



## Be Wary of Experts

I recently had an abysmal experience with an "expert." It reminded me of a story I told my Stepdad when he visited me in June for a few weeks. I had told him a bunch of stories, and he thought I should write them down. I have lived a full life with many amazing experiences, and I have met some interesting people along the way.

This is one of those stories...

I graduated college a semester early. Back then, jobs started in June, a few weeks after most seniors graduated with their degrees. I was able to score a spot to start work in April. That meant that I had about four months back home before heading to New York City and beginning my career on Wall Street.

The best part of those four months was that I could do plenty of skiing, and when I was back home, I hung out a lot with my dad. During the week, he ate out lunch every day, and the food was always great.

One day, I got to Casa Di Copani a bit earlier than my dad, and at the bar was sitting Don Weeks. "Weeksie," as he was known, looked a lot like a character out of a Martin Scorsese film. He was slight in stature. He had perfectly slicked-back grey hair. He had dark eyes that sunk deep into his face. In one hand, he typically held an oxygen mask to cope with his emphysema, and in the other hand, he had a lit cigarette. He was a cigarette salesman. I didn't even know that was a thing.

I sidled up next to him at the bar to grab a beer. He asked me what I was up to after graduation, and I told him I was headed to New York in a month.

He whipped out his business card and scribbled a name and number on the back. He told me to give Tony a call when I arrived in New York. Tony *knew* everybody.

The thing about Weeksie is that about half the stuff he said was probably baloney. After all, he sold cigarettes for a living. Everyone says they know someone who knows everybody. That's how a typical 22-year-old might think, anyway.

I dutifully stuck the card in my pocket, my dad arrived, and we ate lunch. Before cell phones, I kept a little box filled with business cards and contact information. I stuck the card in the box, and I forgot about it for a few months.

Then one day, I was sitting in my apartment in Hoboken, New Jersey, bored to death watching the World Cup final on TV. I remembered that conversation with Weeksie and decided to dig out the card and give Tony a call.

To my surprise, he picked up the phone. I briefly told him who I was, and he told me to meet him the following Tuesday at 6 pm in front of Madison Square Garden. I met Tony at the appointed time, and we walked into an event honoring Smoking Joe Frazier, former Heavyweight Champ of the World, most famous for beating Muhammad Ali in *The Fight of the Century*.

Now, there were at least a couple of thousand people at this event. There was a silent auction and then a dinner for certain guests. We were invited to the dinner, and that had at least 500 people in attendance. There were large round tables of about a dozen people each. I remember we sat with some guy who was the punter for the Green Bay Packers.

After dinner, I figured we'd head out, but Tony said to me, "let's go talk with Joe." I was thinking, "Joe, who?"

Joe Frazier. That's who. The next thing I know, we are sitting at the head table with Joe Frazier, enjoying an after-dinner drink. It turns out Tony knew him. We chatted with Smokin' Joe for at least 45 minutes.

Weeksie was right. Tony *did* know everybody. Tony was drafted by the St. Louis Cardinals but blew out his arm soon after college. He became a fashion model in New York in the 1960s (he looked like a model even in his 70's). Eventually, he joined up with the New York Yankees and was on the coaching staff for the pitchers. His two best friends were Mickey Mantle and Billy Martin. Both are New York Yankee legends. When you're tagging around with those two guys, you will meet everyone. Mickey Mantle is the most famous New York Yankee of the past 70 years and possibly only behind Babe Ruth and Lou Gehrig all-time in legendary status.

Tony was also involved with The New York Mets and Texas Rangers baseball teams. He was the technical coordinator for the movie *The Natural*, and he taught Robert Redford how to hit a baseball. When that movie is on TV today, I'll stop and watch. There are two scenes where Tony makes an appearance for about four seconds. But it brings a smile to my face and a warmth to my heart to see him.

He is in *The Guinness Book of World Records*. Even a couple of weeks before he passed away at 84 years of age, Tony could throw a baseball nearly 70 miles per hour.

We became very close. Tony was much older than me, but he was sort of like an uncle. I saw him every week. His apartment on E. 35<sup>th</sup> street was packed with memorabilia. Some great stuff that is worth a fortune today. He wore his 1978 World Series ring with pride. If you want to get the best seat in the house of any restaurant in New York, earn a Yankees World Series ring.

