

Index

- Absolutism vs. relativism, 122
- African Americans:
- Bath Club membership, 182
 - congressional role models, 173
 - Miami Beach boycott, 179–180
 - Peebles as role model, 14–15
 - segregation era, 154, 173
- Agrium, 168
- Ainslie, Lee:
- background, 3, 13–14, 83–85
 - big wins, 83, 93–96, 101–102
 - investment process, 84, 88–93, 108
 - takeaways, 97–100
 - Tiger Management, 3, 13, 84–87
- Ainslie, Lee S., Jr., 84
- Allen, Charles, Jr., 137, 145
- Allen & Company, 137, 145
- Amazon, 80, 128
- Anacostia development, 175–177, 186, 187
- Anglo Energy, 199
- Antisthenes, 69
- AOL, 70, 205
- Apple Computer, 119, 135, 144, 151, 152
- Arkansas, Baldwin–United short, 65–67
- Arnhold and S. Bleichroeder, 156
- Ask.com, 205
- AT&T, 103, 104
- Auctions, 125–127, 144–145
- Baa bond ratings, 208
- Baldwin–United, 64–67, 68
- Bankruptcy proceedings, 197–199, 202–204, 207

- Bankruptcy reorganization,
 - prepackaged, 199, 210
- Barry, Marion, 174–176, 178, 190–191
- BASIC programming, 83–84
- Bath Club project, 181–184, 186, 187
- BBB bond ratings, 208
- Benchmarks for small caps, 122, 130
- Best ideas, identifying, 91
- Beverly Center, 140
- Big wins:
 - Ainslie, Lee, 83, 93–96, 101–102
 - Chanos, Jim, 33, 68
 - Haugerud, Renée, 49–50
 - overview of book, 3
 - Peebles, Don, 179–184
 - Rogers, Jim, 33
 - Royce, Chuck, 125–127
 - Taubman, Alfred, 9, 136–139, 140
 - Whitman, Marty, 199
- Billionaires, number of, 166
- The Billion Dollar Mistake* (Weiss),
 - 1–2, 3, 7, 210
- Birth control pills, 111
- Blair & Co., Granberry Marache,
 - 114–115
- Blythe Eastman Paine Webber, 61
- Boat race, Oxford-Cambridge, 155
- Bonds:
 - Canadian provincial, 50
 - corporate capital structure, 208–209, 210
 - Penn Central Transportation Company, 202–204, 207
 - ratings, 208
- Borrow, locating a, 62
- Brazil, emerging markets, 102, 104
- Break (of stock), waiting for, 80
- Bren, Donald, 138, 139, 148
- Brooks, Diane, 145
- Brown University, atmosphere of, 112
- Buffett, Warren, 19–20, 23, 34, 137
- Buttonwood Agreement, 54
- California, shopping mall
 - development, 136–139
- Cambridge-Oxford boat race, 155
- Canadian provincial bonds, 50
- Capitalism:
 - New York City and, 183
 - passing down of, 15
- Capitalists:
 - Chinese as, 161, 166
 - post-2008 environment and, 7
- Capitalization rate ratio, 128
- Capitalization rates, 130
- Cargill, 38–42, 51–52
- Carter, Jimmy, 174
- Cash flow, EBIT as proxy for,
 - 127–128, 130
- Castro, Fidel, 179
- Caterpillar, Inc., 168
- CEOs. *See* Chief Executive Officers
- CFOs (Chief Financial Officers),
 - insider activity, 26–27
- Chanos, Jim:
 - background, 3, 61
 - Baldwin-United short, 64–67, 68
 - big win, 33, 68
 - China short, 70–74, 79, 160
 - as China skeptic, 15, 60
 - Enron, 68, 76, 77, 79
 - global value trap, 74–75
 - Milken mechanism, 67
 - research process, 77–78
 - risk management, 69–70
 - takeaways, 76–81
- Charleston, South Carolina,
 - development in, 140
- Chase Manhattan Bank, 113–114
- Chestnut, Joey, 77
- Chevron, 169
- Chief Executive Officers (CEOs):
 - insider activity, 26–27
 - outlook prognosis, 70
 - research process, 124

