

November 4, 2013

Hello Friends,

Jessica and I just completed our 8th week at ACM and we could not be happier. When we launched our business on Sept. 6th we really had no idea how many clients would follow us to the new venture, but I can report now that we have enjoyed extraordinary success. At this time, about 90% of clients and assets that we expected to transfer, have already transferred. There are still a few clients in the pipeline and only a very few who have been left behind. Jessica and I are looking forward to the day when we can return to a normal 10 hour work day.

I am really excited to be able to now put into print anything and everything that I have wanted to communicate with my clients. Starting about ten years ago, my predecessor firm (who shall remain nameless) started censoring what I was permitted to put in letter form to clients. As the years went on, the rules kept getting stricter to the point it just wasn't worth going thru their compliance requirement to send out a letter. About the only thing that I was permitted to say was "Have a nice day" and that even required a half page of disclosures and fine print.

Now at ACM, I'm in charge of my own compliance, so you will be hearing from me frequently. I have quite a few ideas and views about the world and financial markets and I'm hopeful that you will find my ideas informative and interesting. I'll do my best to leave politics out of the discussion, and I apologize if my political persuasion reveals itself once in a while.

For my first introductory letter, I would like to share a bit of our philosophy and objectives with ACM. We are not interested in acquiring a very large number of clients. Jessica and I are already operating at full capacity and if we attempted to serve more clients than we already have, we would need to hire more staff for Jessica and an Associate for me. I might want to pursue this strategy another day, but for now, I want to concentrate my efforts on successful portfolio management. It takes an extraordinary amount of time to understand and follow the earnings, news and changes that occur on an ongoing basis with every stock in the portfolios that I manage.

As a new self-employed business owner, I'm finding out about all of the costs associated with operating a successful enterprise. So, you have your choice to receive my future communications as an email attachment (free) or the old fashioned way with an envelope and stamp. During the transition process, we attempted to update our email files the best that we could, but I don't think that I have them all. Therefore, can you please complete the enclosed questionnaire and let me know how you would like to receive my future notes along with your current email address.

I promise that the next letter you receive will have more substance than this one. Thank you for your loyal support and best wishes for health and prosperity in the years ahead.

Sincerely,
Jim Aljian