Your Personal Money Manager
Pearson Capital, Inc.

INVESTMENT LETTER
Published Monthly Since 1982

www.pearsoncapitalinc.com

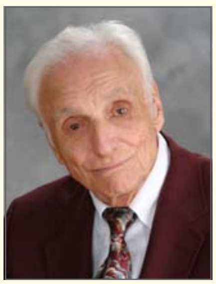
November 2007

FEATURED STOCKS

Bare Escentuals	eBay, Inc
Berkshire Hathaway	Homex Develop
China Mobile	Johnson Controls
China Petroleum	Sciele Pharma

GROWTH & INCOME

Australia (ETF)	India (ETF)



Walter D. Pearson
Chairman

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President

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Publishing President

Investment Letters are complimentary to our clients with managed accounts!

THE MARKETS

By Donald Pearson

Recently an old supermarket near where I live was remodeled because a new market chain was coming into town and opening up right down the street. The building was gutted, and everything was replaced as they got ready to compete for business. Both the old store and the new one offered many new things at reduced prices. My only regret with this was everything in the old market was not in the same place as I knew it, and I had to learn a new way to navigate.

After stepping back and reassessing my shopping pattern, I quickly realized learning to navigate through these changes really provided me with a larger selection of products from which to choose. With a larger store comes more diversification, so I went up and the down the aisles as I never did before. Some of the new items looked really good, so I began to learn more about them as I considered buying them. To do this I began to read the ingredients written on the packages. I decided that new items could be good things, but before purchasing them I should learn if they fit my budget and my taste buds. Some of the items I wanted to take home sounded strange and unusual, but I knew by everything I hear and read today, these products are the way of the future.

So now I have more than one market in which to shop, with two or three times the inventory. Once I factor in weekly specials, buy one get one free, double coupons, and one market competing against the other, I can really spend my money wisely and head home with tremendous value for my investment. I also know some of my groceries will be short range and consumed sooner, while other items will be like fine wine, simply better with age and held for a long time.

Today's worldly stock markets and the "groceries" they contain are very similar. There are many markets open to us and the number of selections they hold are endless. If you go up the international aisle, you'll find every country is available and many different ways to purchase. Look at EWC as an opportunity here in this hemisphere, and IAF as an outstanding choice on the other side of the world. A few years ago these opportunities were not available, but with new markets new ideas present themselves, and with this come new opportunities.

Today we try to get everyone invested in eight or more different countries and into a multiple of sectors by using ETFs paired with individual stocks. One needs only to read the advertised circular weekly to find great companies experiencing brief pullbacks and to use this as a buying opportunity. We just did this with CTSH. Just like the supermarket offering coupons and giveaways, investment companies are simply raising their dividends and utilizing stock buyback programs. It's their way of saying we believe we're worth purchasing and we use this product too. A heck of an endorsement and worthy of a second look by us for sure.

Good shoppers never cherry pick the bargains, they diversify effectively. This is accomplished by shopping the entire store. It's important to remember also the fine wine you put in your basket may exceed all others in value in the years ahead, so be sure to spend the time necessary and read the labels carefully. We're picking up China with both individual stocks (CHNG) and ETFs (FXI) as our fine wine for the time-aging process. It's very possible your holding has already climbed considerably in value, and if we're right, the best growth is yet to come. China and India (IIF) are places we must shop for long range growth, and the time needed for compounded growth must be allotted.

The time will pass quickly, so allow us to shop wisely for you.

How quickly does time pass you asked? Did you know this week is the twenty fifth anniversary of the cell phone?

VALUE

One of the problems in investing is computing value. How does one determine the value of one's holdings? Most investors think mainly of the price quoted daily in the stock market pages. These prices can change in a single day by large percentages, and I guess most investors realize that the actual value of a company cannot change that much in a single day. What is the answer? What causes these severe price fluctuations?

Each investor should realize that he is investing in his future. This is long range and shouldn't be jarred by market fluctuations which are somewhat meaningless. Quotations on stocks can be affected by day traders who watch a stock's market action and who may buy or sell simply because he thinks the price will change in a few days, at which time he will close out the transaction. Even though these traders may affect the price of a stock for a period, this doesn't change the actual value of the company one iota.

