RAYMOND JAMES

Investment Strategy
Published by Raymond James & Associates

leffrey D. Saut, (727) 567-2644, Jeffrey.Saut@RaymondJames.com	March 26, 2012
Investment Strategy	

"Patience"

"If there is ever a time when speculators should exercise patience, it is in waiting for a proper opportunity to buy stocks. The desire to make money is at the foundation of all commercial and financial transactions, but the mere desire to make money should never be the mainspring of speculative action. Knowledge or belief based on intelligent analysis that a speculative opportunity presents itself is the only safe basis for making purchases of stock. It is in forgetting that principle that so many speculators err. They do not ask when they are preparing to buy stocks, 'is the stock cheap and is it selling below its real value?' [Rather they ask] 'Is that stock going up?' The only sound reason for buying any stock is that it can be had cheap."

... R.W. McNell; Beating The Stock Market, 1927

Bet it surprised you that quote is dated 1927. Read it a couple of times away from the maddening crowd and reflect on it because certain phrases will grab you with their wisdom. I first read McNell's book when I was a pup in this business back in 1971. The insights I gleaned from said book caused me to begin keeping three loose-leaf notebooks. The first notebook was the "I should have" notebook where I recorded the stocks I had considered buying, but didn't, only to watch them trade higher. The second notebook was the "I shouldn't have" book where I recorded the stocks I had bought that I should not have purchased because they went down and I was stopped-out of those positions with a loss. The third notebook was the "I did" book where I listed the stocks I had bought that had worked and made me decent returns. The first two books are thick, while the "I did" book is relatively thin. What I learned from this exercise is that when I try to force myself to buy a stock, rather than have the patience to wait for a "fatter pitch," is when I almost always lose money. Indeed, many investors suffer from an "action bias," aka a desire to do something, when in reality there are times in the markets when there isn't much to do. When that occurs the best plan is to do nothing and wait for a "fatter pitch."

Obviously, that is what I have been doing since the buying stampede ended in late January. Well that's not entirely true, because I have actually raised some cash in anticipation of either a pause in the stock market or a correction. So far it has pretty much only been a pause with an upward bias, which is still bullish action. And that, ladies and gentlemen, is why I have been consistent with the statement, "You can get cautious, but do not get bearish!" All in all, I think most will agree the past two months have been very frustrating with not much follow through either on the upside or the downside. During that time frame the NYSE McClellan Oscillator has worked off most of its overbought condition. However, the stock market's internal energy is still completely used up and should take at least another six to seven sessions to rebuild. Accordingly, if the S&P 500 (SPX/1397.11) stays above the 1375 to 1385 support zone over the next six to seven sessions it would be very bullish action suggestive of a continuation of the upside runaway we have been experiencing since mid-December of last year. Failing to hold above those levels would likely mean a downside test into the 1320 to 1340 zone; that is what commercial hedgers are anticipating. Indeed, for the latest week hedgers were net short ~\$9.6 billion of the NASDAQ 100 (NDX/2728.55), which is an all-time record. While hedgers are not always right, history does show that markets tend to have a difficult time rallying when professional hedgers are this bearish.

While the hedgers will be watching this week to see if their bearish bets pay off, the Obama administration will be watching the Supreme Court because beginning today Obamacare goes to court. I believe this week's court session is unprecedented as the Chief Justice, Mr. John Roberts, has allowed those making their cases six hours, over three days, for their presentations (see the schedule on page 3). Typically the Supreme Court only grants one to two hours for a case. The opposition to Obamacare will argue that a citizen should not be forced by the government to buy any service. Those in favor of Obamacare will likely center on this quote from Walter Dellinger's spiel to the Senate's Justice Committee on February 2, 2011:

"As Justice Scalia observed in his concurring opinion in *Gonzales v. Raich*, 'where Congress has the authority to enact a regulation of interstate commerce, it possesses every power needed to make that regulation effective'."

William Eskridge, a law professor at Yale, was interviewed in a Forbes article dated 10/7/2011 on the same question. To wit:

"The answer, Eskridge says, lies in U.S. v. Comstock (2010), where Breier writes a broad opinion on the Necessary and Proper Clause, which gives Congress the power to take what measures it thinks necessary to accomplish its goals. The main case in this area is Mcculloch v. Maryland, the 1819 decision that upheld Congress' power to establish a national bank."

Please read domestic and foreign disclosure/risk information beginning on page 4 and Analyst Certification on page 4.

Of course, such arguments go to the very core of our government and the Constitution. The winner of the case will also have a "leg up" in the Presidential race. If Obamacare is found unconstitutional it should give candidate Romney the ability to say – the Administration tried unsuccessfully to force more government on the people and failed. The *quid pro quo* is that if Obamacare is declared constitutional the Administration will carry that victory right into the election. In any event, the very essence of our government will be decided this week by the Supreme Court.

