

Walking with the Analysts

Walking with the Analysts is a gripping, often gut-wrenching novel in which the worlds of Wall Street and third-world poverty collide. Renowned money manager Johnny Long accomplishes for himself the challenge of bridging these seemingly disparate worlds together. Racing against the clock in a desperate attempt to rescue an African hospital from financial ruin -- saving countless lives in the process -- Johnny Long must adapt his investment strategies to stave off the erosion of a deteriorating economic environment. There is far more at stake for Johnny Long than simply landing a new account. There are lives at stake... men, women and children. And values extend beyond portfolio worth.

The novel is set in Botswana, a country ravished by poverty, starvation and disease. In a country where over 50% of the population is HIV positive, the Princess Diana Hospital provides the only chance of survival these people will ever know. However, disaster looms ominously as the hospital teeters on the verge of fiscal collapse. Crippled by mounting expenses and catastrophic declines in income as bond and CD interest rates fall, the Directors are faced with a terrible decision – should they continue investing their endowment for maximum current income or change the policy of the endowment to a strategy of income growth.

The disciplines taught and the lessons learned in this fictional account of one man's attempt to change his little part of the world are applicable to everyday investing in ways that transcend the page. Thus, *Walking with the Analysts* is more than a primer on income investing. It is also a tale about the human spirit and what it takes to triumph in our darkest hour, a tale about the vast potential of the human spirit.

Book jacket cover image on Page 2 of this document.

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All truly great thoughts are conceived by walking. –Friedrich Nietzsche

WALKING WITH THE ANALYSTS

How A Strategy
For Income Growth Saved A Hospital



A Novel By
David A. Mallach

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