PEARSON Published Monthly Since 1982
Investment Letter
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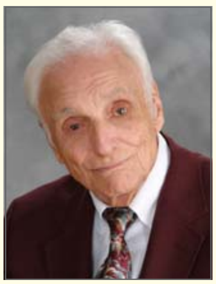
February 2007

FEATURED STOCKS

Allscripts Health	Jabil Circuit
Cheesecake Factory	MSC Industrial
Coventry Health	Stryker Corp
Illinois Tool Works	Tempur-Pedic

GROWTH & INCOME

Wells Fargo	US-Value (ETF)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Publishing President

Investment Letters are complimentary to our clients with managed accounts!

2007 START - UP

By Donald Pearson

Many Investment Advisors are asked at the beginning of a year to predict what stock will be the "market leader" for 2007. We have been asked every year for as long as I can remember, and we'll be asked again in 2008. I can tell you anyone doing this relies heavily on the information used to analyze his choice and hopes it stays consistent for the entire year.

Although it's a bigger project, and is going to require a great deal of additional work throughout the year, I believe selecting many stocks is in some ways easier, while at the same time more difficult. Once your portfolio is selected and you're comfortable with your risk allocation and diversification, you must stay on top of ongoing research and continue to guide the product. I'm not sure it can be this simple, but I do believe we've done exactly this, and we are all set up for what can be an outstanding year. Market conditions, international activity, global events, terrorist issues, and a host of unforeseen variables will come into play, and any of these events could have us continuously adjusting to some degree; but it goes without saying, success is the product of hard work and extra effort. We have truly spent ten to fourteen months selling holdings, realigning, and re-diversifying everyone's portfolio preparing for what we see and believe are growth opportunities for today and tomorrow.

Conservative investors might consider bonds, but with rates low, one cannot expect to retrieve the growth necessary to attain the double digit growth needed to stay in front of inflation. Although CD rates are increasing, they also fall short of supplying us with the growth required. Once you have decided how much you are prepared to invest in today's growth vehicle (the stock market), it's simply knowing how and where to do this and what is your exit strategy. Getting a significant exposure to the world stocks today is very important. Foreign stocks expose you to high growth markets and mitigate the damage of a weak dollar. Being exposed to most developed foreign markets, with a smaller exposure to the younger emerging markets, is a strategy we believe is going to reward us for many years to come. We will continue to purchase individual companies in many of these countries as we've done in the past, but the largest part of our exposure will come in these foreign lands through the Exchange Traded Conglomerate. By doing this we will be better diversified, especially if there's a slump here in the US, or other parts of the world. We have placed ten of these into this year's CD Buster displayed on page five.

We have carefully reviewed everyone's risk assessment as we've rebuilt each portfolio. Each country and sector has a different risk associated with it, and we've worked overtime building or rebuilding each individual portfolio. Our license as your Investment Advisor states we have a fiduciary responsibility to you, and we must make every decision utilizing what we know and/or believe is in your best interest. I can assure you this has been done to the best of our ability. Anyone who would like to discuss their personal account and the adjustments made can call and make an appointment. We can do this over the phone, or at your place, or ours. I'm in the Tampa area and will be through February and March. Although plans have not been finalized, I am planning to travel to New England in April and Southern California in May. As these plans are made, we will post them on our website and write them in our investment letter. It would be my pleasure to meet with as many people as possible to discuss individual goals and share our strategy and why we believe this portfolio realignment with an international presence is a recipe for success for 2007 and the years to follow.

STOCKBUYERS

Some time ago I subscribed to a periodical titled "Old News." It is a very interesting periodical, bringing up different things that happened years back and giving us an education at the same time. In a recent issue there was an article about Mr. Wanamaker and the things he accomplished. It may interest you to know that before Mr. Wannamaker came on the scene no shop owner paid much attention to his customers. He charged as much as he could get, and there was no return policy. Mr. Wannamaker inaugurated the idea of having sales and endeavoring to draw the customers in by giving them spectacular buys.

Today we are inundated with stores that are all doing the same thing, each trying to outdo the other. In my opinion Wal-Mart is running ahead of the pack, but that may change. In the final analysis management is the key to success almost indubitably. What it comes down to is that almost everybody will shop at the store where the prices are lower, providing the quality is the same. It just doesn't make sense not to.

