(Mr. Tenkey's Tips # 445) --- book available @ www.mrtenkey.com

November 24, 2020

Dear Management: When you're provided graphs/ratios on "important" matters...

That demand an "important" response/decision.

PLEASE ask for supporting data.

Because what may sound very bad or very good... isn't always what is displayed.

(for example): "We just had a 100% increase in defaulted loans, in our last qtr over qtr analysis..."

This isn't so bad... when you discover you only had 2 loans last qtr and 1 loan the qtr before that... out of 10,000 loans funded.

Versus, all you funded were 3 loans in those past two qtrs... then that is a different story.

So my point?

CONTEXT MATTERS!

Make sure the people providing you information understand that fact and present the data FAIRLY!