One day he called me up and asked me to meet him in midtown Manhattan. I showed up, and a limousine pulled over to the curb. In the back was Tony, and he asked me to hop in. With him was David Mantle, one of Mickey Mantle's sons. David is a dead ringer for his dad.

We were headed to Gracie Mansion, the home of the Mayor of New York (Rudy Giuliani), for an event to honor Mickey Mantle and his foundation. I remember it was a beautiful fall afternoon. Wanting to get out of the way, I grabbed a glass of white wine and nibbled on a few of those small hors d'oeuvres on a silver platter that a server in a tuxedo, stuffs in your face.

Then all of a sudden, I heard Tony yell out, "Hey Yogi, come here and meet my good friend Jay Del Vecchio. He's a stock market genius." All of a sudden, looking up at me with curious eyes was Yankee legend Yogi Berra. Yogi won 10 World Series and was well known for his "Yogism's." Yogi jumped right in and cornered me. He peppered me with questions about the stock market for more than 30 minutes. Yogi *loved* the stock market. This allowed Tony to wander off to see other friends. He must have known that Yogi had an immense interest in the stock market and that I would never ask him a question about baseball out of respect for him. Can you imagine being Yogi Berra and everywhere you go, all anyone wants to do is ask you about baseball?

Tony saved his evening. After about 30 minutes, I saw a massive figure approaching out of the corner of my left eye. He bellowed out, "Hey Yogi, what's up?" Yogi replied, "LT, meet Jay Del Vecchio. He's a stock market genius."

"LT" was Lawrence Taylor, the legendary linebacker for the New York Giants. The first thing I thought of when I met LT was what it must be like to get hit by him in full pads when he's running 35 miles per hour from a dead stop. It must be like standing in front of your garage door and your car slamming into you. He's a massive man.

We chatted for another 30 minutes, and they hung on my every word. It was just me, Yogi, and LT. Eventually, we had to separate as some other festivities got underway and demanded our attention. I'm thankful because I'm not sure I could have taken any more questions about the markets.

And, here's the moral of the story. I was *not* a genius. I was *not* an expert. I had just started my career only a few months earlier. Yogi Berra could call *any* financial executive in the entire U.S. and get them on the phone pronto. Anyone would take his

call. **Because one person told him that I was a genius, he just assumed it was true.** Then only after a short time, *he* told another legendary athlete that I was a genius.

In this story, ***I was perceived to be the expert.*** But I was not an expert. I certainly had a fair amount of knowledge but nothing close to what I know today. Still, I'm not too fond of that label. I know what I know. I know what I can do. I present it fairly and straightforwardly.

I think about that moment, and all the times *someone else* is presented to *me* to be the expert. And I am very skeptical. Ronald Reagan said, "trust, but verify." I prefer to verify.

Think of Bernie Madoff. He was perceived to be an expert. He defrauded people out of billions of dollars, and he did it to people closest to him, both in his social circle and religious affiliations. However, if those people had taken the time to figure out what he was saying was not possible because his transactions would be *bigger than the entire options markets*, then they probably wouldn't have fallen victim.

Last week, my poor experience with an "expert" had nothing to do with the financial markets but online marketing. I attended a webinar and left enthusiastic that the strategy discussed could help me effectively grow this newsletter.

Then I did some digging...

At best, the information presented was disingenuous. At worst, it was an outright lie. Unfortunately, I discovered that some people paid money for help with these online strategies and were left high and dry.

While I have no skin in the game financially, it made me feel terrible to see these people struggle because maybe this online marketing strategy was their *one* hope for a better future.

This particular "expert" conducts business in a crappy fashion. It will catch up with him eventually.

I see the same thing in financial marketing all the time. I am on numerous email lists, so I can see whatever drivel the major newsletter publishers are shoving down people's throats (and I have been on that side of it trying to tone down overzealous copywriters).

A couple of years ago, a promotion was going around about an options strategy from an "expert" that assured 100% daily returns. This "expert" had worked at a major Wall Street institution. Of course, that institution went bankrupt in the last financial crisis. How did that work out?

You're not going to earn 100% daily returns trading options in your underpants from the convenience of your sofa while Judge Judy plays in the background.

It doesn't happen.

My primary business philosophy is that it's my face I need to look at in the mirror when I shave in the morning. I want to be comfortable with what is staring back at me.

Not everyone thinks that way. It seems as though few do when it comes to online business marketing or financial publications. While I put together marketing packages, I don't make stuff up.