Now let's look at the stock market. If there was a stock which you wished to own, and you could buy it for ten or twenty percent below the market price, I am sure that you would jump in with both feet. The strange thing is that when the opportunity arrives, most investors refuse to buy simply because all other stocks have been marked down in the same manner. The difference is that there is a psychological factor involved. The stock market goes down because of a lack of buyers. The individual stock which you are considering may be worth more, or less, than the market price, but in most cases, if the market is falling, your prize will usually drop in price as well. This is when the stock market pulls a Wannamaker and runs a sale. The strange thing is that even though prices on just about everything have been marked down, almost nobody shows up.

One of the things I read about Mr. Wannamaker was that if he had made a mistake and overbought a product, he would keep marking it down just to get rid of it, and sooner or later he would clear his shelves of the unwanted merchandise.

As you no doubt know, the stock market does the same thing; it keeps marking prices down until the investor can stand it no longer and he jumps in with both feet.

What I say to you is that a company has a certain value which the investor should ascertain. This value is determined by different things. How much are they earning today? How much will they be earning next year? How much will they be earning five years from today? How much would it sell for if they closed out business today? How much do they owe, how much is owed them, and what is their financial position? After working these things out, you should compare it with other companies in the same industry and then fix a mental value on the stock. Stock depredations should not bother you too much. If you have done your homework, you should be able to place a decent value on the company and buy when the price is right.

There are numerous systems being offered today purporting to be able to show you how to buy and sell stocks by timing the market. Some may be right and some may be wrong, but it has been my experience that through the years the true investor has done it the right way. If you can find a company that is going to double earnings again and again, there is no doubt that this investment is going to be quite profitable for the long term investor. Even if you caught the stock at a high price, you should do well. Then too, your investment will be building up on a tax free basis if you never find the need to sell.

The best avenue to travel in our opinion is the growth route. A company that is growing will usually spin off big rewards. Not all will work out, but most will to one extent or another, and the best ones will put a permanent smile on your face. Cisco and Microsoft are two good examples. You might have bought 25 shares of Cisco 14 years ago for $45 a share. There were no dividends then, there are no dividends today, but your shares have been split a few times and you now own 3600 shares. Your $1200 investment has grown to about $64,000. Microsoft too would have done well for you. If you bought $300 worth at about the same time, you would be pushing on $100,000, and they have started paying dividends.

Continued on page 6

Ann Hathaway

PCI's Account Manager since July 2005

Do you have an administrative question?
Ann will help you to find the right answers.
Call or sent her an email:
pearsoncapital7@gmail.com

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"

ALLSCRIPTS HEALTHCARE SOLUTIONS, INC (MDRX) NASDAQ PRICE: $30.60

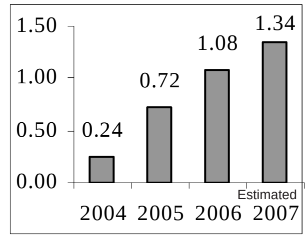
MDRX provides clinical software, connectivity, and information solutions to physicians in the U.S. It has three segments: Software and Related Services; Information Services; and Prepackaged Medications. Software and Related Services segment provides software solutions, including electronic health record, electronic prescribing, and document imaging solutions. Information Services segment offers clinical education and information solutions for physicians and patients, along with physician-patient connectivity solutions. The Prepackaged Medications segment provides prepackaged medication fulfillment solutions, which includes both medications and software for dispensing and inventory control. MDRX has strategic alliances with IDX Systems Corp. and Medem, Inc. The company was founded in 1982 and is headquartered in Chicago, Illinois.

Type: Emering Growth
Sector: Services
Institutional Holdings: 165
Industry: Business Services

Ratings & Recommendations

Current P/E Ratio: **51.9**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **B+**
Pearson Growth & Value: **A**
Morningstar Rating: **1Star**
Standard&Poor Rating: **N/R**
Value Line Rating: **2-3-3**

Earnings per share



THE CHEESECAKE FACTORY INC (CAKE) NASDAQ PRICE: $27.63

The Cheesecake Factory Incorporated operates upscale, casual dining restaurants under The Cheesecake Factory and Grand Lux Cafe marks in the United States. As of November 14, 2006, the company operated 116 upscale, casual dining restaurants; 2 bakery production facilities; 8 upscale, casual dining restaurants under the Grand Lux Cafe name; 1 self-service, limited menu ?express? foodservice operation under The Cheesecake Factory Express mark inside the DisneyQuest family entertainment center in Orlando, Florida; and licensed 2 bakery cafe outlets to another foodservice operator under The Cheesecake Factory Bakery Cafe name. The Cheesecake Factory was founded in 1972 and is based in Calabasas Hills, California.

