



# Value Superinvestors



THE RETIREMENT GROUP<sub>LLC</sub>  
PARTNERS IN RETIREMENT



# TABLE OF CONTENTS

## 01

LEARN FROM THE BEST

## 02

BRUCE BERKOWITZ -  
FAIRHOLME FUND

## 03

CARL ICAHN -  
ICAHN CAPITAL MANAGEMENT

## 04

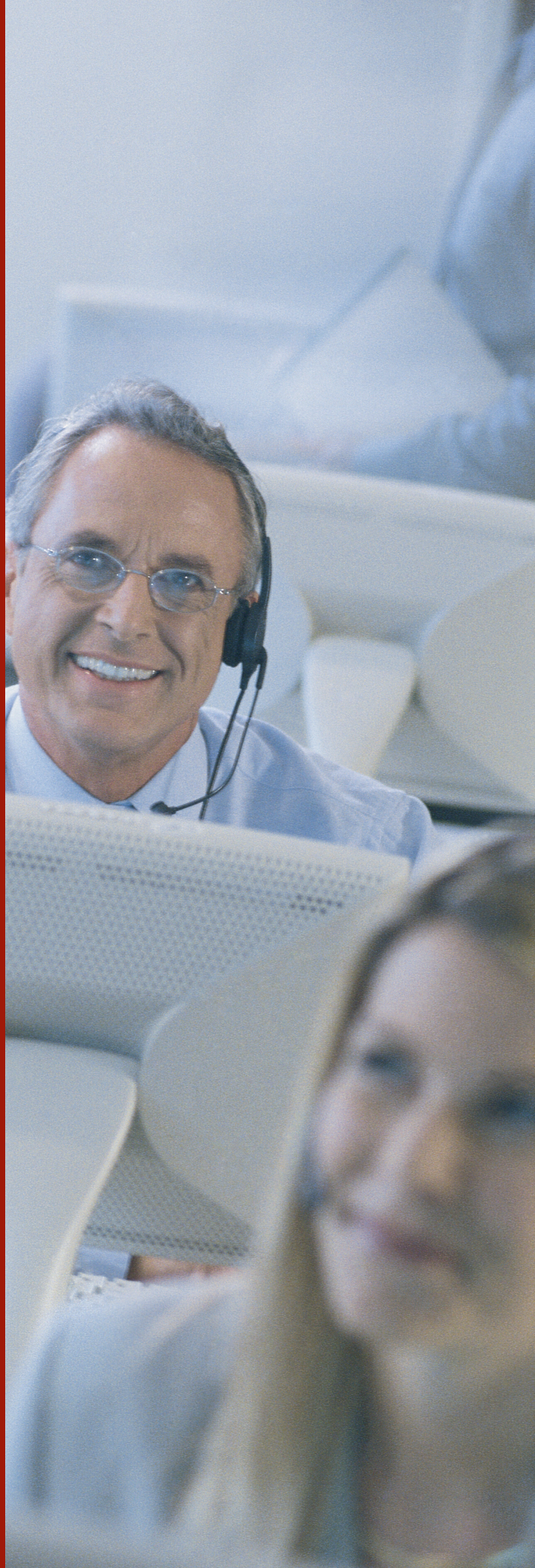
PREM WATSA -  
FAIRFAX FINANCIAL HOLDINGS

## 05

JOEL GREENBLATT -  
GOTHAM CAPITAL

## 06

SOURCES





# Learn from the Best

To become successful, financial advisors need to have dedication, experience, as well as a good deal of knowledge and education in the field. One of the ways this has become accomplished has been by learning from investors who have accomplished a lot of success, many of whom use some variation of a value investing strategy. By following the best investor's and reading their books and letters to investors you can learn from their mistakes while gaining a better understanding of how they go about making their investment decision which in turn will allow you to replicate their approach and hopefully give you a better chance at capturing some of their returns.

While everyone knows the kings of value investing (Benjamin Graham, Warren Buffet, and Charlie Munger) we take a look at a few of their disciples who have incorporated those core value investing ideas into their strategy while adapting it and adding to it to develop their own approach. While there are only a few listed below, there are many value "super-investors" who experience success year in and year out and their ideas should be looked at and incorporated as well.





# Bruce Berkowitz - Fairholme Fund

**Biography:** Bruce Berkowitz is the founder and the Managing Member of the Fairholme Fund. Prior to forming Fairholme Capital Management, he worked at the Strategic Planning Institute in Cambridge. After, he joined Merrill Lynch in London (1983) and after three years at Merrill he switched over to Lehman Brothers in London until he accepted a position as a senior portfolio manager at their New Jersey office. In 1993, he was a Managing Director of Smith Barney, Inc. until October 1997. He founded Fairholme Capital during 1999 naming it after the last street he lived on. He joined the board of the St. Joe Company in 2010. He received a bachelor's degree in economics from the University of Massachusetts Amherst where he graduated cum laude.

