

Portfolio Managers Sit in Silicon Valley Parking Lots

Firm's President Sends Staff into Field to "Put Ear to the Ground", Literally

Silicon Valley, CA November 29, 2000 – The president of a Bay Area asset management firm has admonished his entire staff of portfolio managers, investment advisors and strategists to spend time sitting in the parking lots of high-tech companies before and after corporate and annual meetings. Professionals from Valentine Capital Retirement Planning Group (VCRPG), in San Ramon, California, have subsequently gained valuable insight by spending a bit of extra time in the parking lots of numerous technologies companies in the nearby Silicon Valley. The strategy is to gauge a company's health through direct contact with every echelon of employee within a company.

The unorthodox directive was issued by VCRPG president John Valentine, as worried investors continue to dump tech stocks; driving the indices down to the lowest levels in recent memory. Valentine, whose firm specializes in asset management and future planning for high net-worth individuals, asserts that the recent plunge in the tech area belies the long-term value of these stocks. "The dot.coms are dead, but there will continue to be unmitigated growth in the technology sector as the demand for business-to-business eCommerce and telecommunications infrastructure continues to increase unabated." said Valentine. He added, "The recent corrections have shaken down the market; separating the sick from the healthy. The companies that survive and continue to flourish will do so based on the strength of their management. The only way to ascertain how well a company is managed is through direct interaction with the people who work in these companies, from the executive officers to the labor force."

Valentine Capital portfolio managers, attending meetings at companies such as 3Com and Applied Materials, are now arriving early and staying after the meetings adjourn to interview people as they arrive at work or leave for lunch. The advisors spend time with workers from many different departments within their respective corporations, asking questions and getting a feel for the health of each company. This kind of first hand information is invaluable to an investor's ability to identify a company with strong long-term potential. The current sell-off is providing a brief window of opportunity to buy productive tech companies at a presently undervalued price. With over half a billion dollars in investable capital to manage, John Valentine is undertaking prudent measures to remain ahead of the changes taking place in the volatile technology markets.

The Valentine Capital Retirement Planning Group of San Ramon, CA, has been in business for more than a decade. Founded in 1989 and located within minutes of the Silicon Valley, Valentine Capital Retirement Planning Group offers comprehensive investment, tax and estate consultation. Since its incorporation in 1993, the company has steadily grown in size and in revenue. Valentine Capital Retirement Planning boasts more than 500 clients and total investable capital of approximately half a billion dollars. www.vcrpg.com

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