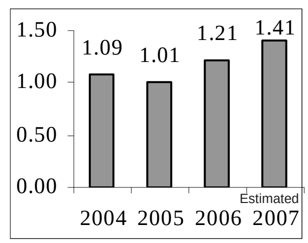
Full Time Employees: 24,700

Type: Growth
Sector: Services
Institutional Holdings: 193
Industry: Restaurants

Ratings & Recommendations

Current P/E Ratio: **26.1**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **C-**
Pearson Growth & Value: **A-**
Morningstar Rating: **3Star**
Standard&Poor Rating: **A**
Value Line Rating: **4-3-3**

Earnings per share



COVENTRY HEALTH CARE, INC (CVH) NYSE PRICE: $51.55

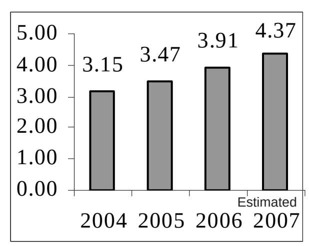
CVH operates as a managed healthcare company. It provides a range of risk and managed care products and services, including health maintenance organization, preferred provider organizations, point of service products, Medicare advantage, Medicare prescription drug plans, Medicaid, workers compensation, and network rental to a cross section of individuals, employer, and government-funded groups; government agencies; and other insurance carriers and administrators. The company also provides management services, such as network management, claims processing, utilization review, and quality assurance; and access to its provider networks to employers that self-insure their employee health benefits. The company was incorporated in 1986 and is based in Bethesda, Maryland.

Type: Growth
Sector: Healthcare
Institutional Holdings: 443
Industry: Healthcare Plans

Ratings & Recommendations

Current P/E Ratio: **15.6**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **C**
Pearson Growth & Value: **A-**
Morningstar Rating: **3Star**
Standard&Poor Rating: **A**
Value Line Rating: **3-3-3**

Earnings per share



ILLINOIS TOOL WORKS, INC (ITW) NASDAQ PRICE: $50.99

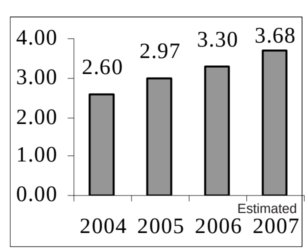
ITW and its subsidiaries engage in the design and manufacture of engineered products and specialty systems. It operates in four segments: Engineered Products, Engineered Products International, Specialty Systems, and Specialty Systems-International. The Engineered Products segment offers plastic and metal components. The Engineered Products International segment provides short lead-time plastic and metal components and fasteners, including specialty laminate film. The Specialty Systems segment offers longer lead-time machinery and related consumables that include industrial packaging equipment, welding equipment and metal consumables.The Specialty Systems-International segment provides equipment and plastic consumables. ITW was founded in 1912 and is based in Glenview, IL.

Type: Growth
Sector: Industrial Goods
Institutional Holdings: 476
Industry: Divers. Machinery

Ratings & Recommendations

Current P/E Ratio: **17**
Annual Yield: **1.65%**
Annual Dividend: **$0.84**
Investor's Business Daily: **C**
Pearson Growth & Value: **A-**
Morningstar Rating: **3Star**
Standard&Poor Rating: **C**
Value Line Rating: **3-3-3**

Earnings per share



JABIL CIRCUIT, INC (JBL) NASDAQ PRICE: $23.99

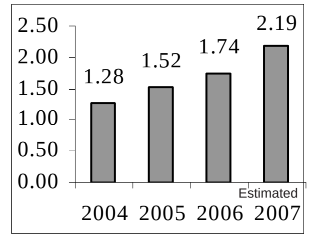
JBL provides electronic manufacturing services and solutions worldwide. It provides electronics design, production, product management, and repair services to companies in the aerospace, automotive, computing, consumer, defense, industrial, instrumentation, medical, networking, peripherals, storage, and telecommunications industries. The company's services include integrated design and engineering; component selection, sourcing, and procurement; automated assembly; design and implementation of product testing; parallel global production; enclosure services; systems assembly, direct order fulfillment, and configure to order; and repair and warranty services. It also offers design services, such as electronic and industrial design. JBL was founded in 1966 and is headquartered in St. Petersburg, Florida.