From time to time one or more mutual funds may come across a piece of information on a particular company which makes them consider the stock as a buy or as a sell, and this may cause them to take action. Inasmuch as mutual funds handle a great deal of money, they tend to have rather large investments. When the mutual funds buy or sell a stock, their transactions may affect the stock price. I talked with the president of one of the larger funds some years ago. He explained to me that because they were such large investors, when they decided to buy a stock, it took them a year to complete the buy. They would put their orders into three different markets because they didn't want to flood the New York Stock Exchange. In spite of the fact that this much buying makes the price of the stock rise, the actual value has not changed at all.

Another big factor, that each investor must live with and cannot change, is inflation. Inflation is here. It will not go away. The rate of inflation will rise each year. Each investor should understand inflation and how it is caused. The best book I could recommend on the subject is "Secrets of the Federal Reserve" by Eustace Mullins. The thing to understand is that each year the government must borrow more money and the loan grows in size each year. The Federal Reserve prints up new money to loan the government so that the amount of cash in existence grows each year. As you have more dollars chasing the same amount of goods, the dollar tends to buy less and less each year. Seventy years ago a gallon of gas was 12 cents and today it is $2.90. A new home was $3200 and today it is $500,000. Gas has risen 2400% while homes have gone through the roof at 15600% in that period. This means that the people who are telling you that a new car may cost you $1,000,000 by the time you retire may not be altogether crazy. That's only 4000%. Here again the investor should consider actual values when appraising his stock holdings. Dollars are an unstable commodity, but they are the ones we must use as our business is being done with them.

Some years ago the stock market went to pieces overnight. Everyone woke up to a stock market where prices had dropped by 50% in a single day. A very strange thing had happened. Computers had come to life and the people in the mutual fund industry had discovered that it was easier to put their buys and sells on a computer, saving themselves a lot of work. The cataclysm arrived when sell orders drifted in from fund after fund. They would set the computer to automatically enter sell orders if a stock dropped to a certain price. This seemed all right at the time, but when too many stocks were sold out, the prices kept dropping, and sells were made at prices so ridiculous that only a computer would go along. It got so bad that the market was closed for a short period and many specialists were unable to handle the sells.

To reiterate, it is important for the investor to keep his cool and think of two things: long range and value. There is no doubt that it is depressing when the stock market goes down, but the important thing to remember is that you do not invest in the stock market. As a matter of fact, you should remember that you do not invest in stocks; you invest in companies. Think about McDonald's or Wendy's. The important thing here is how the

By Walter Pearson - *Continued on Page 6*

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.*

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"

BARE ESCENTUALS, INC. (BARE) NASDAQ PRICE: $24.70

BARE., formerly STB Beauty, Inc, develops, markets and sells cosmetics, skin care, and body care products under its i.d. bareMinerals, i.d., RareMinerals and namesake Bare Escentuals brands, and professional skin care products under its md formulations brand. The Company's i.d. bareMinerals-branded products include its core foundation products and a variety of eye and face products, such as blushes, all-over-face colors, liner shadows, and eyeshadows. In addition to its i.d. bareMinerals products, it offers a range of other cosmetics and accessories, including finishing powders, lipsticks, mascaras, and brushes under its i.d. brand and a mineral-based nighttime skin revival treatment under the RareMinerals brand. In April /07, it completed the acquisition of Cosmeceuticals Ltd. Subsequently, Cosmeceuticals Ltd.was renamed as Bare Escentuals UK Ltd.

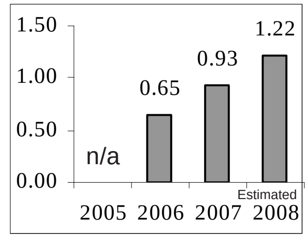
Type: Emerging Growth
Sector: Consumer Goods

Institutional Holdings: 0
Industry: Personal Products

Ratings & Recommendations

Current P/E Ratio: **21.1**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **D+**
Pearson Growth & Value: **B-**
Morningstar Rating: **B**
Standard&Poor Rating: **B**
Value Line Rating: **N/R**

Earnings per share



BERKSHIRE HATHAWAY (BRK.B) NYSE PRICE: $4,414.00

Diversified holding company Berkshire Hathaway owns and operates more than 70 businesses and also invests widely in undervalued equities and bonds. Berkshire owns large stakes in Coke, Moody's, and American Express. Berkshire is the world's only AAA rated reinsurer; its insurance businesses include Geico, General Re, and National Indemnity. Berkshire also owns stakes in several private businesses, including Medical Protective, Forest River, and Western Plastics.

