

Advice From the Master



CAN'T GET ENOUGH of Mark Tibergien? That's how many folks feel who want to understand this business better, and improve their practices. For those of you who'd rather hear the Pershing Advisor Solutions' CEO speak directly than peruse his monthly column in *Investment Advisor* or read why he heads this year's *IA 25*, we have the perfect solution. This month at www.investmentadvisor.com

we have not one, but two podcasts of Mr. Tibergien holding forth in his studious, authoritative way with *IA* Senior Editor Kate McBride on separate issues of interest to advisors. The first is good counsel on what advisors should do, and should not do, in the current volatile investment environment. In the second podcast, Mark speaks about the opportunities that exist now, and in the near future, among boomers, the middle market, and in wealth management.

AT PRESS TIME . . .

THE BUZZ IN *the investment advisory universe seems largely to be confined within the Beltway these days. In addition to likely Congressional hearings on Treasury Secretary Henry Paulson's plan to re-regulate the financial services industry (see story on page 48), the other denizens of D.C. have also been busy. To wit:*

■ The **Senate Finance Committee** will hold hearings, appropriately starting April 15, on what Chairman Max Baucus (D-Montana) calls comprehensive tax reform. On April 8, Assistant Treasury Secretary Eric Solomon reiterated the Bush Administration's call for Congress to lower corporate tax rates to help the U.S. stay competitive globally.

■ Meanwhile, over at the **House Ways and Means Committee**, Chairman Charles Rangel (D-New York) released on April 8 details of the Housing Assistance Tax Act of 2008 designed to aid American homeowners facing foreclosure. In a statement, Rangel said "We need to provide relief to the buyers and families themselves, not just the banks and builders." Back in the Senate, there was a second reading on April 14 of S.2636, the housing bill sponsored by Majority Leader Harry Reid (D-Nevada) that has attracted 25 cosponsors.

■ At the **Securities & Exchange Commission**, Chairman Christopher Cox should receive recommendations from staff members Andrew Donohue and Eric Surri by May 5 on how to implement the Commission-commissioned Rand Report. In an interview with *IA*'s Melanie Waddell (see page 96), Donohue said it would be up to Cox to decide when, and if, to make those recommendations public.

AROUND THE BLOGOSPHERE

Real Time TickerMine

By Kara P. Stapleton

IF YOU'RE LOOKING for raw data on what retailers are selling, and what they're not, you may want to explore TickerMine.com. Launched in early March, TickerMine provides what the company claims is the earliest possible discovery of trends, consumer preferences, and buying patterns in broad retail, technology, and energy categories. TickerMine surveys retailers directly, and the site's analysts compile the data and write reports on it. Users with the top level of membership get the same raw data as the TickerMine analysts.



The site currently covers sales data of products from 150 public companies, with the long-term goal of including 1,000 by early 2009. Those interested can sign up for a free trial "Silver Miner" subscription to see those final reports. The "Gold Miner" subscription costs \$100/month and provides access to all original news stories in all sectors immediately. The \$250/month "Diamond Miner" subscription gives users the same service as Gold Miners, along with the raw data files that are the basis for each TickerMine story, which might be of most interest for advisors who want to do their own research into specific companies or sectors.