- Chief Financial Officers (CFOs),
insider activity, 26–27
- Children's rights, 201
- China:
Chanos, Jim, 15, 60, 70–74, 79, 81,
160
commodities demand, 11, 163–168
corporate shells, 107
economic growth data, 166
Four Modernizations, 157, 169
government data releases, 164–165
Rogers, Jim, 157, 159–168
viewpoints on, 59–60, 81
Yum! Brands, 108
- Christie's, 145
- Citibank, 161
- Clinton, Bill, 172, 175
- Closed-end investment companies:
description of, 210
Equity Strategies as, 198–199
- CNBC studio, 11
- Coca-Cola, 150, 212
- Cognizant, 93–96, 98–99, 101–102,
106
- Cohen, Steve, 19, 23, 24
- Columbia Business School, reputation
of, 112
- Commercial real estate. *See* Real
estate
- Commodity investing:
Haugerud, Renee, 12–13, 35–58
for individuals, 168–169
Rogers, Jim, 3, 10–12, 153–169
- Congo, Rogers captivity, 158, 169
- Consensus, going against, 89
- Construction boom, 71–74, 160
- Conyers, John, 173
- Cooperman, Lee, 10, 112
- Corn trading, 36–37
- Corporate capital structure, 208–209,
210
- Corporate shells, 107
- Cost overruns, avoiding, 147
- Courtyard by Marriott Convention
Center, 190
- Covering a short, description of, 62
- Credit growth, China short, 72–73
- Credit training programs, 113
- Crowded shorts, description of,
63–64
- Cuban Americans, Miami Beach
boycott, 179
- Culture as consideration:
Ainslie, Lee, 88–90
Haugerud, Renée, 49, 53–54
- Cynics, short sellers as, 69
- Deepdale Golf Club, 145
- Deflation, inverse stagflation theme,
46–47
- Dell, 150
- DeLuims, Ron, 173
- Demographics, shopping malls and,
135, 146
- Demopolis, Alabama, segregation, 154
- Deng Xiaoping, 157, 169
- Detroit, Michigan, literacy rate, 143
- Deutsche Bank, 67
- Development of real estate. *See* Real
estate
- DG Partners example, 22–23, 25, 33
- Diogenes, 69
- Discipline:
investment principles overview, 212
perfect investor and, 17
Rogers, Jim, 160
Royce, Chuck, 120–123
Whitman, Marty, 201
- Distressed debt investing:
as confrontational business, 198
investment process, 204–207
Whitman, Marty, 3, 12, 193–210
- Diversity Index, 57
- Diversity of investments, 2, 49

