

## COLD CALL

### Jan Schalkwijk

*founder of JPS Global Investments, a San Diego-based investment advisory firm that focuses exclusively on socially responsible investing.*

**Registered Rep.:** What is your favorite cause?

**Jan Schalkwijk:** That would have to be the environment. As an avid outdoor person, I rely on nature to recharge my batteries.

**RR:** Who most inspired you to get involved in socially responsible investing?

**JS:** Many people whose names I do not know. I spent a year traveling around the globe and developed a deep appreciation for the world's natural heritage and its diverse people, along with a desire to protect these riches.

**RR:** What's the nicest thing a client has ever done for you?

**JS:** Let's see ... Let me give all my clients kudos for being my biggest advocates. I also was impressed lately with a client who drove 250 miles roundtrip with the sole purpose of visiting my office.

**RR:** What's the most bizarre investment you've ever made?

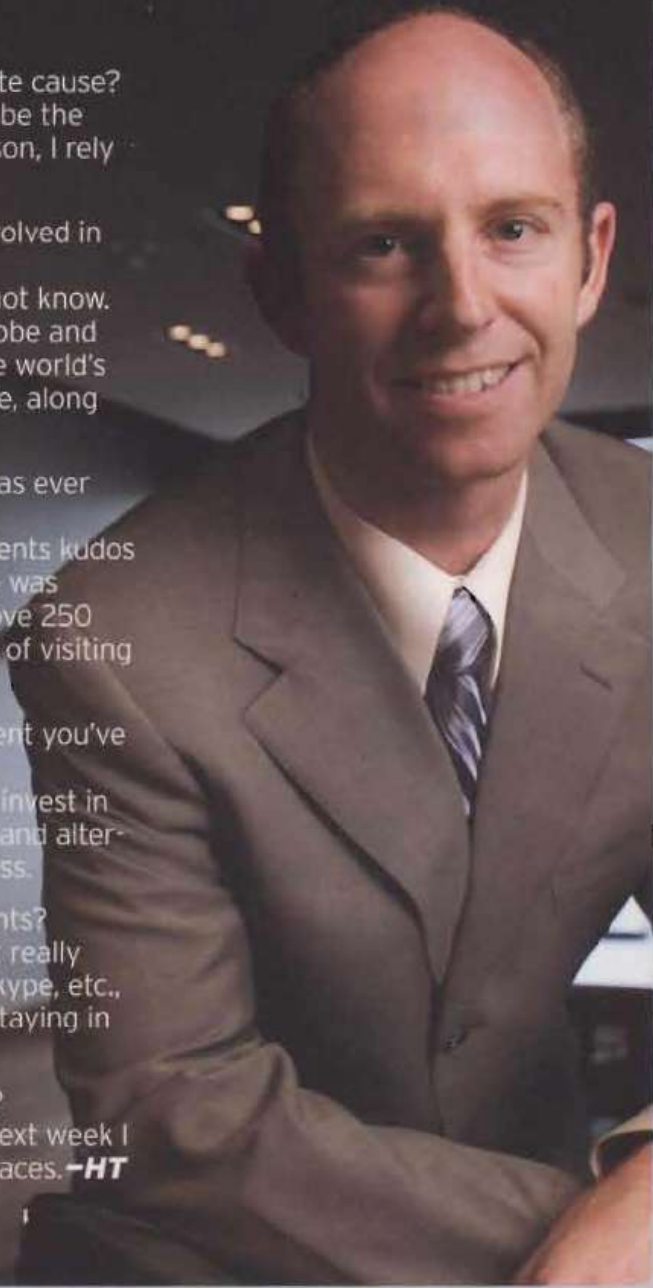
**JS:** There are many opportunities to invest in bizarre investments in the clean tech and alternative energy sectors, but I mostly pass.

**RR:** How often do you meet with clients?

**JS:** Once a quarter on average, but it really depends on the client. With WebEx, Skype, etc., we have become quite creative with staying in touch outside of in-person contact.

**RR:** How did you get your first client?

**JS:** We met at a green festival. The next week I got an email, and we were off to the races. —HT



Photograph: Marshall Williams

### CORRECTION

On page 38 of the May 2008 cover story, "How Do You Like Me Now?", *Registered Rep.* misquoted class-action attorney Jonathan Levine regarding information he gathered from brokerage clients invested in auction-rate securities. Levine, who is representing a class of ARS investors at Girard Gibbs LLP, is quoted in the story as saying, "All of them said 'shame on me' (for not doing more due diligence)." In fact, almost all of the nearly 600 investors he interviewed said they felt duped by their brokers, who uniformly represented the securities as safe, liquid, money-market-like instruments. Only some of those investors Levine spoke with expressed a "shame on me" attitude for not further investigating their brokers' recommendations that they invest in ARS securities. But even this latter group of investors, primarily people employed in the financial services industry, stressed that they didn't conduct better due diligence because their brokers assured them the securities were safe, liquid money-market-like investments. *Registered Rep.* regrets the error and any confusion this may have caused.