Type: Growth
Sector: Technology
Institutional Holdings: 326
Industry: Circuit Boards

Ratings & Recommendations

Current P/E Ratio: **15.6**
Annual Yield: **1.17%**
Annual Dividend: **$0.28**
Investor's Business Daily: **D+**
Pearson Growth & Value: **A-**
Morningstar Rating: **5Star**
Standard&Poor Rating: **B**
Value Line Rating: **4-3-3**

Earnings per share



MSC INDUSTRIAL DIRECT CO., INC (MSM) NYSE PRICE: $43.19

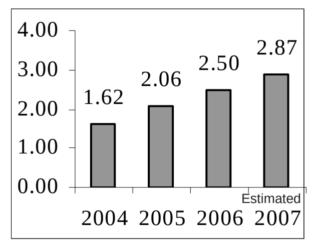
MSC Industrial Direct Co., Inc., together with its subsidiaries, engages in direct marketing of various industrial products in United States. It distributes a range of stock-keeping units that include cutting tools, measuring instruments, tooling components, fasteners, flat stock, raw materials, abrasives, and machinery hand and power tools; and janitorial, plumbing, material handling, power transmission, and electrical supplies; and other products. The company markets its products through catalogs, newspapers, brochures, and Internet. MSC Industrial Direct Co., Inc. offers its products to companies in durable and nondurable goods manufacturing, education, government, and health care sectors. The company was founded in 1941 and is headquartered in Mellville, New York.

Type: Growth
Sector: Services
Institutional Holdings: 185
Industry: Industrial Equip.

Ratings & Recommendations

Current P/E Ratio: **20.3**
Annual Yield: **1.30%**
Annual Dividend: **$0.56**
Investor's Business Daily: **C**
Pearson Growth & Value: **A-**
Morningstar Rating: **3Star**
Standard&Poor Rating: **N/R**
Value Line Rating: **3-3-3**

Earnings per share



STRYKER CORPORATION (SYK) NASDAQ PRICE: $61.94

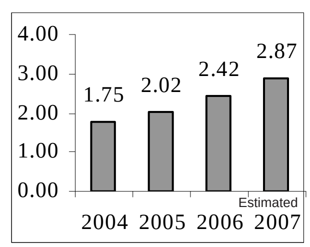
SYK engages in the development, manufacture, and marketing of orthopedic products and medical specialties worldwide. It operates in two segments, Orthopedic Implants and MedSurg Equipment. The Orthopedic Implants segment sells orthopedic reconstructive, trauma, spine and micro implant systems, bone cement, and the bone growth factor OP-1 products. The MedSurg Equipment segment offers powered surgical instruments, surgical navigation systems, endoscope products, medical video imaging equipment, and hospital beds and stretchers. The company also provides outpatient physical therapy services. Stryker sells its products through local dealers and direct sales force to hospitals, other health-care facilities, and doctors. SYK was founded in 1941 and is headquartered in Kalamazoo, Mi.

Type: Growth
Sector: Healthcare
Institutional Holdings: 334
Industry: Medical Suplies

Ratings & Recommendations

Current P/E Ratio: **32.8**
Annual Yield: **0.36%**
Annual Dividend: **$0.22**
Investor's Business Daily: **A+**
Pearson Growth & Value: **B+**
Morningstar Rating: **2Star**
Standard&Poor Rating: **A**
Value Line Rating: **1-3-3**

Earnings per share



TEMPUR-PEDIC INTERNATIONAL (TPX) NASDAQ PRICE: $23.80

TPX engages in the manufacture, marketing, and distribution of premium mattresses and pillows worldwide. Its products include pillows, mattresses, and adjustable beds, as well as cushions and other comfort products. Tempur-Pedic markets its products through retail, including furniture and specialty stores, as well as department stores internationally; direct response and Internet; chiropractors, medical retailers, and hospitals; and third party distributors to consumers in the United States and the United Kingdom. Tempur-Pedic International was founded in 1989 and is headquartered in Lexington, Kentucky.

