



FALCON STRATEGIC RESEARCH

Written by Investors for Investors



Falcon Strategic Research

Mission – Bringing small cap and micro cap ideas to investors in a format that they understand so that investors can insightfully evaluate the potential and risks of a company.

Falcon Strategic Research is the creation of its head writer Michael Sheikh. Michael Sheikh is an Air Force Academy Graduate with a B.S. in economics. He was a KC-135 pilot and worked as a budget officer in the comptroller's squadron. He started out his civilian career as a stock broker for Dean Witter. After leaving Dean Witter he worked at a regional Broker Dealer called National Securities. While there he acted as a research analyst and authored and published reports in the aerospace sector. He likes to teach and was a guest professor at the local community college teaching about the stocks and options markets. In 1999 he left the securities business to test his skills as an entrepreneur. Currently he is a contributor for Seeking Alpha and works as a consultant and contract CFO for various public companies.

Research on small cap companies is very sparse and the regulatory environment hasn't been friendly toward broker dealers that used to peddle their own research. This is why there are so many disclaimers written on research these days. You know the pendulum has swung too far when people that post stock comments on twitter or investor message boards have disclaimers that they are for entertainment purposes only. Finding a trusted analyst that finds real companies and does real due diligence has become a lost art form. Broker dealers will not write on emerging small cap companies no matter how compelling the story is due to regulatory issues. Even Seeking Alpha has become more selective on the articles their independent writers can write about. There are very few outlets for independent research especially on small and microcap stocks.

Independent research is dying and it is the hope that through distribution outlets such as SMM Global that Small cap and Micro cap Investors can seek a trusted place to find actionable research will look here first and not have to rely on paid newsletter writers who might have an angle. SMM gives independent research outfits like Falcon Strategic Research the distribution they need to continue to produce research. This distribution in turn creates value for the company's being covered and allows a content licensing opportunity for the research analysts.

Readers of Falcon Strategic Research will find that most of stocks covered have disclaimers that the stock is held long. This is by design rather than coincidence because it is a sign that the analyst is putting

his money where his mouth is. This brings the dialogue back to the tagline written by investors for investors.

Falcon Strategic Research has a focus on small cap and micro cap companies that are not covered by traditional analysts on wall street. Falcon looks for real companies with tangible money invested and a reasonable expectation of producing revenue in the near future. The research will identify key milestones that the target company must attain to achieve its market capitalization targets. Some of the key elements are a niche product, focused and experienced management, and a well thought out capitalization structure suitable for non-dilutive type financing. The primary research analyst is also Seeking Alpha contributor Michael Sheikh. Falcon Strategic Research primarily relies on SMM Global for distribution of it's research and may be paid a licensing fee if the target company wishes to license it.

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