Owner Warren Buffett

Market Cap $Mil 196,692 Sales $Mil 111,856

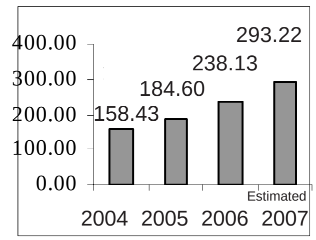
Type: Growth
Sector: Financial Services

Institutional Holdings: 172
Industry: Insurance (General)

Ratings & Recommendations

Current P/E Ratio: **17.6**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **A**
Pearson Growth & Value: **A+**
Morningstar Rating: **B**
Standard&Poor Rating: **A**
Value Line Rating: **B**

Earnings per share



CHINA MOBILE LIMITED (CHL) NYSE PRICE: $103.68

CHL, formerly China Mobile (Hong Kong) Ltd, is an investment holding company. CHL provides mobile telecommunications and related services in 31 provinces, and directly administered municipalities in Mainland China and Hong Kong through 32 subsidiaries. As of 12/31/06, China Mobile Ltd. had an aggregate mobile telecomm. subscriber base of over 301.2 mil.. Its global system for mobile comm. (GSM) global roaming services covered 219 countries and its general packet radio service (GPRS) roaming services covered 138 countries. On 03/28/06, it acquired China Resources Peoples Telephone Co. Ltd. and subsequently changed its name to China Mobile Peoples Telephone Company Ltd. (Peoples). In 05/2007, China Mobile Comm. Corp., the controller of China Mobile Ltd, acquired Pakistan telecommunications operator, Paktel Ltd. Paktel Ltd was renamed as CMPak Ltd.

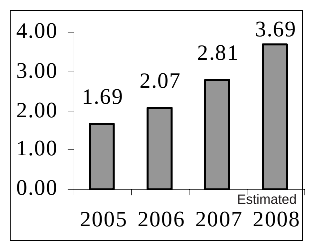
Type: Growth
Sector: Technology

Institutional Holdings: 109
Industry: Wireless Comm.

Ratings & Recommendations

Current P/E Ratio: **48**
Annual Yield: **1.02%**
Annual Dividend: **$0.59**
Investor's Business Daily: **A+**
Pearson Growth & Value: **B-**
Morningstar Rating: **D**
Standard&Poor Rating: **B**
Value Line Rating: **N/R**

Earnings per share



CHINA PETROLEUM & CHEMICAL CORPORATION (SINOPEC CORP) (SNP) NYSE PRICE: $165.91

SNP is an energy and chemical company, which through its subsidiaries, engages in integrated oil and gas, and chemical operations in the People's Republic of China. Oil and gas operations consist of exploring for, developing and producing crude oil and natural gas; transporting crude oil, natural gas and products by pipelines; refining crude oil into finished petroleum products, and marketing crude oil, natural gas and refined petroleum products. Sinopec Corp.'s operating segments are exploration and production, refining, marketing and distribution, chemicals, and corporate and others. During the year ended 12/31/06, it produced and processed approximately 40 and 146.3 million tons, respectively, of crude oil, distributed 112 million tons of refined oil products and sold approximately 29.56 million tons of chemical products.

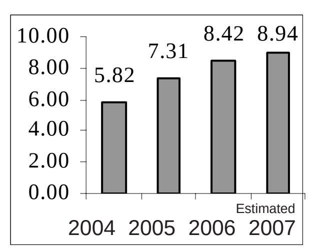
Type: Growth
Sector: Basic Materials

Institutional Holdings: 19
Industry: Oil & Gas

Ratings & Recommendations

Current P/E Ratio: **23.3**
Annual Yield: **1.37%**
Annual Dividend: **$0.64**
Investor's Business Daily: **A+**
Pearson Growth & Value: **B+**
Morningstar Rating: **C**
Standard&Poor Rating: **B**
Value Line Rating: **N/R**