- Diversity of trader backgrounds, 49, 53–54
- Dividends, tracking of, 113–114
- Dog-like qualities, 69, 70
- Dominick & Dominick, 155
- Drexel Burnham companies, 67
- Drive, perfect investor and, 17
- Due diligence. *See also* Research process
- Ainslie, Lee, 95
 - on foreign companies, 97–98
 - Research In Motion example, 33
 - Rogers, Jim, 165
 - Taubman, Alfred, 147
 - Whitman, Marty, 196
- EBIT (Earnings Before Interest and Taxes), 127–128
- EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization), 103, 131
- EBIT/EV ratio, 127–128
- The Economist*, back pages of, 49–50, 51
- Ego as consideration:
- Haugerud, Renée, 52–53
 - Peebles, Don, 188
 - perfect investor, 16
- Einhorn, David, 24, 28–31, 34
- Emerging markets:
- Cognizant, 101–102
 - filing requirements, 106–107
 - getting involved in, 107–108
 - Haugerud, Renée, 47
 - NII Holdings case, 102–106
 - regulatory oversight, 101–102
 - takeaways, 99–100
 - as volatile, 100–101
- Emotional investing:
- Haugerud, Renée, 52–53
 - perfect investor and, 16
 - principles overview, 212
- Enron, 68, 76, 77, 79
- Enterprise Value (EV), 127–128
- Entrepreneurs, definition and types of, 211–212
- Episcopal High School, 84, 85
- Equanimity, perfect investor and, 17
- Equity Strategies fund, 195, 198–199
- Europe, China exports to, 74
- EV (Enterprise Value), 127–128
- Exchange Act Rule 12g3–2(b), 106
- Exchange traded funds and notes, 169
- Exxon Mobil, 169
- Fannie Mae, 161
- Farming, China investing and, 163
- Fee disclosure regulation, 200, 210
- Fiction, writing, 5–6
- Fidelity-Management, 28
- Filing requirements:
- electronic transmission, 106
 - emerging markets, 106–107
 - insider activity, 25–27, 34
 - research, 98, 124
- Financial buyers, description of, 130–131
- Financial crisis of 2008–2009, 81
- Financial disclosure statements:
- Chinese government, 164–165
 - Rule of Three, 64–65
- Financial World*, Royce column for, 117
- First-mover advantage, 126
- Fisher Island, 182
- Fishing, proverb on, 33, 213
- Floor plan design, 136
- Forbes*, Baldwin–United short, 66
- Ford, Henry, II, 143, 148
- Form 4, 25–27
- Four Modernizations, 157, 169
- Fox News, 10–11

- Fraud:
 emerging markets, 107
 short sellers and, 70, 77
- Front-loading of profits, 65–66
- Fuld, Dick, 26, 69, 81
- Fundamental security selection, 90
- Fundamental shorts, 79
- Gabelli, Mario, 112
- Galtere Ltd.:
 founding of, 41–42
 inverse stagflation theme, 46–47
 investment process, 43–46
 offices of, 39
 performance of, 35, 56, 58
 risk management, 48–49
- Gates, Bill, 137
- General Electric, 93
- General Motors, 24–25, 28–31, 34
- Genetics, science of, 111, 130
- George, Whitney, 124
- Gerstley Sunstein, 197
- A Gift to My Children* (Rogers),
 159
- Gilford Securities, 61, 65–66
- Glamour stocks, avoiding, 121
- Global economy, time management
 and, 88
- Global financial crisis of 2007–2008,
 47
- Global macro approach, 42–43
- Global value trap, 74–75
- Gold trading, 49–50
- Google, 205
- Grain trading, 35–58
- Greenlight Capital, 30, 31
- Hang Seng index, 49
- Hanson, Janet, 35
- Hard-coded stops, 48–49
- Harris, Patricia, 174–175
- Haugerud, Neil, 36–37
- Haugerud, Renée:
 background, 2, 12–13, 35–37
 big win, 49–50, 51
 Cargill, 38–42, 51–52
 global macro terminology, 42–43
 inverse stagflation theme, 46–47
 investment process, 43–46
 risk management, 48–49
 as role model, 12–13, 35, 54–58
 takeaway, 51–54
- Haynsworth, Marilyn, 198
- Hedge funds. *See also specific entities*
 Ainslie, Lee, 3, 13–14, 83–108
 assets of, 108
 distressed debt investing, 207
 Haugerud, Renée, 3
 long term view, 87
 performance of, 7
 role of, 76
 women as underrepresented, 56
- HEX Diversity Index, 57
- High-yield bonds, 208–209
- Hiring process:
 Maverick Capital, 92–93
 Royce Funds, 124
- Hitting the lights, 20
- Housing market. *See* Real estate
- Human Rights Watch, 201
- Humility, perfect investor and, 16,
 17
- Icahn, Carl, 19
- If it seems too easy, it is rule, 25
- Independence, 89
- India:
 Cognizant, 93–96, 98, 102
 commodities demand, 11, 167
 70–70–70 rule, 93
 Yum! Brands, 108
- Inflation, inverse stagflation theme,
 46–47
- Infosys, 94

