEARSON CAPITAL'S RECOMMENDED STOCKS FEBRUARY 2013

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RESOURCE CAPITAL CORP. (RSO) NYSE PRICE \$6.68

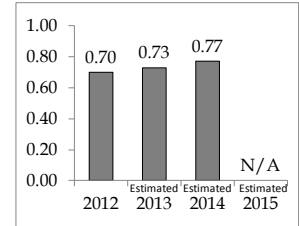
Resource Capital Corp. is a specialty finance company that focuses primarily on commercial real estate and commercial finance. The Company conducts its operations as a real estate investment trust (REIT). It invests in a combination of commercial real estate debt and other real estate-related assets and, to a lesser extent, higher-yielding commercial finance assets. It invests in a range of asset classes, which include commercial real estate-related assets such as commercial real estate property, whole loans, A-notes, B-notes, mezzanine loans, commercial mortgage back securities and investments in real estate joint ventures, as well as commercial finance assets, such as bank loans, lease receivables and other asset-back securities, trust preferred securities, debt tranches of collateralized debt obligations, structured note investments and private equity investment principally issued by financial institutions. On October 13, 2011, it acquired approximately 43% of Apidos CLO VIII.

Type: Income
Sector: Financials

Institutional Holdings: 124
Industry: Real Estate
Investment Trusts (REITs)

Ratings & Recommendations Earnings per share

Current P/E Ratio: **8.5**
Annual Yield: **12.1%**
Annual Dividend: **\$0.81**
Investor's Bus. Daily: **C**
Pearson Growth & Value: **B-**
Morningstar Rating: **N/A**
Stand & Poor Rating: **N/A**
The Street (analyst avg.): **C**



SUN LIFE FINANCIAL, INC. (SLF) NYSE PRICE \$29.28

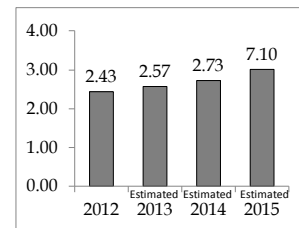
Sun Life Financial Inc. (SLF Inc.) is an international financial services organization providing a diverse range of protection and wealth accumulation products and services to individuals and corporate customers. Sun Life Financial and its partners have operations in key markets worldwide, including Canada, the United States (U.S.), the United Kingdom (U.K.), Ireland, Hong Kong, the Philippines, Japan, Indonesia, India, China, Australia, Singapore, Vietnam and Bermuda. The Company operates in five business segments: SLF Canada, SLF U.S., MFS, SLF Asia and Corporate. The Corporate segment includes SLF U.K. and Corporate Support operations. These reportable segments operate in the financial services industry and reflect its management structure and internal financial reporting. Corporate includes the results of its U.K. business unit and its corporate support operations.

Type: Income
Sector: Financials

Institutional Holdings: 809
Industry: Insurance

Ratings & Recommendations Earnings per share

Current P/E Ratio: **11.3**
Annual Yield: **4.8%**
Annual Dividend: **\$1.41**
Investor's Bus. Daily: **D**
Pearson Growth & Value: **B-**
Morningstar Rating: **D**
Stand & Poor Rating: **C**
The Street (analyst avg.): **B-**



ENERGY SELECT SECTOR SPDR FUND (XLE) NYSE Arca PRICE \$80.74

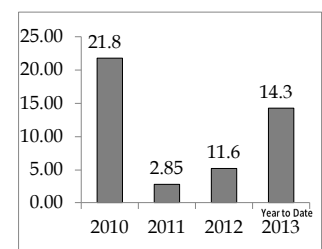
The investment seeks to provide investment results that, before expenses, correspond generally to the price and yield performance of publicly traded equity securities of companies in The Energy Select Sector Index. In seeking to track the performance of the index, the fund employs a replication strategy. It generally invests substantially all, but at least 95%, of its total assets in the securities comprising the index. The index includes companies from the following industries: oil, gas & consumable fuels; and energy equipment & services.