Earnings per share



eBAY INC (EBAY) NASDAQ PRICE: $36.10

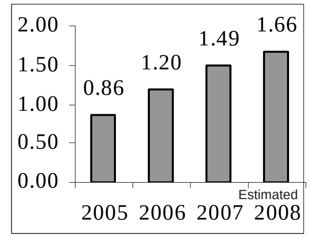
EBAY provides online marketplaces for the sale of goods and services, online payments services and online communication offerings to a diverse community of individuals and businesses. It operates in three segments: Marketplaces, Payments and Communications. Marketplaces segment provides the infrastructure to enable online commerce in a variety of platforms, including the traditional eBay.com platform, Shopping.com, Classifieds Websites and Rent.com. Payments segment, which consists of PayPal, enables individuals or businesses to send and receive payments online. Communications segment, which consists of Skype, enables voice-over Internet protocol calls between Skype users, as well as connectivity to fixed-line and mobile telephones. In May 2007, it acquired StumbleUpon, an early-stage company that helps people discover and share content online.

Type: Growth
Sector: Services
Institutional Holdings: 679
Industry: Catalog & Mail Order

Ratings & Recommendations

Current P/E Ratio: **30.8**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **A+**
Pearson Growth & Value: **A-**
Morningstar Rating: **A**
Standard&Poor Rating: **B**
Value Line Rating: **A**

Earnings per share



HOMEX DEVELOPMENT CORP (HXM) NYSE PRICE: $56.51

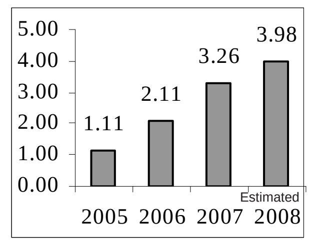
Desarrolladora Homex, S.A.B. de C.V. (Homex) is a vertically integrated home development company engaged in the development, construction and sale of entry level, middle-income and upper-income housing in Mexico. During the year ended December 31, 2006, Homex sold 44,132 homes. As of December 31, 2006, it had 67 developments under construction in 28 cities located in 18 Mexican states. It had total land reserves under title of approximately 53 million square meters as of December 31, 2006. Homex operates in markets throughout Mexico, from Tijuana in the north to Tapachula in the south, which represent 18 states and 28 cities as of December 31, 2006. In 2006, 30% of the Company's revenues originated in the Mexico City Metropolitan Area,, and 18% in Guadalajara. The remaining revenues were originated in 26 cities.

Type: Growth
Sector: Financial
Institutional Holdings: 55
Industry: Prop. Management

Ratings & Recommendations

Current P/E Ratio: **19.9**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **C**
Pearson Growth & Value: **A-**
Morningstar Rating: **B**
Standard&Poor Rating: **C**
Value Line Rating: **N/R**

Earnings per share



JOHNSON CONTROLS, INC (JCI) NYSE PRICE: $43.72

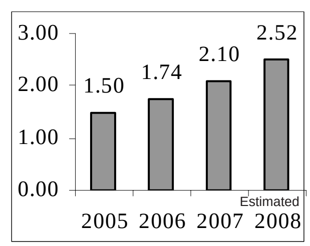
JCI is engaged in the building efficiency business. It is a global supplier of heating, ventilation, and air-conditioning (HVAC) mechanical equipment and services. The Company operates in three primary businesses: building efficiency, automotive experience, and power solutions. The building efficiency business is engaged in designing, producing, marketing and installing HVAC equipment and building control systems that monitor, automate and integrate building operating equipment and conditions. Automotive experience provides seating, instrument panel, overhead, floor console and door systems to more than 35 million vehicles annually. The Company's power solutions business services both automotive original equipment manufacturers, and the general vehicle battery aftermarket. On 12/09/05, the Company acquired York Intl Corp. In June 2006, the Company acquired Berg Inc.