- Initial Public Offerings (IPOs):
 boom in, 197
 General Motors, 29
 need for, 107
 Ritchie Bros., 126
 small caps and, 115
 Taubman Company, 141
- Insider, definition of, 25
- Insider buying, 25–27, 34
- Integrity, 200–201
- “Intergalactic” bull market, 66
- Internal Revenue Service, 27
- Internet bidding, 127
- Internet stock bubble, 80, 205, 206
- Introspection, 212
- Inverse stagflation theme, 46–47
- Investment mistakes, focus of prior book, 1–2, 3, 7, 210
- Investment process:
 Ainslie, Lee, 84, 88–93, 108
 Haugerud, Renée, 43–46
 overview of book, 33–34
 Peebles, Don, 176–179, 185–187
 principles for, 212–213
 Rogers, Jim, 158
 Royce, Chuck, 118–125, 165, 212
 Taubman, Alfred, 146–147
 Whitman, Marty, 200–201, 204–208
- Investment teams, Maverick Capital, 89–91
- IPOs. *See* Initial Public Offerings
- Iron ore, demand for, 71, 163–164
- Irvine Ranch, 9, 137–140, 148
- Isenberg, Eugene, 199
- Jackson, Jesse, 191
- Japan, farming needs, 163
- Junk bonds, 208–209, 210
- Koch, David, 9
- Kynikos Associates:
 China short, 70–74
 founding of, 67–68
 naming of, 69
 offices of, 68
 portfolios of, 69
 research process, 77–78
 risk management, 69–70
 size of, 61, 76
- Kynosarges, 69
- Ladenburg Thalmann Financial Services Inc., 196–197
- Land boom, China short, 73–74
- Latin America, emerging markets, 102–107
- Lay, Kenneth, 68, 77
- Legg Mason, 129
- Lehman Brothers:
 CEO selling of shares, 26
 Shearson Hamill and, 195
 women on Wall Street, 55
- Limited Brands, 148
- Liquidity, small caps and, 122–123
- Locate of shares, description of, 62
- Long term investors:
 Greenlight Capital, 31
 hedge funds as, 87
 perfect investor as, 17
- Macau casinos, 74
- Mack, John, 69, 81
- Mandarin language, 161
- Mandel, Stephen, 86
- Mandela, Nelson, 179
- Mao Tse-Tung, 166
- Maverick Capital:
 big wins, 83, 93–96, 101–102
 decision making, 91–92
 founding of, 84, 87

