

Your Personal Money Manager

Pearson

INVESTMENT LETTER

Published Monthly Since 1982

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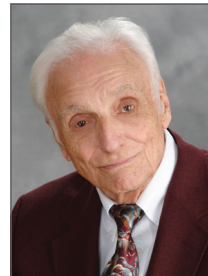
FEATURED STOCKS - OCTOBER/NOVEMBER 2013

GROWTH STOCKS:

Continental Resources, Inc
Dollar Tree, Inc
Manitex International, Inc
USANA Health Sciences

VALUE STOCKS:

Group 1 Automotive, Inc
NU Skin Enterprises, Inc
Westinghouse Air Brake Technologies Corp
WellPoint, Inc



Walter D. Pearson
Chairman



Donald E. Pearson
President



Ann Hathaway
Account Manager

WHO ARE YOU? *By Donald Pearson*

I belong to a few networking groups, and talk to many members, friends, and clients about retiring. One of the first things I try to make them aware of is they'll never get to the retirement lifestyle they want, or, if there already, continue to maintain it without worry, unless they have a plan, and financial growth is a part of it.

Years ago when people stayed at their place of employment for twenty, thirty, or more years, they received a pension when retiring. They took it, added their social security to it, and began their retirement. With savings added, life was pretty good. Things are different today and all of us must change. People are living much longer with the help of medicines and better, healthier life styles. Pensions are gone and 401K's have replaced them. Social Security remains as it was, but one must know two very important facts to be successful: Social Security provides a very minimal amount, and one will need about 75 percent of what they are now making to maintain their current lifestyle. You can contact your social security office, or go on line, to get an estimate as to what your payment will be at age sixty-six, and then better know what you will need from your savings. You can begin drawing at age 62, with a smaller payment, or wait until age 70, and receive a significant increase as the allotted amount at age 66 continues to increase 8 percent every year until age seventy, when you have maximized your full return potential. The longer one can wait to begin, the larger the monthly check. This also places more responsibility on the 401K or your self-employed savings vehicle. Many people today who are self-employed continue to put this off, and instead add additional funding to their business and ignore their responsibility to themselves. This is a huge

mistake, and if not corrected will probably have most working long after their preferred retirement age, or forever. There are ways to correct this that are not tremendously expensive, and I'd be happy to talk to anyone to help them get started. A Roth IRA could be a great beginning.

Another real problem everyone must recognize and manage is everyday inflation. This simply means as the years continue everything is going to cost more than they do today. If the increase averages 4-8 percent annually, about every twelve years the price

of what you're paying today will double. For us to continue as we live today our money must do the same.

A client and good friend shared a letter he wrote to his family and gave me permission to share it with our readers. His message to them is very similar to what I've tried to share with others. Get invested and plan for the future. Like it or not we're all aging and we're going to be there, if not already. The plan should pursue investment growth for the long haul. We try to do this utilizing value and dividends.

HI TO ALL OF YOU

I do not pretend to be any expert in the field of financial investing or advising, just an old guy with some personal experience.

When one does the math on investing, the results are overwhelming. Ideally, a child can be put on a payroll and earn roughly \$5,500/year and contribute to a Roth IRA. But even without a Roth, or being on a payroll, the math is the same.

If \$5,500 is contributed each year from age 10 through age 65, and if the investment growth is 8% per year, the IRA will be worth \$4,4669,071 at age 65! Not bad! However, if there are 65 annual contributions, not the 55 annual contributions, then the value at age 65 is \$10,159,864!!! How can it be that starting at age zero and contributing only \$55,000 more translate into more than twice as much at retirement? This is what Einstein meant when he claimed that compound growth was the most powerful force in the universe. The earliest years are the most important. They're the ones that compound the most times.

The other famous saying is that the best time to have planted an oak tree was 50 years

ago; but if you missed that opportunity, then perhaps the next best time is NOW!

I missed the opportunity to start investing for my grandchildren when some of them were just born, and I cannot put them all on my payroll. But I can and will try to make up for some lost ground as best that I can do going forward.

Here is to compound growth, and a better financial future for all of us.

Love,
Dad, Grandpa, Grampy.

HELPING THE CHILDREN

If any grandparent would like to know how easy it is to open one or more accounts for YOUR grandchildren, please contact Ann or me for details. They can be started immediately, and it makes a wonderful Christmas gift.