My biggest concern and why I am bringing this up now besides my own recent poor experience is that when the market takes a dive, many skullduggerous people will emerge to try and sell unsuspecting investors a load of garbage. When the market tanks, it's painful. People will want to get back to even quickly. Someone will sell them hope. It's likely to be some crazy strategy that only compounds the losses. Right about the time when investors should buy stocks hand over fist because the market is washed out and bearish sentiment is too extreme is about when these people will show up.

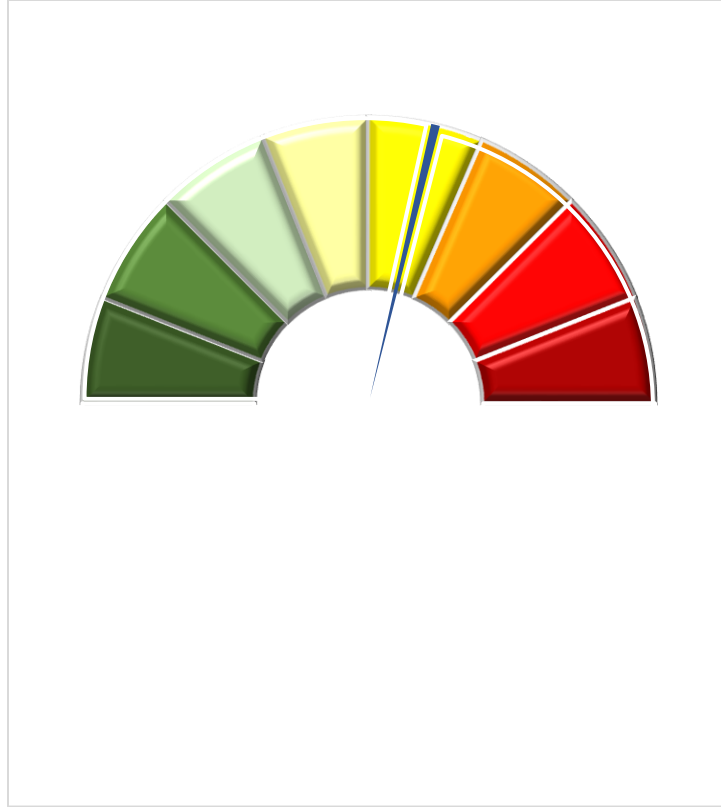
### **Stay alert!**

**Be wary of experts.** Verify. Your pocketbook will thank you for being diligent. My experience left me doubting wanting to grow the newsletter. It left a real sour taste in my mouth. Regardless, I am thankful I could determine this guy was a complete joker rather than give him any hard-earned cash.

Not everyone was as lucky.

Risks this week increased a bit. The *Risk-O-Meter* remains on a buy signal. However, in the short-term, the market is overbought. There is a layer of weakness in the market underneath the major indexes that is a bit stealthy in nature. This weakness hasn't shown up in the big indexes, but on an individual stock basis, the weakness has worsened in recent days.

Also note that for full subscribers, the Forensic Accounting Stock Tracker (FAST) model has been updated for November. I have highlighted five long positions and three short positions worth a closer look for short-term trades or options trades.



