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**Read Greg's Blog**



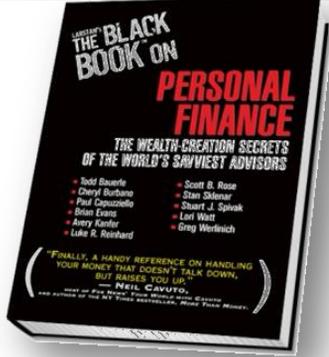
# Meet WAM

Established in 1997, Werlinich Asset Management, LLC (WAM) is an independent, fee-only investment advisory firm. We serve hard-working American families that the typical Wall Street firms would generally ignore. We provide customized portfolio management solutions designed to meet the unique needs of each of our valued clients. We are patient, long-term, tax-efficient investors with a long history of helping our investors build and protect their wealth. As a fiduciary, we have a legal obligation to put the needs and interests of our clients above our own. Our clients are people who demand honest, unbiased, and reasonably-priced advice from a firm that takes their needs seriously, regardless of their net worth.

Our natural conservatism and innovative approach to investing through dynamic sector rotation (the topic of a chapter that Greg wrote for *The Black Book on Personal Finance*) sets us apart from the thousands of other investment advisors and brokers. There is no cookie-cutter approach to investing here. When designing a portfolio, our foremost objectives are the preservation of capital and the creation of a reliable stream of current income. The best way to build wealth is to minimize losses and maximize dividends and interest. Historically, more than 50% of investment returns have come from income, not capital gains. Yes, dividends do matter!

We are pleased to offer clients an investment strategy and portfolio designed to meet their particular needs. We build our clients' portfolios with quality securities that meet their needs today as well as every stage of their lives. And importantly, Greg invests his own money, and that of his entire family, in the same securities that he buys for his clients.

*Call us now and learn how we can help you achieve your financial goals!*  
**(914) 481-5888**



**Get in the know!**

**Current Market Analysis**  
 It's been tumultuous and painful time in the market since I last wrote to you. The S&P 500 is down 4% since April 20, but down 5.85% since the closing high of 13,279. The market is a pretty steep drop in just over three weeks, although not yet the 10%+ that would be called a "correction". There's been a lot of negative news helping the market head down: a \$2 billion trading loss at JP Morgan, worries that Greece will have to leave the Euro zone, and the disappointing Facebook IPO to list a few. The good news is that corporate earnings for Q1 were, for the most part, better than expected. The bad news is that as you'll see below, recent economic news continues to be tepid. There is a growing fear that we may be slipping back towards a recession. Given all the uncertainty at home and abroad, it's not surprising that the market has dropped a bit. But keep things in perspective; the Dow was about 6,600 on March 5, 2009.

After six mostly good months, the chart of the Dow Jones Industrial Average is looking rather painful right now with a 1.5% drop from peak to trough over the past three weeks. Ordinarily, the upward trending channel has been pierced and support around 12,250-12,350 is in danger. RSI is very overvalued, suggesting a relief rally could be forthcoming. Watch the moving averages; should the price fall below both we could be in trouble.



# Meet Greg Werlinich

- Co-author of *The Black Book on Personal Finance*
- Frequent guest on the Fox News channel: "*Your World with Neil Cavuto*", "*Cashin' In with Terry Keenan*" and "*Forbes on Fox*"
- Author of blog: "*It's Your Money*", [www.waminvest.wordpress.com](http://www.waminvest.wordpress.com)
- Quoted in various magazines and newspapers including (but not limited to) *Barron's*, *Investment News* and *Financial Advisor*
- **Wallst.net** segments hosted by **Bobby Ilich**: "*Ahead of the Curve*" and "*Before the Bell*"
- Panel member and speaker "*Inside ETFs Conference*" (2009) and "*ETFs Investing Summit*" (2010)
- Five years with a private investor and venture capitalist
- **Executive MBA in Finance**, Stern School of Finance at New York University (1996)
- **Bachelor of Arts**, Princeton University (1986)
- Accomplished golfer and skier, nationally-ranked Masters swimmer

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