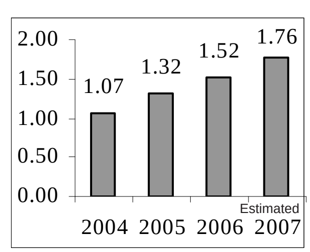
TPX's Corporate Governance Quotient (CGQ®) as of 1-Jan-07 is better than 73.1% of Russell 3000 companies and 74.4% of Consumer Durables & Apparel companies.

Type: Growth
Sector: Consumer Goods
Institutional Holdings: 132
Industry: Home Furnishing

Ratings & Recommendations

Current P/E Ratio: **18.5**
Annual Yield: **1.01%**
Annual Dividend: **$0.24**
Investor's Business Daily: **B**
Pearson Growth & Value: **B**
Morningstar Rating: **2Star**
Standard&Poor Rating: **B**
Value Line Rating: **1-3-3**

Earnings per share



WELLS FARGO & COMPANY (WFC) AMEX PRICE: $35.92

WFC a diversified financial services company, engages in banking and related financial services businesses in the U.S. It operates in three segments: Community Banking, Wholesale Banking, and Wells Fargo Financial. Community Banking segment offers various products and services, including mutual funds, as well as personal trust and agency assets. Wholesale Banking segment provides traditional commercial loans and lines of credit, asset-based lending, equipment leasing, international trade facilities, foreign exchange services and investment management. Wells Fargo Financial segment offers consumer and real estate loans. As of 12/31/05, the Company provided its services through approximately 6,200 stores. Wells Fargo was founded in 1929 and is headquartered in San Francisco, CA.

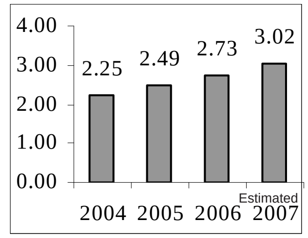
Type: Growth
Sector: Financial

Institutional Holdings: 821
Industry: Money Center Banks

Ratings & Recommendations

Current P/E Ratio: **14.4**
Annual Yield: **3.12%**
Annual Dividend: **$1.12**
Investor's Business Daily: **C+**
Pearson Growth & Value: **A-**
Morningstar Rating: **4Star**
Standard&Poor Rating: **C**
Value Line Rating: **2-3-3**

Earnings per share



US - VALUE (VTV) AMEX PRICE: $68.76

The investment seeks to track the performance of a benchmark index that measures the investment return of large-capitalization value stocks. The fund employs a passive management investment approach designed to track the performance of the MSCI US Prime Market Value index, a broadly diversified index of the stocks of large U.S. companies. It attempts to replicate the target index by investing all, or substantially all, of assets in the stocks that make up the index, holding each stock in approximately the same proportion as its weighting in the index.

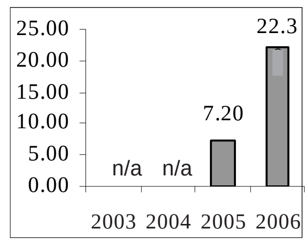
Fund Family: Vanguard Index
Category: Large Value

Type: ETF
Industry: Diversified

Ratings & Recommendations

Current P/E Ratio: **N/R**
Annual Yield: **2.3%**
Annual Dividend: **$1.58**
Investor's Business Daily: **N/R**
Pearson Growth & Value: **A**
Morningstar Rating: **N/R**
Standard&Poor Rating: **N/R**
Value Line Rating: **N/R**

Performance by %



CD BUSTER 2007

ETF Description	Symbol	Yield	Shares	Price/Sh	$ Invested	Current-$	YTD-Total $
US-High Yield	DCS	5.32	109	$22.98	$2,504.82	$22.09	$2,407.81
US-Diversified	DVY	3.16	36	$70.73	$2,546.28	$71.43	$2,571.48
Europe-Diversified	EFA	2.13	37	$73.22	$2,709.14	$74.24	$2,746.88
Global-Value	EFV	1.69	34	$72.20	$2,454.80	$72.66	$2,470.44
Australia-Diversified	EWA	2.92	106	$23.50	$2,491.00	$23.92	$2,535.52
Singapore-Diversified	EWS	2.81	223	$11.20	$2,497.60	$11.72	$2,613.56
China-Diversified	FXI	1.28	22	$111.45	$2,451.90	$103.82	$2,284.04
India-Diversified	IIF	0.60	49	$50.82	$2,490.18	$50.50	$2,474.50
Global-Financial	IXG	1.21	28	$90.55	$2,535.40	$90.62	$2,537.36
US-Value	VTV	2.32	34	$68.23	$2,319.82	$68.76	$2,337.84
Total:	-	AVG 2.34%	-	-	$25,000.94	-	$24,979.43

