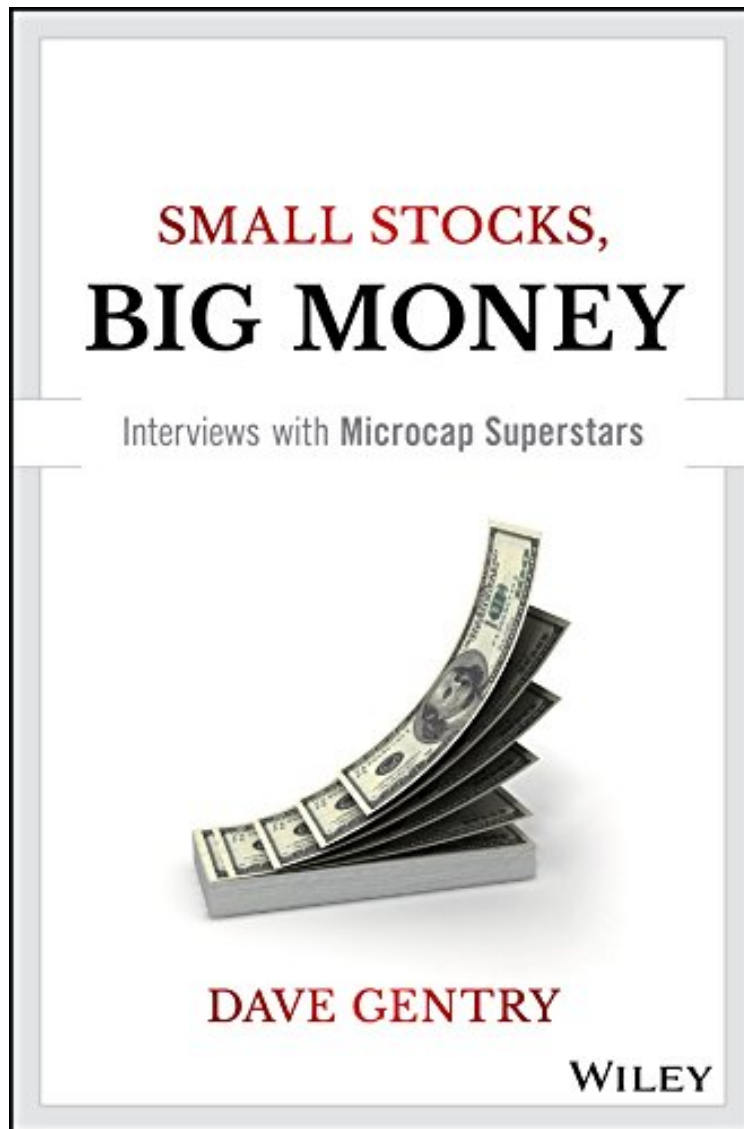


Small Stocks, Big Money: Interviews With Microcap Superstars

Dave Gentry

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found the following review helpful. Hard to outperform by studying managers who underperform. By James B. This book is about successful investors. But there is a problem. The professional fund managers interviewed in this book would seem to have derived much of their wealth from being in the investment business rather than by making brilliant stock picks. The entrepreneur/venture capitalists and investment banker are full of decent mainstream advice--- get in early, look for a niche which is not fulfilled, focus on good management, etc. But it ultimately rings hollow. The author has put together a book of interviews with "Microcap Superstars." It is done in a chatty style, much the way that Jack Schwager, for example, wrote *Market Wizards*. This book is fun and easy to read, well organized. The main problems are that the managers interviewed have either underperformed their various indices, or they are venture capitalists and hard to imitate, and that many of the favored stocks and sectors have plunged over the past year or so. If there is one lesson, it is either to be very focused and put all your eggs in one basket and understand that basket, or just go and buy the micro cap ETF. I went through each "Superstar" who managed regulated mutual funds and looked at fund performance or favorite stocks in order to come to this conclusion. Perritt Ultra Micro Cap Fund underperformed the Russell 2000 and the iShares Micro-Cap ETF on both a 5 and 10 year basis. Also, in 2008 it fell 65%. Same with Royce Opportunity Fund in the Bill Hench profile in Chapter 3. And Royce Micro-Cap Opportunity Fund. In Chapter 4, Dr. Phillip Frost is profiled. But we cannot imitate his success because so much of his fortune came from building up his own generic drug and medical device companies. In Chapter 5 we learn about Dave Maley, manager of Ariel Discover Fund. Over the past 5 years (as of January 29, 2016) this fund returned MINUS 15%, compared with positive 67% for the SP or positive 35% for the Russell 2000 Value Index. Chapter 6, John Pappajohn because very wealthy buying biotech stocks. One of his favorite companies is Cancer Genetics CGIX and he is on the board. The stock price has fallen from \$12 to 2.61 over the past year. I can keep going but it's getting painful and I don't want to be mean. In Chapter 10 we learn that Barry Honig's favorite stock is Pershing Gold PGLC. It has fallen 50% over the past year.