Location: USA
Type: 100% Stocks

Category: LGE Value
Industry: Diversified

Ratings & Recommendations Performance by%

Current P/E Ratio: **N/A**
Annual Yield: **1.75%**
Annual Dividend: **\$1.41**
Investor's Bus. Daily: **N/R**
Pearson Growth & Value: **A**
Morningstar Rating: **A**
Stand & Poor Rating: **N/R**
The Street (analyst avg.): **N/R**



VANGUARD DIVIDEND APPRECIATION ETF (VIG) NYSE Arca PRICE \$67.87

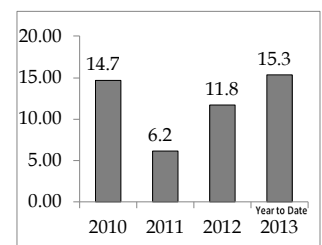
The investment seeks to track the performance of a benchmark index that measures the investment return of common stocks of companies that have a record of increasing dividends over time. The fund employs an indexing investment approach designed to track the performance of the NASDAQ US Dividend Achievers Select Index, which consists of common stocks of companies that have a record of increasing dividends over time. It attempts to replicate the target index by investing all, or substantially all, of its assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index.

Location: USA
Type: 100% Stocks

Category: LGE Value
Industry: Diversified

Ratings & Recommendations Performance by%

Current P/E Ratio: **N/A**
Annual Yield: **2.13%**
Annual Dividend: **\$1.45**
Investor's Bus. Daily: **N/R**
Pearson Growth & Value: **A**
Morningstar Rating: **A**
Stand & Poor Rating: **N/R**
The Street (analyst avg.): **N/R**



JUST ASK ANN

When clients open new accounts one question that is always asked is, "What is the fee for your service?"

Our Management Agreement states:

The fee referred to in the Agreement will be calculated as follows, based on the fair market value of the assets in the Account as of the last business day of the applicable calendar quarter:

EXHIBIT B - FEE SCHEDULE			
Value of Assets - Quarterly Fee			
Over \$25,000	-----	0.25%	
			\$0 - \$25,000

			0.50%

For example, January 2013 billing was based on the balance in the account as of close of business on December 31, 2012.

If the account held \$10,000 the fee would be \$50.00. This is $\frac{1}{4}$ of 2% of the \$10,000.00.

An account with \$50,000 would have \$125.00 in fees. This is $\frac{1}{4}$ of 1% of \$50,000.00.

Subsequent billing cycles are based on the balances on March 31st, June 30th & Sept. 30th.

The exact amount of your fee is found on the billing month's account statement from TD Ameritrade.

There are a few exceptions to this rule. Pearson Capital only charges 1% for all Custodial Accounts, enabling our younger generation to begin saving for their future. At age 18 the account should be converted to an individual account and at that time, fees are applied as above.

Since we have a rule of 'no minimums' to invest with us, we encourage all potential investors to just get started! Accounts under \$1000.00 have no fees in order to help the account grow. Once the account reaches this threshold, either by added funding or market appreciation, the 2% fee is applied.

Once your account reaches \$25,000.00 the fee drops to 1% and will remain there unless the balance falls below due to client withdrawal of funds.

Accounts holding Index CDs are given a reduced rate on that portion of the total balance.

It's important to keep in mind that this percentage based fee schedule is in all our best interests. Your portfolio has the same stocks as our portfolios so we're all in this together, like a partnership! When accounts grow, so does our fee and yet, the percentage remains the same. Unfortunately, the same goes for a downslide. We work hard to try and make sure growth is positive!

MARKET VIEW *Continued from page 8*

go away," the new saying would be "Buy in June when the market swoons." However, the prudent idea would always be to trim positions when they have gotten too far ahead of themselves, and then have cash on hand for a traditionally slow season.

The new trends continue:

- 1) Natural gas prices have slowly rebounded, but many companies are still benefitting from lower natural gas prices.
- 2) Construction stocks are continuing to do well, even though valuations still remain high.
- 3) We see growth in life insurance companies.
- 4) Growth continues in oil producing companies.

Key Point: Earnings pressure will flatten out the market over time.

Cash Flows:

More than three trillion is in money market funds, and another three trillion is sitting in various bond funds. That money is waiting on the sideline and these investors are trying to make a decision whether to move it into higher paying riskier assets. In essence this money doesn't leave the markets, it just moves around. With many of the central banks leaving interest rates near zero, people who rely on that asset for income have to go into riskier ventures to support themselves. Right now the continued movement is into the stock market, especially when equities still offer the best risk/reward overall compared to other asset classes. The S&P 500 companies are already taking advantage of this opportunity by selling corporate debt at all time low interest rates, and using this same money to buy back their stock to increase their earnings. Investors are willing to sacrifice the safety of treasury bonds to buy other higher risk associated assets. But, as an individual investor, is it a bad idea to buy into Microsoft (MSFT) debt, knowing full well that they can pay you back with interest? Many people would say that Microsoft debt is

much safer than the debt of many European countries. In response, these same companies can use this time to buy back their own stock which benefits shareholders. I'd say that's a win/win situation for everyone.