A $25,000 CD returning 5% (annual year-end value of $26,250) has a current value of $25,104.17 + $104.17 = 0.40%

The same $25,000.94 invested in our CD Buster January 1, 2007 would have a value of $24,979.43 on January 31, 2007 -$21.51 = (0.09%)

For additional updates go to www.pearsoncapitalinc.com Go to: "CD Buster 07"

DISCLAIMER:
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The 2007 CD Buster

portfolio was created for demonstrational purpose from our "top ten" list of ETF's. The start up prices were taken from the market's closing price on December 29, 2006. This diversified portfolio demonstrates how selected ETF's could outperform the regular bank CD yielding 5.0% annually. This example does not include trading fees and management fees as well as dividends earned. Current performance does not indicate or guarantee future performance. All client portfolios are customized differently, and include individual equities and ETF's to meet their individual growth objectives and goals. There are no guarantees as to the profit of each - some may lose money.

CD Buster is a stock simulation portfolio created by Pearson Capital, Inc. for informational/educational purposes only.

WALL STREET INDEXES

Indexes	2001	2002	2003	2004	2005	2006	2007/YTD
S&P 500	(13.3%)	(23.4%)	26.4%	9.0%	3.0%	13.6%	1.4%
Dow Jones	(7.1%)	(16.8%)	25.3%	3.2%	(0.61%)	16.3%	1.3%
Nasdaq	(21.1%)	(31.5%)	50.0%	8.6%	1.37%	9.5%	2.0%
Russell 2000	1.0%	(21.6%)	45.4%	17.0%	3.32%	17.0%	1.6%
Our CD Buster		**8.1%**	**56.7%**	**22.8%**	(Disputed)	**1.8%**	**0%**
CD Annual Average	3.0%	2.3%	1.5%	1.5%	3.5%	5.0%	0.4%

MARKET VIEW

Christopher Carothers - PCI's Stock Analyst

Economic Flows:

So far this year, inflation is only rising at two percent, leaving the Fed to postpone doing anything for the beginning of the year. The dollar is increasing in value very slowly, once again giving our global stocks an advantage, notably the sharp spike in exports for the quarter.
Key Point: *The Fed may do nothing, as there are no large signs of increasing inflation.*

Earnings Flows:

So far both U.S. and International stocks have reported great earnings. There are some problems with some sectors, like energy and homebuilding, which may affect the economy. However, these problems have not shown up yet, and in the short term the market should move upward.
Key Point: *Earnings are growing nicely.*

Cash Flows:

Buybacks and dividend increases have continued, even when these companies have a bad earnings quarter. For example, Indymac Bancorp (NDE), which relies on home mortgages for much of its earnings, was expected to have a poor report. They have decided to use a large buyback to support the stock, and continue to pay out its earnings, which are about 5 percent. This is a big move to show that even a slowdown in the real estate market, will have so far a limited impact.
Key Point: *Buybacks are being used to help support any sagging stocks.*

Additional Note:
Iran has decided to continue to proceed with its nuclear program against the wishes of the United States and the United Nations. The state of Israel has been quoted in news reports that they will wait until March until they take action. The U.S. also has given orders to kill any Iranian operative in Iraq. World problems will give the stock markets increased volatility until the Iranian problem is solved. Oil prices may increase dramatically affecting the economy. Secondly, the nationalization of Venezuela will, in the long run, hurt the oil production of the nation and increase the price of oil. Hugo Chavez is slowly taking steps to increase his control over the economy. Since the country is the number two exporter of oil to the U.S., this may have a direct impact on our economy.

STOCKBUYERS ***- Continued from page 2***

These things do not happen overnight and some companies will take longer than others. The thing to remember is that growth may be a slow factor. Your baby son took more than fifteen years to start resembling a man.

Try to be like a good doctor—Have Patients!

Management Fee:

Our fee is extracted quarterly from the account at 25% of one percent by TD Ameritrade. Immediately following any quarterly management fee extraction, it is posted within your account's history information available on line. It is also posted in your TD Ameritrade monthly statement.

First Quarter January-February-March-see your January statement.

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