Small companies come with big risk, but potentially life-changing reward. *Small Stocks, Big Money* provides first-hand perspective and insider information on the fast world of microcap investing. In a series of interviews with the superstars of small stocks, you'll learn how to discover the right companies and develop a solid investment strategy with a potentially big payoff. Each chapter includes a short bio of the investor in question, and provides key insight into the lessons learned from the investments that made them millions---or in some cases, hundreds of millions. You'll learn each investor's top stock picks, and how they originally chose the investments that became their gold mines. Whether you're a professional investor or a novice, this book is a unique and valuable source of information for anyone interested in the volatile world of small stocks and big money. The smaller the company, the bigger the risk---and the bigger the potential payoff. These interviews show you how to avoid or mitigate those risks, and how to choose the stocks with the best potential from the perspective of those who have done it very, very successfully. Learn the nuances of microcap investing. Read the stories of the pros who have made millions. Gain expert insight from top microcap investors. Avoid the potential pitfalls and reap the big rewards. Taking a risk on a small company can lead to tremendous gains when they become an industry giant. The trick is in choosing the company that is likely to follow that trajectory, and allocating your investment appropriately to protect yourself in case of disaster. *Small Stocks, Big Money* gives you a head start by teaching you what the pros wish they knew then.

From the Inside Flap: An Internet advertising company has a \$2 stock in 2008 and gets bought a few years later for \$270 million. A pacemaker company raises \$450,000 at its IPO and six years later sells for \$127 million. A small pharmaceutical company goes from struggling to make payroll to having annual revenues of \$150 million at the time it sells for \$800 million. These are the real success stories of three Microcap Superstars featured inside---where they also personally share the factors and decisions that got them in at the right time. In *Small Stocks, Big Money*, small-cap insider Dave Gentry provides a rare look at the movers and shakers in the fast world of small stocks. One-on-one interviews with the celebrities of Wall Street's small-stock community---including John Pappajohn, Phil Frost, and Barry Honig---reveal the personal and business decisions that made them giants. Each chapter unfolds around a succinct story of the Superstar's career and shares the personal secrets and valuable lessons learned along his climb to the top. Whether you're a fund manager or individual investor, this inspiring book offers a relevant, broadly useful resource of strategy and advice, including: How to discover the small companies that will become gold mines. A detailed look at each investor's top stock picks. Firsthand accounts of the influence mentors had on shaping their careers. A multidimensional perspective on the best practices and pitfalls of investing in small-cap companies. After inspiring you with the knowledge, insight, and hard-earned wisdom of the colorful, handpicked insiders, this complete resource remains useful every day with quick-reference appendices of practical advice and information. *Small Stocks, Big Money* jump-starts you on your way to your small-cap success story. From the Back Cover: Praise for *SMALL STOCKS, BIG MONEY* "Drawn from his collective experience with business gurus and his firsthand interactions with people who have built great companies and high-growth sectors of the U.S. economy, this book should serve as every entrepreneur's reference guide. Each chapter elucidates a seminal business figure and helps you to tap into the

background, the thinking process, and the economic environment surrounding these hallmark business decisions. You often hear about how business gurus and tycoons find, create, or build great companies—but Small Stocks, Big Money takes you there with context and insight." —PANNA SHARMA, Chief Executive Officer, Cancer Genetics "I like this book. It is thoughtful, well written, and interesting for both professional investors and those who want to learn how the pros make millions with small stocks. Excellent work by a man who is one of the top consultants in the microcap space." —CLIFF TELLER, Head of Investment Banking, Maxim Group "Having worked with Dave and the RedChip team, I'm not surprised at the high quality of this book. It's intelligently written, thoughtful, and tells the story of risk from the unique perspective of someone who is a legitimate expert in the microcap space." —SEMYON DUKACH, Chairman, SMTP "Small Stocks, Big Money is a wonderful read for anyone who wants to learn about the world of small stocks and the people who play in them. I have watched RedChip grow to become one of the top firms in the world serving smaller-cap companies. Praise for Dave Gentry and RedChip." —BARRY SLOANE, CEO and Chairman, Newtek Business Services, NASDAQ: NEWT "Small Stocks, Big Money is a compelling look into the volatile and never-dull world of microcaps. Dave Gentry is a first-rate writer and a class act. Read the book if you want to know who the real players in the industry are." —DARRIN M. OCASIO, ESQ., Senior Partner, Sichenzia, Ross, Friedman, Ference LLP About the Author DAVE GENTRY is the CEO of RedChip Companies Inc., an international investor relations, media, and research firm focused on smaller-cap stocks, as well as founder of The RedChip Money Report, a weekly financial news show broadcasted on Fox Business, Bloomberg Europe, and Bloomberg Asia. He has been a consultant to more than 400 public and private companies and is a nationally recognized thought leader in the microcap sector.