**Better Investing Guidelines for Stock Buying Decisions  
MicNova Meeting, July 10, 2019**   
***Acid Test Worksheet Exercise (1) - Example***

**Company/ Stock Name:\_\_ABBV\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| **Acid Test 1: Sales** | **Y/N/ %/?** | **Notes** | **SSG Location** |
| 1. **Growing/Up?** |  | **Page 1 SSG and Quarterly Data Tab** | **Sales:**    **Examine 10 Yr history – SSG Pg 1**      **Examine Quarterly Data**          **Select SSG Quarterly Data Tab**  **Select Data Type: Quarterly & Sales Radio**  **Examine line graph to see trend**  **Company Size:**  **Hover over ticker to see co. size** |
| 1. **% from yr ago (up/growing?)** |  |
| 1. **Target per size**   **Large Co (>$10B/yr) = 5-7%**  **Med Co ($1B-10B/) = 7-10%**  **Small Co (<$1B) = 12%** |  |
| **Acid Test 2: Pre-tax Profit (PTP)** | **Y/N/ %/?** | **Notes** | **SSG Location** |
| 1. **Growing up/even with sales?** |  |  | **Select SSG Quarterly Data Tab (see steps above)**  **Select Data Type: Quarterly, Sales & PTP**    **Examine line graph to see trend**        **Examine PTP % Sales (up, down, even)**  **Examine % Chg for PTP/Sales for each Qtr** |
| **b. Profit Margin (Down, even, up)**  **Are operating expenses increasing (bigger gap between Sales and PTP)** |  | **Examine 10 Yr PTP trend under Evaluate Management** |
| **c. Last 4 Qtrs% (Down, even, up)** |  | **Examine line graph for trend for last 4 Qtr**    **Find the last 4 Qtr in Growth Trend Data Table**        **Examine PTP % Sales (up, down, even)**  **Examine % Chg PTP/Sales for each Qtr** |
| **Acid Test 3: Earnings per Share (EPS)** | **Y/N/ %/?** | **Notes** | **SSG Location** |
| 1. **Growing up/even w sales & profits?**   **Are earning consistently growing** |  |  | **Select SSG Quarterly Data Tab (see steps above)**  **Select Data Type: Earnings Radio**      **Examine line graph for trend**  **Add Sales and PTP for comparison** |
| 1. **Latest Qtr vs Yr ago?** |  |  |  |
| 1. **Recent 4 Qtr (Up, even, down)** |  |  | **Examine line graph for trend**  **Find the last 4 Qtr in Growth Trend Data Table** |
| 1. **Debt to Capital (&, up, even, down)** |  |  | Bottom Pg 1 SSG |