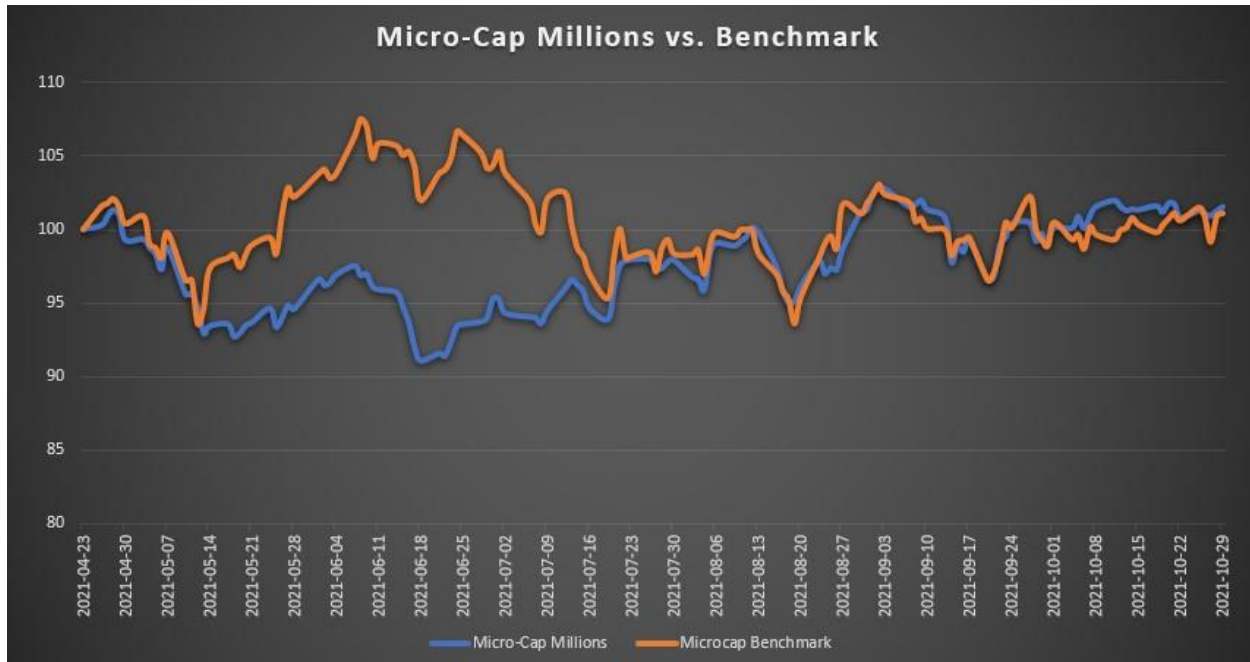
Happy trading!

A handwritten signature in black ink, appearing to be 'John', written in a cursive style.

John

# Micro-Cap Millions

**There are no new trades again this week for the strategy.** The biggest driver of trades will be changes in fundamentals related to earnings reports. As earnings season continues on, the odds of a lot of trades coming up in a short period of time are high.

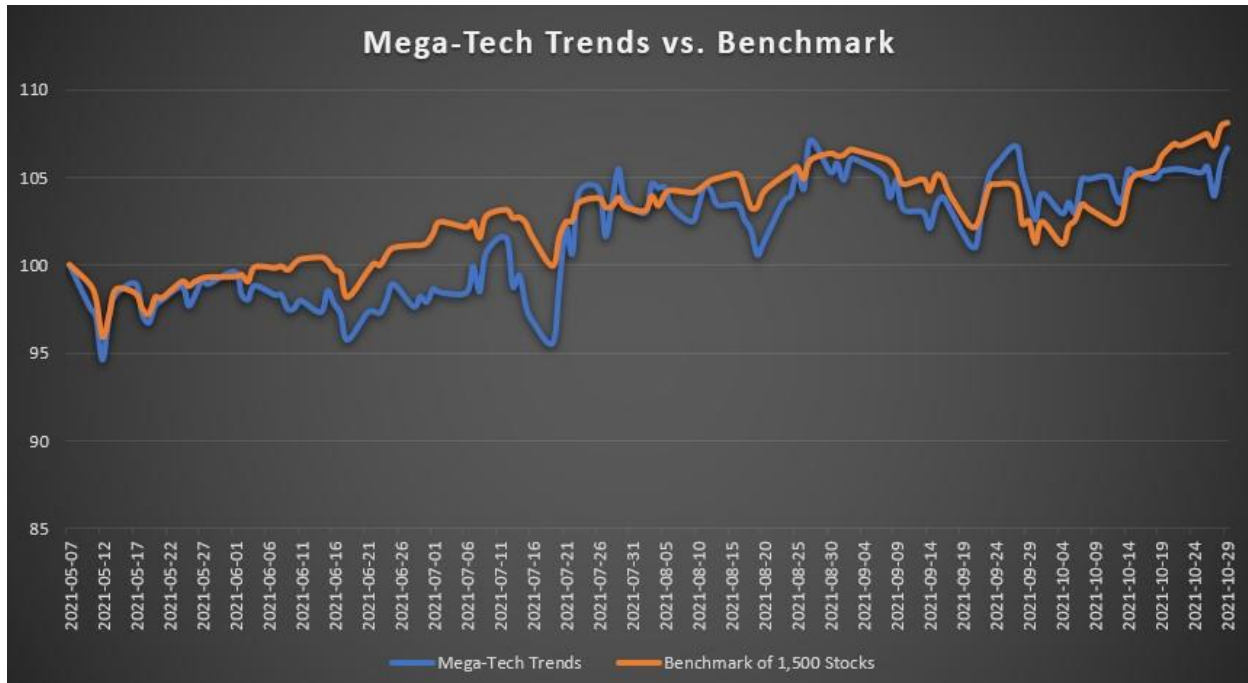


Here is the current portfolio:

BBSI	Barrett Business Services, Inc.
EVC	Entravision Communications Corp.
HSII	Heidrick and Struggles International, Inc.
IHC	Independence Holding Company
MNDO	MIND CTI Ltd.
NAII	Natural Alternatives International, Inc.
PCOM	Points International Ltd.
PMD	Psychemedics Corp.
SGA	Saga Communications
TSQ	Town Square Media

# Mega-Tech Trends

Here is the performance chart for *Mega-Tech Trends*. **This week there are three new trades in the strategy.** Note that **HSII** is a holding in ***both*** strategies this week.



Here are the trades this week:

**Buy Heidrick and Struggles International, Inc. (NASDAQ: HSII), Littelfuse, Inc. (NASDAQ: LFUS), and Laboratory Corp. of America (NYSE: LH)**

**Sell Forrester Research, Inc. (NASDAQ: FORR), Interpublic Group (NYSE: IPG), and Jabil, Inc. (NYSE: JBL)**

Here is the current portfolio:

ABC	AmerisourceBergen Corp.
ACLS	Axcelis Technologies, Inc.
APH	Amphenol Corp.
BDC	Belden, Inc.
CNXC	Concentrix Corp.
DFIN	Donnolley Financial Solutions, Inc.
HSII	Heidrick and Struggles International, Inc.
LFUS	Littelfuse, Inc.
LH	Laboratory Corp of America, Inc.
PLAB	Photronics, Inc.



# The Forensic Accounting Stock Tracker (FAST)

This month I have provided some commentary on certain stocks within the model that may be of interest long or short. While they are not formal recommendations in this newsletter, I think they are worthy of extra attention.

## Highlighted Stocks Top 50

These stocks merit additional attention if you are looking for potential candidates to go **long**.

**Thermo Fisher Scientific (NYSE: TMO)** – Breaking out after a modest pull back. Volume patterns are very positive and relative strength is in a strong uptrend.

**Oracle Corp (NYSE: ORCL)** – Very strong uptrend on the weekly chart. Looks like it may breakout further to new levels. Upside volume is dominant versus selling pressure.

**Intuit, Inc. (NASDAQ: INTU)** – Very strong performance after a small dip. Huge buying pressure. Massive long-term uptrend.

**Alphabet, Inc. (NASDAQ: GOOGL)** – Strong uptrend and relative strength breaking out to new highs. Literally every dip is bought with huge volume, which is a positive clue.

**Manhattan Associates, Inc. (NASDAQ: MANH)** – Trend looks great and there's heavy buying pressure at higher and higher prices.

## Highlighted Stocks Bottom 50

These stocks merit additional attention if you are looking for potential candidates to **short**.

**Two Harbors Investment (NYSE: TWO)** – Very weak rally off the lows. Huge selling volume. Looks like it's ready to take another leg down.

**Jetblue Airways Corp. (NASDAQ: JBLU)** – Relative strength setting new multi-month lows. Heavy selling volume. Breaking below key moving averages.

**Telephone & Data Systems, Inc. (NYSE: TDS)** – Relative strength imploding. Huge negative volume this past week. Broken through key moving averages on the downside.

Below are the top and bottom 50 stocks in the FAST model for November 2021. The model is updated monthly.

### **How to Use FAST™**

There are several ways to use FAST™ in your investing process.

Among them:

- Individual stock selection -- FAST™ can help you analyze individual stocks and narrow your investment opportunities down to the highest earnings quality equities.
- Options Trades – FAST™ is built around identifying companies with the highest opportunities or risks to generate earnings results that exceed or fall short of investor expectations. Stocks tend to have more volatility around earnings releases. Using options on high/low ranked FAST stocks may improve returns or hedging opportunities by betting on stocks that may exceed or fall short of analysts' and investors' expectations.
- Building an Entire Portfolio – While FAST™ ranks stocks in order of earnings quality, there may ultimately be little difference between the #1 and #22 ranked stock, for example. Buying an entire basket of the top 25 or 50 stocks may provide a diversified portfolio with similar underlying characteristics, namely strong earnings quality, reasonable valuations, and expectations that could lead to upward revisions in the coming quarters.



