

The End of Grandich Publications

In 2011, when *Confessions of a Wall Street Whiz Kid* was first published, if you had asked me if I envisioned printing any future updates to the book, I would have told you no. Why would there be a need? After having endured years of physical, financial, and psychological hell, I was having perhaps the best time of my life. Grandich Publications had so many clients it was a challenge for this one-man band to keep up with all of them. Gold hit record highs of close to \$2,000 an ounce. Because of my high-profile forecasts on gold, my wife and daughter joined me on an all-expense paid trip to a sold-out conference in London, where I was a keynote speaker, and family members from Ireland and England made the trip to the British capital to visit us there. I got into horse ownership again, this time investing in Standardbreds, and my personal wealth was twice as high as it had been back in 2008 when I had my last bout of heavy turbulence. Little did I know that the dark clouds were on the horizon, but thankfully, this time around, it appears that I have the proper gear to weather the storm.

As long-time followers know, I have always gone out of my way to tell people to be careful. I have stated again and again that failure is the norm in the junior resource business and that it is one out of a hundred companies that makes it over the long term into a significant company...it's just the nature of this risky business. I said over and over how investing in these types of stocks was highly speculative (and the word speculating was the word Wall Street used so it didn't have to say what it really was – gambling), and one should never invest money you couldn't afford to lose. I would urge—if not plead—with investors that only a small portion of their assets be deployed in this sector. All of this, of course, was absolutely right. The problem is I didn't heed my own advice.

Beginning in late 2011, gold suddenly hit a series of “air pockets” and while it had all the makings of a manipulated sell-off, gold declined through the end of 2013 and took the junior resource market—the backbone of my Grandich Publications clientele—with it. The long list of clients which took years to build up was torn apart in a matter of months. Losing business left and right was bad enough, but my serious error in judgment—owning far too many shares of junior resource stocks—resulted in a whopping 70 percent loss of personal wealth by the end of 2013. I had literally bet the ranch on my clients and was left with nothing more than the dog house I was now in by the time it was over.

But as the saying goes, when God closes a door, He opens a window.

My daughter's Godfather told me recently that he was glad things unfolded as they did because it finally made me get out of a business that was leading to heartache. Though I had known and endlessly warned of overwhelming numbers of failures for the few successes, the fact that my client list eventually faced those same averages led to an ever-increasing physical and financial burden that nearly unraveled the good that had come out of my past “valleys.”

As gold and the junior resource market fell, the lack of real solid management at many of these juniors, including my own clients, became glaringly obvious. In more than one case I witnessed truly inept and imprudent management and a total lack of consideration for the very people who had put them in their positions: shareholders. As the drama unfolded and the truth was revealed, I resigned from many clients and today I care little about how some malcontents saw it (and cowardly expressed their twisted views through the anonymity of their keyboards).

But during another “valley” in my walk, I saw God’s hands yet again.

As noted earlier in the book, my “other” business, Trinity Financial Sports & Entertainment Management Co., came to life at the beginning of the new millennium. And while it grew in terms of the number of professional athletes associated with it and did a good amount of charitable and spiritual good deeds, it was by no means my main source of income. Grandich Publications put food on my table. But that changed in 2012.

You may recall the story of my association with twin brothers David and John Suckey who both worked for Frank Congilose. Over the past many years, I have spent countless hours with them and consider them to be dear friends. When my daughter was young it was David who was entrusted to watch over her trust should anything happen to me, and now that Tara is grown, David is the trustee for her and Mary. A protégé of my financial mentor, Frank Congilose, David pointed out how Trinity Financial had grown despite me sometimes treating it as a stepchild, and suggested that with our full attention he thought it would flourish.

With gold in the toilet, the junior resource market on life support and me dreading the daily grind, I took him up on his suggestion of hosting a local seminar. The agenda included a discussion of Frank’s unique alternative to traditional financial planning strategy and my macroeconomic outlook. We held it locally and invited, among others, readers of Grandich Publications. Among the attendees was a doctor from Maryland who—unbeknownst to me—had been traveling to seminars throughout North America to hear me speak, but this would be the first time we mingled. As a result of that seminar and the trust he had in me, David, Frank and the process they teach—he became not only my single biggest client, but the largest client ever in Frank’s 30-year history.