DP

WALTER'S WISDOM
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FINANCIAL HOGWASH

Two things I do on a regular basis are read financial articles and listen to financial programs on TV. I constantly heard about the fiscal cliff where we were hanging for weeks, until we finally made the break and fell into the abyss. They had some other name for that, but I never pay much attention to the negatives. One of the things I find quite interesting is when the announcer comes on to tell me that the market set new highs today and then proceeds to tell me why. It seems that the Fed met and said a magic word and the market went up. On other days the announcer will tell me why the market was down that day. Sometimes a company didn't meet its earnings forecast, and they felt the whole market depreciated on that account. Perhaps I should explain to them that it might be because I wore two different colored socks that day.

For the person who is doing his own thinking, it is important for him to remember that he has little or no interest in the stock market or what the averages are doing. What does interest him is how HIS companies are doing. And what that means is, how is business? Price fluctuations are always with us in the stock market; sometimes they are minor and sometimes more than that. Almost invariably you will find that on days when the market went down, some of your stocks went up - and on other occasions the opposite will be true. What this all means to you is that you should pay little or no interest to the convolutions of the stock market except to realize that the bigger the drop, the better the buy.

Think back to the year of 2009 and how stock market prices fell so much that everyone became discouraged. One stock after another had taken a hit, and I can recall what happened to one of these because it was one that I bought again after the drop. Comstock Homebuilders had been over \$30 a share. When it came down to \$16, I looked it over, and liking what I saw, I bought a few shares.

This was in the year of 2005. When 2009 came along, the stock took a big drop like all the others, but when I looked it over again, I found nothing had changed except the price, so I bought five thousand shares for 22 cents a share. The stock has still not come back to the price I paid originally, but because it has recovered partially, I have a good profit. When the entire stock market has taken a big drop, it does not mean that your stock has changed anything but the going price. Think of it this way: If your stock looks the same re earnings and potential earnings, you should realize that the stock market has just screamed to you, **BARGAIN DAY IS HERE!!!**

These things have happened to me on numerous occasions. This is why I am trying to point out to you that the intelligent thing to do is to recognize that a drop in the market does not mean anything except that stocks are cheaper. In 2005 I bought American Vanguard for \$34 a share, and after two splits my adjusted price was about \$9. The stock rose as time went on, but after the drop I saw that it was trading at \$8 in March of 2011. It looked so good I decided to buy more, so I did. Today the stock is trading at a price of about \$25. This means that on my original purchase I have a profit of about 200% in eight years or an average of 25% per year, which I think is fine, but, the second purchase has about a 200% profit in two years and that is just hunky dory. The market was down two years ago, and I added money as often as I could. What I hope to point out to each of you is, if you have an account with us, try your darnedest to add cash. The reasons have been outlined.

Here are some companies that have just announced an increase in the dividend and some of you own; NRF, AB, SU, UAM, UNP, DOV, RMD, ITW, TEVA, CTCM, HBC, HFC, JCOM, AEG, AGU, MFC, TWGP, DVA, TOT, MELI, GG, ATRI, GK, ITC, PAAS, FLO, ESV, BHP, VIV, MO, HRS, CEO, BMO, SNP, UVE, SDRL, CM, TD, MBFI, VZ, GG, PM, SSL, MCD, MSFT, FSRV, FLIC, YUM, OIBR, OIBR/C, VIV,

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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 OCTOBER/NOVEMBER 2013

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CONTINENTAL RESOURCES, INC (CLR) NYSE PRICE \$107.26

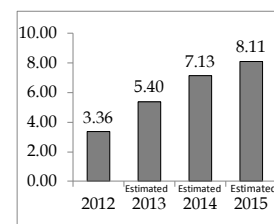
Continental Resources, Inc. (Continental Resources) is an independent crude oil and natural gas exploration and production company with operations in the North, South and East regions of the United States. The North region consists of properties north of Kansas and west of the Mississippi river and includes North Dakota Bakken, Montana Bakken, the Red River units and the Niobrara play in Colorado and Wyoming. The South region includes Kansas and all properties south of Kansas and west of the Mississippi river including the Anadarko Woodford and Arkoma Woodford plays in Oklahoma. The East region contains properties east of the Mississippi river, including the Illinois Basin and the state of Michigan. During the year ended December 31, 2011, daily production averaged 61,865 barrel of oil equivalent per day.