**Forensic Accounting Stock Tracker**  
**“CSI For Your Stock Portfolio”**



Rank	Rank Change	Ticker	Stock Name	Overall Rank	Buybacks	Earnings Quality	Momentum	Sentiment
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
1	2	TPX	Tempur Sealy International Inc	A+	A	A	A+	B+
2	5	JCI	Johnson Controls International Plc	A+	A-	A-	A	A+
3	-2	A	Agilent Technologies Inc	A+	B+	A+	A-	A+
4	34	NXPI	NXP Semiconductors NV	A+	A	B-	A+	A
5	4	PYPL	PayPal Holdings Inc	A+	B-	A+	A	A
6	-2	MTD	Mettler-Toledo International Inc	A+	A-	A+	B	A-
7	-5	VRTS	Virtus Investment Partners Inc	A+	B	A+	A+	B+
8	29	EXLS	ExlService Holdings Inc	A+	A-	B	A	A
9	12	AVY	Avery Dennison Corp	A+	B	A+	A	A-
10	13	IDXX	IDEXX Laboratories Inc	A+	B-	A+	A	A
11	62	CROX	Crocs Inc	A+	A+	B	A+	B
12	0	PWR	Quanta Services Inc.	A+	B-	A	A+	A-
13	3	AMAT	Applied Materials Inc	A+	B+	B+	A	A-
14	20	LKQ	LKQ Corp	A+	B+	A	A	B
15	207	AZZ	AZZ Inc	A+	A	A	B	B+
16	-11	MSCI	MSCI Inc	A+	B	A+	B	A
17	3	WST	West Pharmaceutical Services Inc.	A+	B-	A	A	A
18	0	TEL	TE Connectivity Ltd	A+	B-	A	B+	A
19	-9	SWKS	Skyworks Solutions Inc	A+	B	A	B	A
20	46	SYNH	Syneos Health Inc	A+	B	A	B	A
21	11	LSCC	Lattice Semiconductor Corp	A+	B-	A-	A+	A-
22	14	CTAS	Cintas Corp	A+	B+	A-	B-	A
23	19	TMO	Thermo Fisher Scientific Inc	A+	B-	A+	B	A+
24	163	OFG	OFG Bancorp	A+	A	B	B-	A+
25	38	ORCL	Oracle Corp	A+	A+	B	B	B+
26	83	SMTC	Semtech Corp	A+	B	B+	B+	A
27	-12	HON	Honeywell International Inc	A+	A-	B+	B	A
28	-14	INTU	Intuit Inc.	A+	B-	A	B	A+
29	23	CTSH	Cognizant Technology Solutions Corp	A+	A	A-	C+	A
30	-17	CDNS	Cadence Design Systems Inc	A+	B	B+	B	A+
31	-6	PRFT	Perficient Inc	A+	B-	A	A	B
32	-15	DE	Deere & Co	A+	B+	A	A	C+
33	100	ORLY	O'Reilly Automotive Inc	A+	A	A	B	B-
34	1	DIOD	Diodes Inc	A+	A+	C-	A-	A
35	-7	EMN	Eastman Chemical Co	A+	B	A	B	B+
36	132	FBP	First BanCorp (Puerto Rico)	A+	A-	B-	B	A+
37	44	PG	Procter & Gamble Co (The)	A+	A-	A+	D+	A+
38	37	HCA	HCA Healthcare Inc	A+	A+	D+	A	A-
39	64	GOOGL	Alphabet Inc	A+	B+	B+	B+	B
40	0	VRTV	Veritiv Corp	A+	A-	C+	B	A+
41	-35	MANH	Manhattan Associates Inc	A+	B-	A+	B+	B
42	256	SXT	Sensient Technologies Corp	A+	B-	B+	B+	A-
43	-32	AAPL	Apple Inc	A+	A-	A	B-	B
44	16	AVNT	Avient Corp	A+	A+	C-	B+	A
45	80	CMG	Chipotle Mexican Grill Inc	A+	B-	A-	A+	B-
46	26	APH	Amphenol Corp	A+	B-	B	B	A
47	-17	ACN	Accenture PLC	A+	B	A	B-	A+
48	40	ETN	Eaton Corp Plc	A+	B-	A-	A-	B
49	90	PH	Parker-Hannifin Corp	A+	B-	A	B+	B
50	-24	KEYS	Keysight Technologies Inc	A+	B	A-	B-	A-