**Investment style:** Concentrated in a small amount of firms, looks for great managers and stocks with a large margin of safety

**Performance:** Averaged returns of 8%/year over last fifteen years\* as opposed to 5%/year for the S&P 500 over the same time period[4]

**Writings by Bruce Berkowitz:** <http://www.fairholmefunds.com/letters2/>

\*15 year time period between 2004-2019



# Carl Icahn - Icahn Capital Management

**Biography:** Icahn graduated from Princeton University with a bachelor's degree in philosophy after which he entered the New York University School of Medicine, but dropped to join the army reserves after two years. He began working on Wall Street in 1961 as a stockbroker.

**Investment style:** Contrarian ("My investment philosophy, generally, with exceptions, is to buy something when no one wants it."), looks for companies with low P/E ratios and book values that exceed current market valuation. Activist Shareholder.

**Performance:** Has averaged returns of 26.6%/year for the past five years\* as opposed to 17.9%/year for the S&P 500 over the same time period<sup>7</sup>

**Materials by and about Carl Icahn:** King Icahn: The Biography of a Renegade Capitalist (Written by Mark Stevens), <http://carlicahn.com/letters/>

\*5 year time period between 2014-2019



# Prem Watsa - Fairfax Financial Holdings

**Biography:** Watsa is the founder, chairman, and chief executive of Fairfax Financial Holdings. He graduated from the Indian Institute of Technology Madras with a degree in chemical engineering. He received his MBA from the University of Western Ontario. Watsa got his start working for Confederation Life (an insurance company). His former boss and him formed an investment firm (Hamblin Watsa Investment Counsel) where he was at for only about a year before taking over for Markel Financial and renaming it Fairfax Financial Holdings.

**Investment style:** Margin of Safety, Activist investor, Global Markets, likes to invest in “Black Swans”

**Performance:** Has averaged returns of 16.9%/year over the past 25 years\* compared to 9.6%/year for the market over the same time period[2]

**Writings by Prem Watsa:** <http://www.fairfax.ca/financials/letter-to-shareholders/>

\*25 year time period from 1994-2019



# Joel Greenblatt - Gotham Capital



**Biography:** (born December 13, 1957) is an American academic, hedge fund manager, investor, and writer. He is a value investor, and adjunct professor at the Columbia University Graduate School of Business. He is the former chairman of the board of Alliant Techsystems and founder of the New York Securities Auction Corporation. He is also a director at Pzena Investment Management, a high-end value firm. Greenblatt received both his B.A. and M.B.A. from The Wharton School at University of Pennsylvania.

**Investment style:** Value investing with a formula, buy underpriced stocks using formula  
**Performance:** 40% annualized return from 1985 – 2006[10]

**Materials written by Joel Greenblatt:** *The Big Secret for the Small Investor, The Little Book That Beats the Market, You Can Be a Stock Market Genius: Uncover the Secret Hiding Places of Stock Market Profits*



1. <http://www.dataroma.com/m/home.php>
2. <http://www.gurufocus.com/profile/Prem+Watsa>
3. <http://www.valuewalk.com/prem-watsa/>
4. <http://www.gurufocus.com/profile/Bruce+Berkowitz>
5. <http://www.fairholmefundsinc.com/Prospectus/StatutoryProspectus.pdf>
6. <http://www.valuewalk.com/bruce-berkowitz/>
7. <http://www.gurufocus.com/profile/Carl+Icahn>
8. <http://www.valuewalk.com/carl-icahn-bio-profile-books-quotes-videos-resource-page/>
9. <http://www.investopedia.com/articles/financial-theory/08/carl-icahn-lift.asp>
10. <http://www.gurufocus.com/news/415063/joel-greenblatt-reveals-the-secret-to-investing-success>
11. <https://www.gothamfunds.com/>
12. <http://www.insidermonkey.com/hedge-fund/gotham+asset+management/12/>



**For more Financial information,  
check out these resources...**



**Tips for Preventing Fraud**



**Value Investing Strategy**



**Disclosure: Advisory services offered through Wealth Enhancement Advisory Services, LLC, a registered investment advisor and affiliate of Wealth Enhancement Group®. Wealth Enhancement Group is a registered trademark of Wealth Enhancement Group, LLC. Trust services offered through Wealth Enhancement Trust Services, LLC, a trust company chartered under South Dakota law.**

**Check the background of investment professionals associated with this site on the [Investment Advisor Public Disclosure website](#).**

**WEAS ADV Part 2A with Form CRS Form CRS WEAS ADV PART 2A Appendix 1**

**This site is published for residents of the United States only. Investment Advisor Representatives of Wealth Enhancement Advisory Services may only conduct business with residents of the states and jurisdictions in which they are properly registered. All information herein has been prepared solely for information purposes, and it is not an offer to buy or sell, or a solicitation of an offer to buy or sell any security.**