- hiring process, 92–93
- investment process, 88–93, 108
- performance of, 89
- research process, 92, 98–99
- as Salomon Brothers account, 13
- structure of, 89–91
- takeaways, 97–100
- Medical research, 9, 143, 149
- Mendel, Gregor, 111, 130
- Meritocracy, Wall Street as, 115
- Mexico, emerging markets, 102, 104
- Miami Beach, Florida:
 - Bath Club project, 181–184, 186, 187
 - Royal Palm Hotel project, 179–181, 186
- Migration argument, 71–72
- Milken, Michael, 67
- Mining of gold, 50
- M. J. Whitman & Co., 198–199
- M&M Woodworking, 195–196
- Mobil Oil Corporation, 137–138
- Moody's bond ratings, 208
- Mosaic, 168
- MovieStream example, 62–63
- Mrs. Ray's Bridal Salon, 136
- Murphy, John, 57–58
- Mutual funds. *See also specific entities*
 - distressed debt investing, 207
 - emerging market funds, 108
 - Participant Disclosure Regulation, 200, 210
 - performance of, 7
 - short selling and, 122, 130
- Nabors Industries, 199
- Nathan's, 77
- New York Central Railroad, 202
- New York City, real estate potential, 171–172, 183–185
- Nextel Communications, 102
- NII Holdings, 102–106
- Nixon, Richard, 117
- No-load funds:
 - direct distribution of, 130
 - era of, 116
- Nonfiction, writing, 6
- Non-investment grade bonds, 208–209, 210
- Notestein, Frank, 194
- Obama, Barack, 172, 175
- Ocean House, 120
- Oil consumption, 163, 167
- Onassis, Jackie Kennedy, 143
- One-handed economist joke, 9–10
- Open mind, keeping, 51–54
- Oppenheimer & Co., 20–23
- Outsourcing:
 - Cognizant, 93–96
 - 70–70–70 rule, 93–94
- Oversight, regulatory. *See* Regulatory oversight
- Overview of book, 1–3, 30–31
- Oxford-Cambridge boat race, 155
- Parker, Paige, 158
- Participant Disclosure Regulation, 200, 210
- Passion, perfect investor and, 17
- Peebles, Don:
 - Anacostia development, 175–177, 186, 187
 - background, 2–3, 14–15, 171–174
 - Bath Club project, 181–184, 186, 187
 - big wins, 179–184
 - finding the deal, 177–179
 - investment process, 176–179, 185–187
 - key projects, 184

- New York City potential, 171–172, 181–185
- political activity, 173–175, 178, 189
- as role model, 14–15
- Royal Palm Hotel project, 179–181, 186
- takeaways, 185–190
- Peebles, Katrina, 178
- Peebles Corporation:
- portfolio of, 177–178
 - size of, 171
- Penn Central Transportation Company, 198, 202–204, 207, 209
- Pennsylvania Mutual Fund, 116–118
- Penny stocks, description of, 106
- Pepsi, 212
- Perfect investor, portrait of, 16–17
- Perkins, Maxwell, 39
- Perma-bull, use of term, 164
- Persistence, 51–53, 113
- Peterson, Pete, 145
- Petrie, Milton, 143, 148
- Pink Sheets listings, 98, 106–107
- Portrait of perfect investor, 16–17
- Potash, 168
- Prepackaged bankruptcy reorganization, 199, 210
- Price fixing charges, 144–145
- Price-to-earnings ratio, 129–130, 205–206
- Privilege, motivation as, 15
- Process, perfect investor and, 17
- Property tax appeal board, Washington, D.C., 175
- Psychographics, 146
- Puts, buying, 80
- Qualcomm, 150–151
- Quantum Funds, 10, 156
- Quotron system, 21
- Reading Works, 143
- Real estate:
- cap rate and, 130
 - China short, 71–74, 160
 - developers vs. investors, 139–140
 - investment principles, 187–190
 - Peebles, Don, 2–3, 14–15, 171–191
 - Penn Central Transportation Company, 204
 - Rogers, Jim, 161
 - Taubman, Alfred, 3, 8–10, 133–152
- Regulatory oversight. *See also* Securities and Exchange Commission
- changes over time, 115
 - emerging markets, 101–102, 105–107
 - fee disclosure regulation, 200, 210
- Relativism vs. absolutism, 122
- Research ethic, 53–54
- Research In Motion, 31–33, 34
- Research process. *See also* Due diligence
- Ainslie, Lee, 92, 98–99
 - Chanos, Jim, 77–78
 - developers vs. investors, 139–140
 - foreign companies, 97–98
 - perfect investor and, 17
 - real estate investing, 188–189
 - Rogers, Jim, 158
 - Royce, Chuck, 113–114, 119–124
 - Whitman, Marty, 195–197
- Research sales, author's experience with, 20–23
- Residential real estate. *See* Real estate
- Retail real estate. *See* Real estate
- Risk management:
- Chanos, Jim, 69–70
 - Haugerud, Renée, 48–49
 - Peebles, Don, 183, 186–187, 189
 - Taubman, Alfred, 140, 147
 - Whitman, Marty, 201