Type: Growth
Sector: Consumer Goods
Institutional Holdings: 433
Industry: Auto Parts

Ratings & Recommendations

Current P/E Ratio: **21.2**
Annual Yield: **0.99%**
Annual Dividend: **$0.11**
Investor's Business Daily: **B**
Pearson Growth & Value: **A-**
Morningstar Rating: **C**
Standard&Poor Rating: **C**
Value Line Rating: **B**

Earnings per share



SCIELE PHARMA, INC (SCRX) NASDAQ PRICE: $25.44

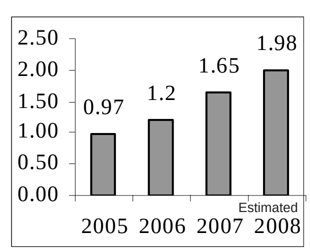
SVRX, formerly First Horizon Pharmaceutical Corporation is a specialty pharmaceutical company that markets, develops and sells brand name prescription products. Its key products focus on two therapeutic categories: Cardiology and Women's Health. The Company markets and sell 16 products, 10 of which are actively promoted and accounted for approximately 95% of its total sales for the year ended December 31, 2006. The Company promotes its products through its nationwide sales and marketing force of approximately 600 sales representatives, targeting high-prescribing primary care physicians, endocrinologists, cardiologists, obstetricians and gynecologists. Most of the companies products treat recurring or chronic conditions or disorders, which involve repeated use over an extended period of time. In June 2007, the Company completed the acquisition of Alliant Pharmaceuticals.

Type: Growth
Sector: Healthcare
Institutional Holdings: 237
Industry: Drug Manufacturers

Ratings & Recommendations

Current P/E Ratio: **18.3**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **B+**
Pearson Growth & Value: **A-**
Morningstar Rating: **N/R**
Standard&Poor Rating: **B**
Value Line Rating: **C**

Earnings per share



November 2007 - **ETF's**

ABERDEEN AUSTRALIA EQUITY FUND (IAF) AMEX PRICE: $18.35

Aberdeen Australia Equity Fund, Inc. operates as a closed-end, nondiversified management investment company. It invests primarily in equity securities, consisting of common stock, preferred stock, and convertible stock of Australian companies. The fund's investment portfolio comprises various sectors, such as consumer discretionary, consumer staples, energy, financials, industrials, materials, property, telecommunication services, and utilities. Aberdeen Asset Management Limited serves as the investment advisor of the fund. Aberdeen Australia Equity Fund was founded in 1985 and is based in Plainsboro, New Jersey.

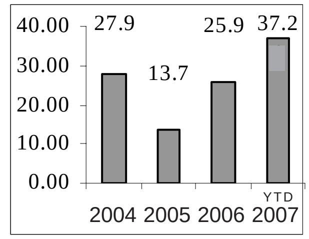
Type: ETF
Category: Large Blend

Area: Australia
Sector: Diversified

Ratings & Recommendations

Current P/E Ratio: **N/R**
Annual Yield: **8.75%**
Annual Dividend: **$1.61**
Investor's Business Daily: **N/R**
Pearson Growth & Value: **A+**
Morningstar Rating: **B**
Standard&Poor Rating: **N/R**
Value Line Rating: **N/R**

Performance by %



MORGAN STANLEY INDIA INVESTMENT FUND, INC (IIF) NYSE PRICE: $60.51

Morgan Stanley India Investment Fund, Inc. (the Fund) is a non-diversified, closed-end management investment company. The Fund's investment objective is long-term capital appreciation through investments primarily in equity securities. Morgan Stanley India Investment Fund, Inc. invests in various holdings, including electrical equipment, commercial banks, information technology services, construction materials, wireless telecommunication services and short-term investments. It may write covered call and put options on portfolio securities and other financial instruments. The Fund may write covered call and put options on portfolio securities and other financial instruments. It may invest in unregistered or otherwise restricted securities. The Fund's investment advisor is Morgan Stanley Investment Management Inc.

