



MARCH 2020 QUARTERLY LETTER

YOUNG INVESTORS SOCIETY

YIS IS NEEDED MORE THAN EVER

The Virtual Solution

A YIS student from Westlake, California wrote to me last week and said *"My school has been closed. My graduation ceremony was cancelled. But thanks to Young Investors Society, I have something to look forward to each day. I can't even tell you how excited I am to participate in the Stock Pitch Competition this month!"* With the spread of COVID-19 around the world leading to economic turmoil and school closures for many of our students, we are putting in our all to ensure that they can still count on YIS.

One of the 7 Golden Rules of Investing that we teach is to

"Think Long Term". As an Executive Board, while we have made short term adjustments to fit current online schooling needs and adhere to CDC guidelines, we continue to focus on the long term horizon to provide as much value to YIS kids as we can. So what have we done?

- * We have moved the Stock Pitch Competition online, first at the State level, then at the Regional Level, and finally we will have the final teams compete in the Global Finals to be broadcast live on YouTube in May.

- * We have postponed the NYC Fundraising Gala with Blackrock's Chief Equity Strategist Kate Moore to the Fall 2020,

conditions permitting.

- * We have reopened the CYIA Certification test, due to the fact that many students are at home with extra time to read the materials and prepare for it.

- * We have seen increased student

ONGOING PROJECTS

Dollar-a-Day

Matches: We sponsored 50 kids during the 2018-2019 school year, and target to sponsor 100 in 2019-2020, along with 50 "Start Investing Now" sponsorships.

Program

Development: Recently published 23 new lesson videos. Implementing these on our MyYIS portal and Edmodo.

NYC Gala: Is postponed until the Fall (TBD), Keynote speakers: Kate Moore, Chief Equity Strategist at Blackrock and Ted Seides, Host of the Capital Allocators podcast.



March 31, 2019

participation as we are more active with social media campaigns, to advertise the benefits of our free program to learn about Financial Literacy during this time of economic uncertainty.

While we will definitely be missing the in-person stock pitch competitions and Gala in the Spring, we are grateful that we can still provide a rewarding experience for the kids this year. By shifting to an online platform instead of cancelling events altogether, we are building our organization for the long term and investing in our kids and our communities.

Barbara Corcoran Interview

In February, our Young Investors Society Shark Tank Contest Winner, Cole W. from California had a meet & greet with Shark Tank's Barbara Corcoran in NYC and had an amazing interview with her. You can watch the full interview [here](#). We were then treated to a private tour of the Nasdaq, complete with watching the closing bell ceremony. We are so grateful to everyone that made this day possible!

New Schools

This quarter we added 47 new schools participating in YIS, which

was our highest quarter of new school additions ever. This brings us to 455 registered schools and just about 3,000 total active students (2,686 registered). We added new schools from existing regions such as New York and New Jersey this quarter, as well as added schools in new areas such as Maryland, North Carolina, Puerto Rico, and Singapore. It's great to see fantastic year-over-year growth in student participation. Even despite moving to a virtual competition, our stock pitch participants look to be up more than 2x this year compared to last year! We've had 225 teams registered to participate in 23 different state and country competitions, and the quality of the reports submitted so far is truly excellent.

Fundraising

This quarter YIS raised \$71,240. The biggest contribution came from Edmodo, which contributed \$50k as part of their ongoing corporate sponsorship. We also received a generous donation from the CFA Institute, as we continue to

strengthen our partnership. Other donations were from YIS board members and advisory board members, and corporate sponsors related to the NYC Gala. With the Fundraising Gala being postponed, it will now put pressure on the organization to meet our budget for the year. This is a reality of many small businesses are facing, and YIS is no exception. One stop gap YIS is pursuing is to apply for the Paycheck Protection Program (PPP) in the US, as part of the \$2 trillion stimulus package recently passed. If we receive the grant, this will certainly help. But I'd ask for everyone's help to think of ways to continue funding Young Investors Society, especially in being able to grant to 100 Dollar-a-Day matches to students in June.

New Team Members

The core organizational team



of Christine as COO, and Justin as Director of Business Development remains the same as last quarter. But we are pleased to add the digital marketing services of **Su Ann Tan**, based in Malaysia, who has been helping out with the SEO, social media strategies and overall website layout. We are grateful for so many talented people that have pitched in to support YIS thus far in the journey.

Conclusion

I wish to you all, first and foremost, health and safety. These are challenging times, no doubt. But I am confident that we will emerge stronger from it. Let's remember to keep the long-term horizon.

One day soon we will leave our houses after this virus passes, a little more grateful for all of the little things, wonderful people and opportunities around us. Thanks for all of your support and friendship and I wish to you all health and safety.

All the best!
- James

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(MICHAEL H., WESTLAKE CA)

YOUNG INVESTOR SNAPSHOT

Warren Buffett said "Be fearful when others are greedy, and be greedy when others are fearful". With the recent and unexpected outbreak of COVID-19 affecting every part of human life, it's hard to picture a world without it. Keep in mind that one of the best places to make money is in the middle of a market downturn.

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MISSION: YOUNG INVESTORS SOCIETY IS DEDICATED TO PREPARING THE NEXT GENERATION OF INVESTORS. OUR MISSION IS TO INSPIRE YOUTH TO BE OUTSTANDING INVESTORS – INVESTORS IN COMPANIES, INVESTORS IN THEIR COMMUNITIES AND INVESTORS IN THEMSELVES.