- Risk profile, understanding of, 33
- Ritchie Bros. Auctioneers, 125–127, 128, 130
- R.J. Reynolds Tobacco, 196
- Robertson, Julian, 3, 84, 85–87, 91
- Robin Hood Foundation, 88
- Rogers, Jim:
 - background, 3, 10–12, 153–156
 - big win, 33
 - China investing, 159–168
 - on fatherhood, 11, 159
 - investment process, 158
 - takeaways, 164–169
 - world travels of, 10, 153, 156–160, 164
- Rogers, Paige, 158, 159
- Rosenwald, William, 196
- Royal Palm Hotel project, 179–181, 186
- Royce, Chuck:
 - avoiding bias in analysis, 81
 - background, 3, 15–16, 109–113
 - big win, 125–127
 - Blair & Co., Granberry Marache 114–115
 - Chase Manhattan Bank, 113–114
 - investment process, 118–125, 165, 212
 - Scheinman Hochstin & Trotta, 115–118, 121
 - takeaways, 127–129
- Royce & Associates, performance of, 110
- Royce Funds:
 - acquisition of, 129
 - big win, 125–127
 - investment process, 118–125, 130
 - performance of, 110
 - size and structure of, 123–124
- Rule of Three, 64–65
- Russell Investments, 119
- Russell 2000 Small Cap, 119, 122
- Russia, commodities demand, 167
- Sales, research, author's experience with, 20–23
- Salomon Brothers, 13, 87
- S&P indexes. *See* Standard & Poor's *headings*
- Santayana, George, 2, 3
- Schedule 13D, 24, 34
- Scheinman Hochstin & Trotta, 115–118, 121
- Securities and Exchange Commission (SEC):
 - emerging markets, 106–107
 - Form 4, 25
 - Pennsylvania Mutual Fund background, 116
 - research and, 98, 124
 - Schedule 13D, 34
 - 10-K and 10-Q reports, 81
- Segregation era, 154, 173
- Selling short. *See* Short selling
- 70–70–70 rule, 93–94
- Shearson Hamill, 195–196
- Sheraton Hotel, 173, 190
- Shopping mall development:
 - demographics and, 135, 146
 - Taubman, Alfred, 3, 8–10, 133–152
- Shorecrest Motel, 179–180
- Short selling:
 - Chanos, Jim, 3, 15, 59–81
 - characteristics of short sellers, 68–69, 78
 - fraud exposure, 70
 - mutual funds and, 122, 130
 - primer on, 62–64
 - public opinion on, 15, 68–69, 76–77
 - takeaways, 76–81
 - as targets, 81
 - types of shorts, 79–80