Amid this Obamacare uncertainty, something fairly unusual has happened, the Health Care Select Sector SPDR (XLV/\$36.62) is challenging its all-time high. This is unusual because as Michael Santoli writes in this week's *Barron's*:

"It is refreshing that investors and analysts collectively are not enamored of the group. It seems that the pending (possible) implementation of the health-care overhaul, and the expected Supreme Court decision on its constitutionality, has given observers plenty of reason to worry over the future economics of various medical and insurance fields."

In last week's letter I suggested participants watch the KBW Banking Index (BKX/49.53) for the overall stock market's near-term direction because the Financials have been leading this year's charge. Subsequently, the BKX tagged an intraday high last Monday of 50.69 and fell to an intraday low of 48.77 on Friday with an attendant weekly fade for the D-J Industrials (INDU/13080.73) of 1.15%. This week I suggest you watch the XLV for gleanings into how the Supreme Court will rule and what that means for the healthcare complex.

The call for this week: I continue to exercise patience with the equity markets while I sit on the cash raised over the past number of weeks. Unlike many, I consider cash an asset class. Indeed, to assume the investment opportunity "sets" that are available to you today are better than ones that will present themselves next week or next month is naïve. To take advantage of those opportunity "sets" one needs to have some cash. For those wishing to be more aggressive, it looks to me as if the U.S. dollar is in the process of breaking down. If true, and only for a trade, the Market Vector Gold Miners' (GDX/\$49.76) 16.3% mini-crash since February 29th should be over. A good stop-loss point would be slightly below last week's intraday low of \$48.45.

Schedule

Monday, March 26, 10:00 a.m. – 11:30 a.m.

Oral arguments about: Does the Tax Anti-Injunction Act bar judicial review of the Patient Protection and Affordable Care Act until the mandate takes effect in 2014?

Tuesday, March 27, 10:00 a.m. - 12:00 noon

Oral arguments: Is the individual mandate constitutional?

Wednesday, March 28, 10:00 a.m. - 11:30 a.m.

Oral arguments: Is the mandate severable from the rest of the law?

Wednesday, March 28, 1:00 p.m. - 2:00 p.m.

Oral arguments: Is the Medicaid expansion constitutional?

Friday, March 30

Audio transcripts of the week's oral arguments released; and the court decides the case in secret conference.

Monday, June 25

Court publishes its decision (tentative)

Source: FreedomWorks

Important Investor Disclosures

Raymond James & Associates (RJA) is a FINRA member firm and is responsible for the preparation and distribution of research created in the United States. Raymond James & Associates is located at The Raymond James Financial Center, 880 Carillon Parkway, St. Petersburg, FL 33716, (727) 567-1000. Non-U.S. affiliates, which are not FINRA member firms, include the following entities which are responsible for the creation and distribution of research in their respective areas; In Canada, Raymond James Ltd., Suite 2200, 925 West Georgia Street, Vancouver, BC V6C 3L2, (604) 659-8200; In Latin America, Raymond James Latin America, Ruta 8, km 17, 500, 91600 Montevideo, Uruguay, 00598 2 518 2033; In Europe, Raymond James European Equities, 40, rue La Boetie, 75008, Paris, France, +33 1 45 61 64 90.

This document is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident of or located in any locality, state, country, or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. The securities discussed in this document may not be eligible for sale in some jurisdictions. This research is not an offer to sell or the solicitation of an offer to buy any security in any jurisdiction where such an offer or solicitation would be illegal. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of individual clients. Past performance is not a guide to future performance, future returns are not guaranteed, and a loss of original capital may occur. Investors should consider this report as only a single factor in making their investment decision.

Investing in securities of issuers organized outside of the U.S., including ADRs, may entail certain risks. The securities of non-U.S. issuers may not be registered with, nor be subject to the reporting requirements of, the U.S. Securities and Exchange Commission. There may be limited information available on such securities. Investors who have received this report may be prohibited in certain states or other jurisdictions from purchasing the securities mentioned in this report. Please ask your Financial Advisor for additional details.

The information provided is as of the date above and subject to change, and it should not be deemed a recommendation to buy or sell any security. Certain information has been obtained from third-party sources we consider reliable, but we do not guarantee that such information is accurate or complete. Persons within the Raymond James family of companies may have information that is not available to the contributors of the information contained in this publication. Raymond James, including affiliates and employees, may execute transactions in the securities listed in this publication that may not be consistent with the ratings appearing in this publication.

Additional information is available on request.

Analyst Information

Registration of Non-U.S. Analysts: The analysts listed on the front of this report who are not employees of Raymond James & Associates, Inc., are not registered/qualified as research analysts under FINRA rules, are not associated persons of Raymond James & Associates, Inc., and are not subject to NASD Rule 2711 and NYSE Rule 472 restrictions on communications with covered companies, public companies, and trading securities held by a research analyst account.

