



ALPHA POINTE CAPITAL

Wow, that was embarrassing....

It was in the fall of 1998 and I just started my career at a regional brokerage firm as a financial advisor.

I was super excited, especially since I was joining the firm that included a legendary, Baltimore advisor. To me, this guy was great! He was on TV, radio, and was often interviewed by the local newspaper. His sage advice was communicated in plain language and everybody loved to hear what he had to say.

Every morning I made sure I was in the office by 7am so I could not only get a jump on the day but I knew this legendary advisor would be coming into the office at the same time and I really wanted to introduce myself. I figured he might take pity on me and offer some sound advice for a brand new advisor.

As was my morning ritual back then I'd made myself a strong cup of coffee and began scanning through my newspapers to make sure I was on top of all of the stock market news. Of course, as I turn the page of my paper I spilled my coffee down my freshly pressed white shirt. So now right next to my neck tie I was now sporting a coffee stain.

So I go to the restroom to clean myself up when in walks in my local hero. I extend my hand and introduce myself with "I of course was hoping to meet you under better circumstances" He looked at me and gave me some great advice "You know, all good advisors know how make the best of messes...."

He's no longer with us but I'll remember his words until the day I die, mainly because he was right. To know how make the best of tough challenges has been our goal from the beginning.

We know how markets aren't always consistent or predictable and they constantly challenge us. It seems the messier the markets the more the potential opportunities that may exist.

Perhaps you have a "mess" that could use some cleaning up, because that is what I strive to do since I started my career! If you'd like to hear more about how we work to "clean up", I encourage you to schedule a no-obligation introductory call with me please schedule an appointment with me, we accept appointments between 1-3pm EST Monday-Fridays * or suggest a more suitable time just Email Info@alphapointecap.com

Take care,

Jim



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