New trends that are happening.

- 1) Airlines are finally having cash on their balance sheets.
- 2) Apple is using their stock for a massive buyback.
- 3) S&P 500 companies are issuing more and more debt.
- 4) More stocks are increasing their dividends.
- 5) People are now guessing when the Fed will end its easing.

Key Point: People are buying corporate debt and stocks.

Please note:

- 1) The market continues to hit new highs.
- 2) Summertime is the right time for a pull back.
- 3) Expect the market to be higher by year end.

WALL STREET INDEXES

Indexes	2007	2008	2009	2010	2011	2012	2013 YTD
S&P 500	3.6%	(40.0%)	23.5%	12.9%	EVEN	13.4%	14.1%
Dow Jones	6.4%	(33.4%)	18.8%	11.0%	5.5%	7.3%	14.9%
Nasdaq	9.8%	(42.1%)	43.9%	16.9%	(1.8%)	15.9%	12.5%
Market Average	5.6%	(38.4%)	27.9%	13.8%	1.2%	12.2%	13.8%



MARKET VIEW

Christopher Carothers - PCI's Stock Analyst

Economic Flows:



Will the dollar continue to decline based on other world currencies? Compared to the Japanese Yen, the answer is no. We expect the Fed to hold its course, as most other central banks (including the South Korea's) cut interest rates, while the Japanese central bank prints more money to create inflation. In response, we see the American market, Asian markets, and the European markets come back with record highs, as liquidity moves from a fixed income arena into other avenues such as the stock market. On top of that our market is continuing to do well with the consumer leading the way, as many people are going out more and shopping more. ETF's (Exchange Traded Funds) and indexes are leading the market as institutions are using these as trading vehicles instead of individual stocks. Many people have complained that the market started to run "too far, too fast." These same people have been pointing at the market in disbelief and blaming it all on QE (quantitative easing) liquidity from these central banks. We think that this surge of liquidity is a good reason why stocks are moving very quickly upward in valuation. Also, this same liquidity is dictating the next market cycle as stocks are moving from one sector to the other. Major hedge funds and institutions are moving money from defensive stocks to cyclical stocks in response to increasing activity in the economy. So, growth stocks have a reason to rally as central banks are leading the way.

New trends we see:

- 1) Financial companies are starting to lend again.
- 2) Commodity stocks are being looked at again.
- 3) Unemployment numbers are finally going down.
- 4) Institutions are starting to buy cyclical stocks.
- 5) Asia's economy is starting to rebound.

Key Point: The global economy is moving forward.

Earnings Flows:

This earnings quarter is about to expire, with many companies reporting all at one time waiting until right before May's Memorial weekend holiday. The stock market rally has extended for five months straight, making it one of the best in many years. Earnings however are slowing down, with many companies making revenue misses. Even though we are in a great rally, many economists still see the market making new highs to the end of the year. I expect earnings to flatten out for the market as a whole, and even though that may happen, if people are willing to pay for these earnings, the market can still go higher. We continue to maintain that companies will remain conservative with future guidance, but with the market moving up so far so fast, we consider this market maintaining its full valuation. Growth companies thrive at this time as any large earnings surprise (like Green Market Coffee GMCR) will cause a company's stock to surge higher. The month of June puts us at the end of the earnings season, and some companies will report at that time. Many experts state that this is the time that an investor should sell and buy back in October. There are two reasons we see as probable cause for this: Stocks often will correct after a great rally at the beginning of the year, as either analysts will reassess their valuations for a particular stock and get more reliable earnings expectations for the end of the year, as many expectations were too rosy to begin with; or, the stock will come under selling pressure because of historical low volume, as many investors go on vacation during summertime and come back in the fall. Either way, the long term trend has been to sell in May. However, if everyone does that, many stocks will go lower, making additional purchases a good idea rather than a bad one if the stocks' fundamentals still hold true. Instead of "Sell in May and

Continued to page 5

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