Type: Growth
Sector: Energy

Institutional Holdings: 620
Industry: Oil, Gas & Consumable Fuels

Ratings & Recommendations Earnings per share

Current P/E Ratio: **26.9**
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**



DOLLAR TREE, INC (DLTR) NASDAQ PRICE \$57.15

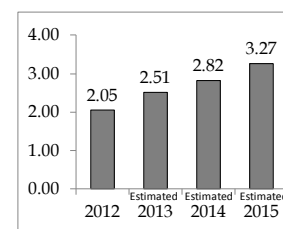
Dollar Tree, Inc. (Dollar Tree) is an operator of discount variety stores offering merchandise at the fixed price. As of January 28, 2012, the Company operated 4,351 discount variety retail stores. Its stores operate under the names of Dollar Tree, Deal\$, Dollar Tree Deal\$, Dollar Giant and Dollar Bills. As of January 28, 2012, it operated 4,252 stores in 48 states and the District of Columbia, as well as 99 stores in Canada. It buys approximately 58% to 60% of its merchandise domestically and imports the remaining 40% to 42%. Its domestic purchases include basic, seasonal, closeouts and promotional merchandise. It maintains a selection of products within variety store categories. During the fiscal year ended January 28, 2012 (fiscal 2011), the Company opened 278 new stores.

Type: Growth
Sector: Consumer Discretionary

Institutional Holdings: 1238
Industry: Multiline Retail

Ratings & Recommendations Earnings per share

Current P/E Ratio: **20.3**
Annual Yield: **0**
Annual Dividend: **0**
Investor's Bus. Daily: **B**
Pearson Growth & Value: **A-**
Morningstar Rating: **N/A**
Stand & Poor Rating: **C**
The Street (analyst avg.): **A-**



MANITEX INTERNATIONAL, INC (MNTX) NASDAQ PRICE \$10.93

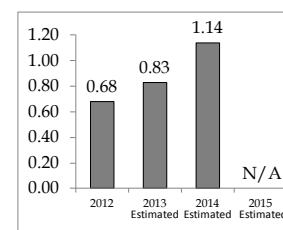
Manitex International, Inc. is engaged in providing engineered lifting solutions. The Company operates in two segments: Lifting Equipment segment and Equipment Distribution segment. The Company, in its Lifting Equipment segment, designs, manufactures and distributes a group of products that serve different functions and are used in a variety of industries. Through its subsidiary, Manitex, Inc., the Company markets a line of boom trucks and sign cranes. Manitex's boom trucks and crane products are primarily used for industrial projects, energy exploration and infrastructure development, including roads, bridges and commercial construction. The Company, in its Equipment Distribution segment, operates a crane dealership located in Bridgeview, Illinois that distributes Terex rough terrain and truck cranes, Fuchs material handlers, and Manitex boom trucks and sky cranes. In August 2013, Manitex International Inc completed the acquisition of the business of Sabre Manufacturing LLC.

Type: Growth
Sector: Industrials

Institutional Holdings: 100
Industry: Machinery

Ratings & Recommendations Earnings per share

Current P/E Ratio: **14.7**
Annual Yield: **0**
Annual Dividend: **0**
Investor's Bus. Daily: **B**
Pearson Growth & Value: **B+**
Morningstar Rating: **N/A**
Stand & Poor Rating: **N/A**
The Street (analyst avg.): **C+**



USANA HEALTH SCIENCES, INC (USNA) NYSE PRICE \$86.79

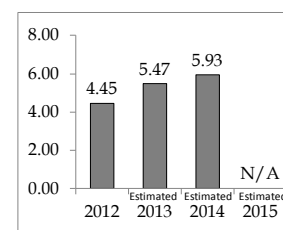
USANA Health Sciences, Inc. develops and manufactures science-based nutritional and personal care products. The Company has operations in 15 markets worldwide, where it distributes and sells its products by way of direct selling. The Company reports operations in two geographic regions: North America and Asia Pacific, which is further divided into three sub-regions; Southeast Asia/Pacific, Greater China, and North Asia. North America includes the United States, Canada, Mexico, and direct sales from the United States to the United Kingdom and the Netherlands. Southeast Asia/Pacific includes Australia, New Zealand, Singapore, Malaysia, and the Philippines; Greater China includes Hong Kong, Taiwan and China; and North Asia includes Japan and South Korea. The Company's customer base consists of two types of customers: Associates and Preferred Customers. As of December 31, 2011, the Company had 222,000 active Associates and 64,000 active Preferred Customers worldwide.