- Singapore, Rogers in, 10, 12, 161
- Single premium deferred annuities, 64, 81
- Small businesses:
- China short, 72
 - small caps emergence, 115
- Small capitalization stocks:
- definition of, 119
 - emergence of, 115
 - information availability, 113
 - risk and, 110, 118
 - Royce, Chuck, 3, 15–16, 109–131
 - variance in, 118–119
- Smith, Joan, 137
- Soros, George, 3, 10, 156
- Sotheby's, 9, 144–145, 149
- Spanish language, 104–105
- Sprint, 103–104
- Squeezing of short sellers, 64
- Stagflation, inverse, 46–47
- Standard & Poor's 500, 118, 122
- Standard & Poor's bond ratings, 208
- Standard & Poor's SmallCap 600, 119
- Standard & Poor's SmallCap 600 Growth and Value, 119
- Stem cell research, 9, 149
- Stock picking:
- affinity for, 111
 - author's experience with, 22–23
 - corporate capital structure, 208–209, 210
 - overview of book, 2
 - risks of small caps, 110
 - success rates, 23–24
 - Whitman's criteria, 207, 208
- Stock prices:
- insider activity and, 27
 - small caps strategy, 119–123, 128–129
- Strategic buyers, description of, 130–131
- Structural Trading Department, 41, 52
- Sufrin, Sidney, 194
- Sunflower seed trading, 40, 52
- Syntex, 111, 121
- Takeaways:
- Ainslie, Lee, 97–100
 - Chanos, Jim, 76–81
 - Haugerud, Renée, 51–54
 - overview of book, 2
 - Peebles, Don, 185–190
 - Rogers, Jim, 164–169
 - Royce, Chuck, 127–129
 - Taubman, Alfred, 149–151
 - Whitman, Marty, 204–207
- Taubman, Alfred:
- background, 3, 8–10, 133–135
 - big wins, 9, 136–139, 140
 - friendships, cf, 148–149
 - investment process, 146–147
 - mall's list, 141–142
 - real estate as core competency, 139–142
 - Sotheby's, 144–145, 149
 - takeaways, 149–151
 - threshold resistance, defeating, 135, 142–144
 - work ethic, 17
- Taubman Centers, 8, 9, 142
- Taubman Company, founding of, 136, 140
- Tax appeal board, Washington, D.C., 175
- Tax assessment appeals, 177
- Technology sector:
- Ainslie, Lee, 83–100
 - 10-K and 10-Q reports, 65, 81
 - Third Avenue Value Fund, 199–201
 - Three-instrument trade, 49–50, 51
 - Threshold resistance, defeating, 135, 142–144
 - Tiger Management, 3, 13, 84–87
 - Timber industry, 195–196

- Time management, global economy
and, 88
- Top-down approach, 43–46
- Town Center, 140
- Transformational projects, 177–178, 183
- Trump, Donald, 9
- University of North Carolina,
endowment, 85
- University of Tennessee, endowment,
35, 58
- U.S. Congress, 81, 173, 204
- U.S. Justice Department, 143, 198
- Utility stocks, researching, 114
- Valuation:
distressed investing, 204–208
small cap stocks, 118–129
valuation shorts, 79–80
- Value, as cliché, 120
- Value Line*, surveys, 110, 111
- Value traps, description of, 205–206
- Verizon, 103, 104
- Vesting schedule, 26
- Vietnam War, 155–156
- Vulture investing. *See* Distressed debt
investing
- Wall Street Journal*, Baldwin-United
short, 66
- Warford, Andrew, 93–95
- Washington, D.C.:
Anacostia development, 175–177,
186, 187
Peebles political activity, 174–175,
178, 189
property tax appeal board, 175
- Weis, Voisin & Co., 116–117
- Welch, Jack, 93
- Wexner, Leslie, 143, 148–149
- Whale watching:
arguments against, 19–20, 25, 28
author's experience with, 20–23
definition of, 19
General Motors, 24–25, 28–31
insider buying and, 25–28
overview of book, 30–31
Research In Motion, 31–33
success rates, 23–24
- Whistleblowers, fraud exposure, 70
- White-shoe firms, 61
- Whitman, Heffernan, Rhein and Co.,
199
- Whitman, Lois, 201
- Whitman, Marty:
background, 3, 12, 193–195
big wins, 199
investment process, 200–201,
204–208
on-the-job training, 195–197
Penn Central Transportation
Company, 198, 202–204, 207,
209
solo businesses, 197–199
takeaways, 204–207
- William Blair & Co., 195, 197
- Wipro, 94
- Women on Wall Street:
Diversity Index, 57
Haugerud as role model, 12–13, 35,
54–58
hedge fund statistics, 56
- Work ethic, perfect investor and, 17
- WorldCom, 78
- Writer's block, 6
- Writing, fiction vs. nonfiction, 5–6
- Wyly, Sam, 87, 89
- Wysong, Bridget, 12
- Yahoo!, 205, 206
- Yum! Brands, 108
- Zoning considerations:
Peebles, Don, 178, 182–183, 191
Taubman, Alfred, 138

<http://www.pbookshop.com>