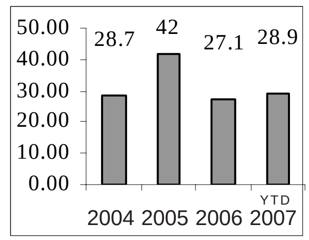
Type: ETF
Category: Large Growth

Area: India
Sector: Diversified

Ratings & Recommendations

Current P/E Ratio: **N/R**
Annual Yield: **0%**
Annual Dividend: **$0**
Investor's Business Daily: **N/R**
Pearson Growth & Value: **A**
Morningstar Rating: **B**
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	$19.62	$2,138.58
US-Diversified	DVY	3.16	36	$70.73	$2,546.28	$69.35	$2,496.60
Europe-Diversified	EFA	2.13	37	$73.22	$2,709.14	$86.10	$3,185.70
Global-Value	EFV	1.69	34	$72.20	$2,454.80	$81.64	$2,775.76
Australia-Diversified	EWA	2.92	106	$23.50	$2,491.00	$34.62	$3,669.72
Singapore-Diversified	EWS	2.81	223	$11.20	$2,497.60	$15.74	$3,510.02
China-Diversified	FXI	1.28	22	$218.51	$2,451.90	$180.00	$4,807.22
India-Diversified	IIF	0.60	49	$60.50	$2,490.18	$50.86	$2,964.50
Global-Financial	IXG	1.21	28	$92.42	$2,535.40	$89.95	$2,587.76
US-Value	VTV	2.32	34	$71.62	$2,319.82	$71.51	$2,435.08
Total:	-	AVG 2.34%	-	-	$25,000.94	-	$30,570.94

A $25,000 CD returning 5% (annual year-end value of $26,250) has a current value of $26,041.67+ $1,041.67 = 4.17%

The same $25,000.94 invested in our CD Buster January 1, 2007 would have a value of $30,570.94 on October 31, 2007 + $5,570.00 = (+22.28%)

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

DISCLAIMER:
Pearson Capital, Inc. makes no guarantee as to the accuracy or completeness of this data. Information is provided for informational purposes only, and Pearson Capital, Inc. shall not be liable for any errors or omissions, or for any actions taken in reliance thereon.

+22.28%

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%	+9.2%
Dow Jones	(7.1%)	(16.8%)	25.3%	3.2%	(0.61%)	16.3%	+11.8%
Nasdaq	(21.1%)	(31.5%)	50.0%	8.6%	1.37%	9.5%	+18.4%
Russell 2000	1.0%	(21.6%)	45.4%	17.0%	3.32%	17.0%	+ 5.1%
Our CD Buster		8.1%	56.7%	22.8%	(Disputed)	1.8%	+22.3%
CD Annual Average	3.0%	2.3%	1.5%	1.5%	3.5%	5.0%	+4.2%

MARKET VIEW

Christopher Carothers - PCI's Stock Analyst

Economic Flows: After the Federal Reserve took additional steps to relieve the banks' credit crunch, reducing interest rates by one half of one percent, Wall Street is expecting more. The government's plans to help homeowners are moving slowly. Some banks such as Countrywide, have taken dramatic steps to save themselves by allowing refinancing for sub-prime homeowners, while others have continued with foreclosure proceedings. At this juncture, there is no dramatic change in the housing situation; it will slowly muddle its way to an eventual bottom.

Key Point: *The market is waiting for more action from the Federal Reserve.*

Earnings Flows: November is the middle of third earnings season. Although many companies met or exceeded expectations, those that have depended on the United States for most of their earnings are expecting to see a slowdown for the next year. The corporations within the S&P 500 get much of their growth overseas, and they are telling us that international growth is very robust. Wall Street has already responded to this phenomenon and has begun to load up on international stocks while unloading American ones. Unfortunately, many good stocks have been punished, especially those in vulnerable sectors such as retail and financials. I am expecting this trend to continue for quite some time, causing international stocks to move to a fully valued or overvalued status, while those weak sectors continue to decline.

Key Point: *Wall Street is moving to stocks that are international bound.*

Cash Flows: Although many American companies are warning of a slowdown, they are still generating large amounts of free cash flow. If the slowdown continues for a long period of time, they will respond by buying back stock and raise dividends to enhance shareholder value. Stocks like Best Buy have already committed to the slowdown by offering to buy back almost a quarter of their outstanding stock.

Key Point: *Even though the economy is weakening, stocks are still producing cash.*

Additional Note: Retail sales after Thanksgiving will be scrutinized carefully.

VALUE - *By Walter Pearson -* *Continued from Page 2*

companies are doing financially; stock prices will go along eventually.

I consider John Bogle, who is a gentleman in this business, to be one of the most intelligent of any in the industry, and I would like to give you one of his views at this point. In an interview he was asked, "John, what is your market outlook for the next 12 months?" Here was his reply: "Forecasting the stock market for as short a period as 12 months gets you into market-timing, and no one can time the market with precision. People should invest for the long term and not worry about what the market will do over the next 12 months."

Moral—Invest for the long term, do your homework and have patience!

Pearson Capital, Inc.

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