Type: Growth
Sector: Consumer Staples

Institutional Holdings: 273
Industry: Personal Products

Ratings & Recommendations Earnings per share

Current P/E Ratio: **16.0**
Annual Yield: **1.48%**
Annual Dividend: **\$0.40**
Investor's Bus. Daily: **A+**
Pearson Growth & Value: **A-**
Morningstar Rating: **N/A**
Stand & Poor Rating: **N/A**
The Street (analyst avg.): **B+**



PEARSON CAPITAL'S RECOMMENDED STOCKS OCTOBER/NOVEMBER 2013

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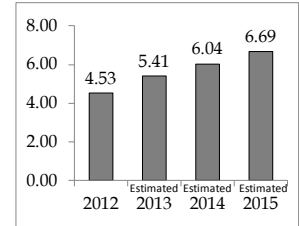
GROUP 1 AUTOMOTIVE (GPI) NYSE PRICE \$77.68

Group 1 Automotive, Inc. is an operator in the automotive retailing industry. As of December 31, 2011, the Company owned and operated 131 franchises, representing 31 brands of automobiles, at 104 dealership locations and 25 collision service centers in the United States of America and 10 franchises at five dealerships and three collision centers in the United Kingdom. Through its operating subsidiaries, it markets and sells a range of automotive products and services, including new and used cars and light trucks; arrange related vehicle financing; service and insurance contracts; provide automotive maintenance and repair services, and sell vehicle part. In June 2013, Group 1 Automotive Inc acquired Rountree Ford Lincoln.

Type: Value Institutional Holdings: 370
Sector: Consumer Discretionary Industry: Specialty Retail

Ratings & Recommendations Earnings per share

Current P/E Ratio: **18.3**
Annual Yield: **0.9%**
Annual Dividend: **\$0.68**
Investor's Bus. Daily: **A**
Pearson Growth & Value: **A-**
Morningstar Rating: **C**
Stand & Poor Rating: **C**
The Street (analyst avg.): **B+**



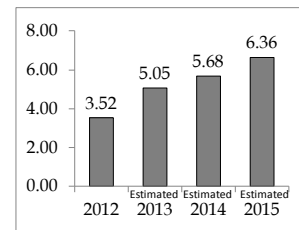
NU SKIN ENTERPRISES, INC (NUS) NYSE PRICE \$95.74

Nu Skin Enterprises, Inc. is a global direct selling company with operations in 53 markets worldwide. The Company develops and distributes anti-aging personal care products and nutritional supplements under its Nu Skin and Pharmanex brands, respectively. As of December 31, 2012, the Company had more than 950,000 distributors. The Company has two primary product categories, each operating under its own brand. It markets its personal care products under the Nu Skin brand and its nutritional supplements under the Pharmanex brand. During the year ended December 31, 2012, approximately 89% of its revenues came from its markets outside of the United States. The Company's ageLOC skin care products accounted for 23% of its total revenue and 43% of Nu Skin sales during the year ended December 31, 2012.

Type: Value Institutional Holdings: 542
Sector: Consumer Staples Industry: Personal Products

Ratings & Recommendations Earnings per share

Current P/E Ratio: **24.9**
Annual Yield: **1.2%**
Annual Dividend: **\$1.20**
Investor's Bus. Daily: **A+**
Pearson Growth & Value:
Morningstar Rating: **N/A**
Stand & Poor Rating: **N/A**
The Street (analyst avg.): **A**



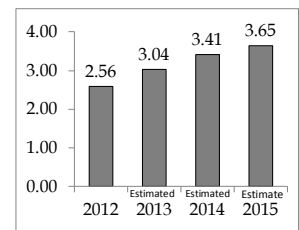
WESTINGHOUSE AIR BRAKE (WAB) NYSE PRICE \$62.87

Westinghouse Air Brake Technologies Corporation (Wabtec), doing business as Wabtec Corporation, is a providers of value-added, technology-based equipment and services for the global rail industry. It provides its products and services through two business segments: the Freight Group and the Transit Group, both of which have different market characteristics and business drivers. Effective November 18, 2011, Wabtec acquired Fulmer Company, a manufacturer of motor components for rail, power generation and other industrial markets. Effective November 3, 2011, Wabtec acquired Bearward Engineering, a manufacturer of cooling systems and related equipment for power generation and other industrial markets. Effective July 30, 2013, Westinghouse Air Brake Technologies Corp acquired Turbonetics Inc, a manufacturer of turbochargers and components. Effective September 24, 2013, Westinghouse Air Brake Technologies Corp acquired Longwood Industries Inc.

