

## Family Wealth Advisors Since 1987

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## Perritt Capital Management, Inc.

When it comes to investing, bigger is not always better, as Perritt Capital Management (PCM) can attest. The Chicago-based independent registered investment advisor has long specialized in helping high-net-worth individuals and institutions strike the right balance between risk and reward, with an emphasis on small-cap stocks resulting in better-than-average performance over time.

"There are two sides to our business," says Michael Corbett, CIO and portfolio manager. "One is our asset allocation business for individuals and the other is our small-company portfolios for institutions. Each has been around for 20 years or more. We provide the same high-touch service to individual clients as we do for our biggest institutional investors, some of which are multibillion-dollar organizations."

PCM's dedicated service team offers 50+ years of combined experience. Corbett, who was named to the *Barron's/Value Line* Top 100 Mutual Fund Manager list for five consecutive years (2003-2007), has been with the firm since 1989. Through the years, he has guided clients through the full range of market cycles, at times going against the tide of popular opinion to assist clients in avoiding costly mistakes.

"The big strength we have is our level of experience and the education we provide to help clients understand how markets work and help them get through down-market cycles," says Mark Oberrotman, director of business development/client services. "Our long-term clients have prospered, regardless of what has gone on in the market."

## Proven Results

Perritt Capital Management was founded in 1987 by DePaul University finance professor, author and former *Forbes* columnist Dr. Gerald Perritt, whose investment philosophy is based on taking advantage of market inefficiencies. Today, with Corbett at the helm and over \$500 million in managed assets, PCM has expanded on Perritt's innovative approach, identifying the most promising investment prospects, based

on a nine-point analysis. PCM generally steers clear of startups, concentrating instead on well-managed firms with little or no debt. Corbett's research includes personal visits with nearly 300 small-company executives each year, to gain new insights that benefit his clients.

"Although we focus on small-caps, we believe in broad diversification," Corbett says. "We offer our own mutual funds and buy other exchange-traded funds for different types of asset classes. An ideal portfolio includes large-cap equities, mid-cap equities, international

- Perritt Private Clients
- Perritt Institutional
- Perritt Mutual Funds



equities, an intermediate bond fund, an international bond fund, gold and other commodities, as well as micro-cap equities. Our clients typically have six to seven different asset classes."

Corbett is sought after not just by sophisticated investors, but by news media. He has been interviewed by CNBC, *Forbes*, the *New York Times*, Bloomberg TV, *Smart Money*, *Crain's Chicago Business*, *Investor's Business Daily*, *Investment News*, *MSN® Money*, *Businessweek*, *Kiplinger's Personal Finance* and others. Additionally, he has contributed material to investment books and newsletters, including *The Mutual*

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— Michael Corbett, Portfolio Manager & Chief Investment Officer

*Fund Encyclopedia; Small Stocks, Big Profits; Investment Horizons; and The Mutual Fund Letter.*

"We think outside the box, and try to do things differently than what the crowd does," says Sean Condon, CFP®, co-director of business development/client services. "Small companies are the heroes of America. We invest in businesses, not just stocks."



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