I came to realize that nothing about Grandich Publications could compare to the service I am now able to provide. As a result of that one seminar and the business that followed, this client is now in a remarkably wealthier and safer financial position. Yes, we are compensated for our efforts, but far better than any compensation has been the knowledge that we helped this man and his family safeguard a lifestyle and security that he otherwise may not have obtained. With Grandich Publications, no matter how upfront I was about the risks and likely results, I dealt daily with a barrage of “fan” mail, mental anguish, and physical and emotional stress. The dichotomy could not be more apparent and was like a message from God that now was the time to act. Needless to say, I acted; and now Trinity Financial and a new sports-related venture provide the bulk of my livelihood and bring overflowing joy day in and day out.

After clawing my way out of two previous valleys wherein the end of my life was a distinct possibility, this 2013 slump was different. Though it may have brought about a sharp reduction on my balance sheet, my spiritual and mental health have held strong. I attribute this to the fact that I have finally stopped worshipping money, and I now live by Romans 8:28 versus just quoting it: “And we know that in all things God works for the good of those who love him, who have been called according to his purpose.”

So as things seemingly got worse and worse in the metals and mining industry in 2013, windows were indeed opening up elsewhere.

While the vast majority of people and organizations I met throughout my life in the metals and mining industry would not measure up, I did meet some very good people. One of them had been interviewing me for years and was in my mind a true conservative and Canada's most listened-to financial radio talk show host, Mr. Michael Campbell. A mere mention of what was unfolding in my life brought on a discussion of potentially writing for his website, more frequent appearances on his radio show and possibly more speaking engagements in Canada.

As God works (all the time!), I met another Canadian after several years of searching.

I mentioned on my blog from time to time about the alternative to traditional financial planning that Dave Suckey and Frank Congilose practice. I stated that while they could help U.S. residents, due to regulatory constraints, they couldn't accept Canadian clients. For years I tried finding someone in Canada like them, but unfortunately, like in the U.S., 99% of so-called financial advisers do it the old fashioned way—they profit more from the advice they give than you do!

God's hands showed up again as I spoke with perhaps one of the toughest Canadian financial journalists. As tough as he was, he and I hit it off, and when I mentioned my plight he suggested I speak with Paul Philip. I did, and my search for a Canadian counterpart was over. What do you think are the chances that Paul would end up being the Canadian protégée of the man who helped teach Frank Congilose many years ago? One-in-a-million if you ask me, but that's God. With Him all things are possible.

By late 2013, I agreed to become Michael Campbell's "Senior Markets Commentator" and I packed up Grandich Publications by shifting all my market commentaries to his website. My involvement with the metals and mining industry has been purposely restricted to just another industry sector I look at in the "whole" market picture.

Words like "coincidence" and "luck" haven't been in my vocabulary for years now. Sayings like "nothing happens for no reason" is branded on my palm to remind me that God is always working in all our lives no matter how unrealistic that may seem at the time. Case in point: While it's apparent by looking at me that I was never intended to be an athlete, for the past several years I have been surrounded by numerous high-profile sports stars. It's a dream come true for the kid from the Bronx. Those associations (which I know have been lined up by the Almighty) led to my newest business venture—the Athletes & Business Alliance (ABA).

By being actively involved with so many current and retired athletes who still have immense popularity, I realized that there weren't opportunities for athletes to meet the members of the business community who may be interested in their skills. Though available through various sports booking agencies, the fees charged make player appearances seem financially out of reach to some businesses. That's why I formed the ABA. This one-of-a-kind Alliance boasts a select membership of diverse senior-level executives, high-net-worth business owners, and both active and retired pro athletes. By invitation only, business execs exchange ideas and build personal relationships with athletes who—by virtue of their celebrity and drive to succeed—are uniquely positioned to help businesses achieve their marketing goals. Though it's a new venture, it's showing great promise...and man, it's a lot of fun!

And God has again allowed my finances to greatly improve despite my best efforts to sabotage them. The Creator of all that is good in the universe continues to give this sinner an abundant life. Praise God.