Type: Value Institutional Holdings: 622
Sector: Industrials Industry: Machinery

Ratings & Recommendations Earnings per share

Current P/E Ratio: **22.4**
Annual Yield: **0.3%**
Annual Dividend: **\$0.16**
Investor's Bus. Daily: **A**
Pearson Growth & Value: **A-**
Morningstar Rating: **N/A**
Stand & Poor Rating: **N/A**
The Street (analyst avg.): **A+**



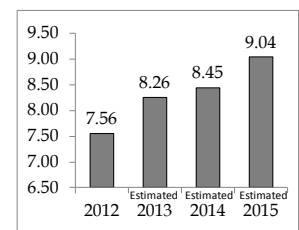
WELLPOINT INC (VMI) NYSE PRICE \$83.61

WellPoint, Inc. (WellPoint) is a health benefit company in terms of medical membership in the United States, serving 34.3 million medical members through its affiliated health plans and a total of 65.3 million individuals through all subsidiaries as of December 31, 2011. The Company manages its operations through three segments: Commercial, Consumer, and Other. The Company is an independent licensee of the Blue Cross and Blue Shield Association (BCBSA), an association of independent health benefit plans. The Company offers a spectrum of network-based managed care plans to the large and small employer, individual, Medicaid and senior markets. Its managed care plans include preferred provider organizations (PPOs); health maintenance organizations (HMOs); point-of-service plans (POS) plans; traditional indemnity plans and other hybrid plans. In June 2012, the Company acquired 1-800 CONTACTS, Inc. In December 2012, WellPoint acquired AMERIGROUP Corp.

Type: Value Institutional Holdings: 1763
Sector: Health Care Industry: Health Care
Providers & Services

Ratings & Recommendations Earnings per share

Current P/E Ratio: **9.1**
Annual Yield: **1.8%**
Annual Dividend: **\$1.50**
Investor's Bus. Daily: **A+**
Pearson Growth & Value: **A-**
Morningstar Rating: **B**
Stand & Poor Rating: **B**
The Street (analyst avg.): **A-**



JUST ASK ANN

Often, when people ask what Pearson Capital does (and Don specifically), they don't really understand the concept of a Registered Investment Advisor or RIA as opposed to working with someone from a brokerage company.

A key component of planning your financial strategy is finding the right advisor to help you reach your investment goals. With over 300,000 professionals working under the title of "personal financial advisor" today, it can be difficult to know the difference.

Independent RIAs take the time to get to know you, to understand your personal and financial goals, and to build a relationship that is focused on helping you meet your investment objectives. Here are a few facts about RIAs provided by TD Ameritrade.

An RIA is legally bound to work in your best interest.

Under the Investment Advisers Act of 1940, registered investment advisors are held to a fiduciary standard of care. By law, they must ensure that each investment recommendation they make is based on your best interest. In the event that a conflict of interest should arise, RIAs are required to let you know. Additionally, they are required to have a written code of ethics that governs their actions and fully discloses how they are compensated.

Most RIAs work under fee-based compensation.

It's important to understand exactly how your advisor is compensated. Most independent RIAs charge a flat fee or a fee based on the assets they manage for you. This straightforward system is easy to understand, is fully disclosed to you in writing, and provides additional incentive for your advisor to grow your assets.

RIAs are required to maintain public business records.

RIAs must file a Form ADV with the Securities and Exchange Commission that describes exactly how they do business and how they are compensated. Form ADV consists of two parts. Part 1 contains information about the advisor's business regarding ownership and regulatory matters. Part 2, including two sections known as the ADV Brochure and Brochure Supplement, outlines the advisor's services, fees, background, and strategies in addition to information on the specific advisor providing financial advice.

Most independent RIAs work with a third-party custodian.

That means that your assets are held by an independent third-party custodian, such as TD Ameritrade, Inc., and that you will receive regular statements from that custodian detailing every transaction in your account, in addition to any reports that your RIA may send.

MARKET VIEW *Continued from page 6*

Key Point: This quarter will help guide investors' expectations toward year end.