Analyst Holdings and Compensation: Equity analysts and their staffs at Raymond James are compensated based on a salary and bonus system. Several factors enter into the bonus determination including quality and performance of research product, the analyst's success in rating stocks versus an industry index, and support effectiveness to trading and the retail and institutional sales forces. Other factors may include but are not limited to: overall ratings from internal (other than investment banking) or external parties and the general productivity and revenue generated in covered stocks.

The views expressed in this report accurately reflect the personal views of the analyst(s) covering the subject securities. No part of said person's compensation was, is, or will be directly or indirectly related to the specific recommendations or views contained in this research report. In addition, said analyst has not received compensation from any subject company in the last 12 months.

Ratings and Definitions

Raymond James & Associates (U.S.) definitions

Strong Buy (SB1) Expected to appreciate, produce a total return of at least 15%, and outperform the S&P 500 over the next six to 12 months. For higher yielding and more conservative equities, such as REITs and certain MLPs, a total return of at least 15% is expected to be realized over the next 12 months.

Outperform (MO2) Expected to appreciate and outperform the S&P 500 over the next 12-18 months. For higher yielding and more conservative equities, such as REITs and certain MLPs, an Outperform rating is used for securities where we are comfortable with the relative safety of the dividend and expect a total return modestly exceeding the dividend yield over the next 12-18 months.

Market Perform (MP3) Expected to perform generally in line with the S&P 500 over the next 12 months.

Underperform (MU4) Expected to underperform the S&P 500 or its sector over the next six to 12 months and should be sold. **Suspended (S)** The rating and price target have been suspended temporarily. This action may be due to market events that made coverage impracticable, or to comply with applicable regulations or firm policies in certain circumstances, including when Raymond James may be providing investment banking services to the company. The previous rating and price target are no longer in effect for this security and should not be relied upon.



4

Raymond James Ltd. (Canada) definitions

Strong Buy (SB1) The stock is expected to appreciate and produce a total return of at least 15% and outperform the S&P/TSX Composite Index over the next six months.

Outperform (MO2) The stock is expected to appreciate and outperform the S&P/TSX Composite Index over the next twelve months.

Market Perform (MP3) The stock is expected to perform generally in line with the S&P/TSX Composite Index over the next twelve months and is potentially a source of funds for more highly rated securities.

Underperform (MU4) The stock is expected to underperform the S&P/TSX Composite Index or its sector over the next six to twelve months and should be sold.

Raymond James Latin American rating definitions

Strong Buy (SB1) Expected to appreciate and produce a total return of at least 25.0% over the next twelve months.

Outperform (MO2) Expected to appreciate and produce a total return of between 15.0% and 25.0% over the next twelve months.

Market Perform (MP3) Expected to perform in line with the underlying country index.

Underperform (MU4) Expected to underperform the underlying country index.

Suspended (S) The rating and price target have been suspended temporarily. This action may be due to market events that made coverage impracticable, or to comply with applicable regulations or firm policies in certain circumstances, including when Raymond James may be providing investment banking services to the company. The previous rating and price target are no longer in effect for this security and should not be relied upon.

Raymond James European Equities rating definitions

Strong Buy (1) Expected to appreciate, produce a total return of at least 15%, and outperform the Stoxx 600 over the next 6 to 12 months.

Outperform (2) Expected to appreciate and outperform the Stoxx 600 over the next 12 months.

Market Perform (3) Expected to perform generally in line with the Stoxx 600 over the next 12 months.

Underperform (4) Expected to underperform the Stoxx 600 or its sector over the next 6 to 12 months.

In transacting in any security, investors should be aware that other securities in the Raymond James research coverage universe might carry a higher or lower rating. Investors should feel free to contact their Financial Advisor to discuss the merits of other available investments.

Rating Distributions

	Coverage Universe Rating Distribution			Investment Banking Distribution		
	RJA	RJL	RJ LatAm	RJA	RJL	RJ LatAm
Strong Buy and Outperform (Buy)	56%	67%	38%	16%	42%	13%
Market Perform (Hold)	38%	32%	53%	6%	30%	2%
Underperform (Sell)	7%	1%	9%	3%	0%	0%

Suitability Categories (SR)

For stocks rated by Raymond James & Associates only, the following Suitability Categories provide an assessment of potential risk factors for investors. Suitability ratings are not assigned to stocks rated Underperform (Sell). Projected 12-month price targets are assigned only to stocks rated Strong Buy or Outperform.

Total Return (TR) Lower risk equities possessing dividend yields above that of the S&P 500 and greater stability of principal.