**Forensic Accounting Stock Tracker**  
**“CSI For Your Stock Portfolio”**



Rank	Rank Change	Ticker	Stock Name	Overall Rank	Buybacks	Earnings Quality	Momentum	Sentiment
Column1	Column2	Column3	Column4	Column5	Column6	Column7	Column8	Column9
1	-117	GNL	Global Net Lease Inc	D-	F	D	D	D-
2	-2	SLQT	SelectQuote Inc	F	C+	D-	F	D-
3	24	NKTR	Nektar Therapeutics	F	D-	D+	D-	D-
4	-2	NBR	Nabors Industries Ltd	F	D-	F	C-	D-
5	-88	COLL	Collegium Pharmaceutical Inc	F	D-	D-	D-	D
6	-195	HLX	Helix Energy Solutions Group Inc	F	D	F	D+	D-
7	-14	TWO	Two Harbors Investment Corp	F	D	D-	D	D-
8	35	WRE	Washington Real Estate Investment Trust	F	D-	D-	D-	D-
9	22	EBS	Emergent BioSolutions Inc	F	D-	D	D-	D-
10	-4	FSP	Franklin Street Properties Corp	F	C-	D-	F	D-
11	7	MAC	Macerich Co (The)	F	F	D	D+	F
12	-68	KEX	Kirby Corp	F	D+	D-	F	D-
13	-5	ANIK	Anika Therapeutics Inc	F	D-	D	D-	D-
14	-44	ZYXI	Zynex Inc	F	D-	C-	D-	D-
15	-14	AKR	Acadia Realty Trust	F	D-	D	D-	D-
16	-3	DRQ	Dril-Quip Inc.	F	C-	D-	F	D-
17	-18	CARA	Cara Therapeutics Inc	F	D-	C-	D-	F
18	-7	TRIP	TripAdvisor Inc	F	D-	D-	D	F
19	5	VVI	Viad Corp	F	F	D-	D+	D-
20	-5	FLR	Fluor Corp	F	F	D-	C	F
21	-18	APEI	American Public Education Inc	F	F	D+	D-	D-
22	-1	MCS	Marcus Corp (The)	F	D+	D-	D-	D-
23	-47	ITRI	Itron Inc	F	F	D	D	D-
24	-8	NOV	NOV Inc	F	C-	D-	D-	D-
25	-15	CCL	Carnival Corporation & Plc	F	F	D	D	F
26	-95	ATO	Atmos Energy Corp	F	D-	D-	D-	D
27	23	ARR	Armour Residential REIT Inc	F	F	D-	D-	D
28	6	RGS	Regis Corp	F	C-	F	D-	D-
29	-4	AMPH	Amphastar Pharmaceuticals Inc	F	D-	D-	D-	D-
30	14	IVR	Invesco Mortgage Capital Inc	F	F	D-	D	D-
31	-22	AHH	Armada Hoffer Properties Inc	F	F	D-	D-	D-
32	8	TREE	LendingTree Inc	F	D-	D-	F	D-
33	16	VSAT	ViaSat Inc.	F	D-	D-	D-	D-
34	-11	JWN	Nordstrom Inc.	F	D-	F	D	D-
35	2	TGI	Triumph Group Inc.	F	F	F	C-	F
36	16	JBLU	JetBlue Airways Corp	F	F	F	D+	D-
37	5	HR	Healthcare Realty Trust Inc	F	D-	D	D-	D-
38	0	TALO	Talos Energy Inc	F	D-	D-	D-	D-
39	2	AAOI	Applied Optoelectronics Inc	F	F	D-	F	D
40	16	HA	Hawaiian Holdings Inc	F	F	F	D+	F
41	4	EHTH	eHealth Inc	F	F	D	F	D-
42	9	CNK	Cinemark Holdings Inc	F	D-	D-	D-	F
43	5	SPPI	Spectrum Pharmaceuticals Inc	F	F	D-	D-	D-
44	9	TRHC	Tabula Rasa HealthCare Inc	F	D-	D-	F	D-
45	1	CHRS	Coherus BioSciences Inc	F	D-	D-	D-	D-
46	-29	JRVR	James River Group Holdings Ltd	F	F	D-	D-	D-
47	8	VNO	Vornado Realty Trust	F	D-	D-	D-	F
48	10	AAL	American Airlines Group Inc	F	F	F	D	F
49	8	UAL	United Airlines Holdings Inc	F	F	D-	D-	F
50	4	TDS	Telephone and Data Systems Inc.	F	F	F	D-	D-

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