Cash Flows:

So, one asks, when do buybacks eventually end? In my opinion, I have noticed that during a time of recession or economic slowdown, buybacks usually cease or slow down to a very small amount, as companies become very skittish about the future. As shareholders we do like to see management be conservative in a time of uncertainty, but they also need to use their money wisely to support their stock. Often, when times are good, we see companies continue to buy back stock at the same time the market is reaching new highs. As a minority shareholder, I sometimes feel that this is not always the best use of money, and it could be used at a later date. Management and other majority shareholders counter my argument and state that the money may not be there in the future, and that excess money in itself is wasteful (e.g., Apple's large cash holdings) and can be used right now for everyone's benefit. I believe in certain cases that may be correct, but often I find the opposite to be true in others. Take Microsoft for example. Over the last ten years, money used for buybacks has shrunk the stock's float, but at the same time until recently the stock had actually decreased in price to the low 20's. Who actually benefited from these buybacks? Was it the small shareholder who was told that this was a good reliable stock to be in during the early 2000's? Or, was it the majority shareholder Bill Gates who sold millions of shares during that time? When we recommended it at \$17, it was a great buy at that time, but they weren't buying their stock back either. So while we are happy that stock buybacks are happening, we concede that one should also be skeptical, too, and try to answer the question to which shareholder is going benefit the most.

New trends that are happening:

- 1) Commodity prices are starting to rebound.
- 2) High dividend stocks are also rebounding.
- 3) Retail stocks may do well at the end of the year.
- 4) Stocks are still increasing their dividends.
- 5) Talks with Iran and Syria may keep a lid on oil prices.

Key Point: Buybacks will be the mainstay for the near future.

Please note:

1. End of the year usually does well for the stock market.
2. October may have some companies warning earnings.
3. Again, I still 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%	17.9%
Dow Jones	6.4%	(33.4%)	18.8%	11.0%	5.5%	7.3%	15.5%
Nasdaq	9.8%	(42.1%)	43.9%	16.9%	(1.8%)	15.9%	24.9%
Market Average	5.6%	(38.4%)	27.9%	13.8%	1.2%	12.2%	19.4%



MARKET VIEW

Christopher Carothers - PCI's Stock Analyst

Economic Flows:

The Federal Reserve has proven again that they cannot be figured out. Wall Street had thought September would be the time when quantitative easing (QE) would begin to taper, but was shocked to hear that the Fed still sees a tepid economy, and has no signs that it could start slowing down in the near future with expectations being pushed out to 2015. The Fed's economic outlook was too optimistic, and they have stated that they will continue on this trend. Like I have said before, many parts of the economy are overbuilt, especially in housing, retail, and commercial real estate. The housing stock will eventually be filled, but retail and commercial real estate will still see some more contraction in certain areas of the country. Critics are stating that the Fed's tools to help solve this problem are not working, and will prove in the long run to be ineffective at best and not a guaranteed fix. As an individual investor, we should look at the good news about QE. Although interest rates have slowly moved higher, they are still at record lows, and many companies are using this to their advantage by buying their competitors and taking out loans to buy back more stock. In essence, QE is helping companies buy back shares and, in turn, helping the U.S. stock market to move higher. So far this year the market has moved forward, and with the Fed's help, will continue to do so at least in the short run.



New trends we see:

- 1) Europe once again will be a bright spot toward the end of the year.
- 2) No key moves by the Fed will cast eyes on the Congressional showdown.
- 3) Asia is still seeing a slowdown in overall growth.
- 4) The job market is slowing down with a decrease of job growth.
- 5) Janet Yellen will probably be the new Fed chairman.

Key Point: QE is going to continue to 2015.

Earnings Flows:

As we go into the next earnings season, most companies will have beaten their low expectations for the quarter and continue to be cautious for the next quarter. The market is still expecting that the next quarter will also beat expectations, but many analysts are skeptical that companies can continue the good news into next year, as the economy is still very tepid and is slowing toward the end of this one. We at Pearson Capital look at projections of both 2014 and 2015 in order to make assessments on future growth rates, so I would not be surprised if expectations are going to be lowered for the first six months of next year. This year's stock market gains have been on the news of good earnings, and likewise their price earnings ratios (P/E's) have increased as well. If we go into a period of lackluster growth, the market will continue to move sideways or possibly decrease over time. The same P/E's may contract in key sectors that have outperformed this year if their growth rate doesn't meet market expectations. As we have stated before, top line sales growth is starting to flatten or become negative in some cases, so the main group of companies in the S&P 500 will continue to use buybacks to reduce share count and boost earnings. As shareholders we love to see buybacks; however, these, too, will eventually end at a certain time.

The new trends continue:

- 1) The stock buybacks will continue all next year.
- 2) The dollar is starting to fall and could do well for earnings.
- 3) Homebuilders have slowly rebounded.
- 4) Hedge funds got hurt by the Fed's sudden actions.

Continued to page 5

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Table of Contents

Walter's Wisdom:.....	2
Featured Stocks:	3
Featured Stocks:	4
Ask Ann	5
Market Outlook	6