Growth (G) Low to average risk equities with sound financials, more consistent earnings growth, possibly a small dividend, and the potential for long-term price appreciation.

Aggressive Growth (AG) Medium or higher risk equities of companies in fast growing and competitive industries, with less predictable earnings and acceptable, but possibly more leveraged balance sheets.

High Risk (HR) Companies with less predictable earnings (or losses), rapidly changing market dynamics, financial and competitive issues, higher price volatility (beta), and risk of principal.

Venture Risk (VR) Companies with a short or unprofitable operating history, limited or less predictable revenues, very high risk associated with success, and a substantial risk of principal.

Raymond James Relationship Disclosures

Raymond James expects to receive or intends to seek compensation for investment banking services from the subject companies in the next three months.

Stock Charts, Target Prices, and Valuation Methodologies



Risk Factors

.

Additional Risk and Disclosure information, as well as more information on the Raymond James rating system and suitability categories, is available at ricapitalmarkets.com/SearchForDisclosures main.asp. Copies of research or Raymond James' summary policies relating to research analyst independence can be obtained by contacting any Raymond James & Associates or Raymond James Financial Services office (please see raymondjames.com for office locations) or by calling 727-567-1000, toll free 800-237-5643 or sending a written request to the Equity Research Library, Raymond James & Associates, Inc., Tower 3, 6th Floor, 880 Carillon Parkway, St. Petersburg, FL 33716.

International securities involve additional risks such as currency fluctuations, differing financial accounting standards, and possible political and economic instability. These risks are greater in emerging markets.

Small-cap stocks generally involve greater risks. Dividends are not guaranteed and will fluctuate. Past performance may not be indicative of future results.

Investors should consider the investment objectives, risks, and charges and expenses of mutual funds carefully before investing. The prospectus contains this and other information about mutual funds. The prospectus is available from your financial advisor and should be read carefully before investing.

For clients in the United Kingdom:

For clients of Raymond James & Associates (RJA) and Raymond James Financial International, Ltd. (RJFI): This report is for distribution only to persons who fall within Articles 19 or Article 49(2) of the Financial Services and Markets Act (Financial Promotion) Order 2000 as investment professionals and may not be distributed to, or relied upon, by any other person.

For clients of Raymond James Investment Services, Ltd.: This report is intended only for clients in receipt of Raymond James Investment Services, Ltd.'s Terms of Business or others to whom it may be lawfully submitted.

For purposes of the Financial Services Authority requirements, this research report is classified as objective with respect to conflict of interest management. RJA, Raymond James Financial International, Ltd., and Raymond James Investment Services, Ltd. are authorized and regulated in the U.K. by the Financial Services Authority.

For institutional clients in the European Economic Area (EEA) outside of the United Kingdom:

This document (and any attachments or exhibits hereto) is intended only for EEA institutional clients or others to whom it may lawfully be submitted.

For Canadian clients:

Review of Material Operations: The Analyst and/or Associate is required to conduct due diligence on, and where deemed appropriate visit, the material operations of a subject company before initiating research coverage. The scope of the review may vary depending on the complexity of the subject company's business operations.

This report is not prepared subject to Canadian disclosure requirements.

For Latin American clients:

Registration of Brazil-based Analysts: In accordance with Regulation #483 issued by the Brazil Securities and Exchange Commission (CVM) in October 2010, all lead Brazil-based Research Analysts writing and distributing research are CNPI certified as required by Art. 1 of APIMEC's Code of Conduct (www.apimec.com.br/supervisao/codigodeconduta). They abide by the practices and procedures of this regulation as well as internal procedures in place at Raymond James Brasil S.A. A list of research analysts accredited with the APIMEC can be found on the webpage (www.apimec.com.br/ certificacao/Profissionais Certificados).

Non-Brazil-based analysts writing Brazil research and or making sales efforts with the same are released from these APIMEC requirements as stated in Art. 20 of CVM Instruction #483, but abide by recognized Codes of Conduct, Ethics and Practices that comply with Articles 17, 18, and 19 of CVM Instruction #483.

Proprietary Rights Notice: By accepting a copy of this report, you acknowledge and agree as follows:

This report is provided to clients of Raymond James only for your personal, noncommercial use. Except as expressly authorized by Raymond James, you may not copy, reproduce, transmit, sell, display, distribute, publish, broadcast, circulate, modify, disseminate or commercially exploit the information contained in this report, in printed, electronic or any other form, in any manner, without the prior



express written consent of Raymond James. You also agree not to use the information provided in this report for any unlawful purpose.

This report and its contents are the property of Raymond James and are protected by applicable copyright, trade secret or other intellectual property laws (of the United States and other countries). United States law, 17 U.S.C. Sec.501 et seq, provides for civil and criminal penalties for copyright infringement.