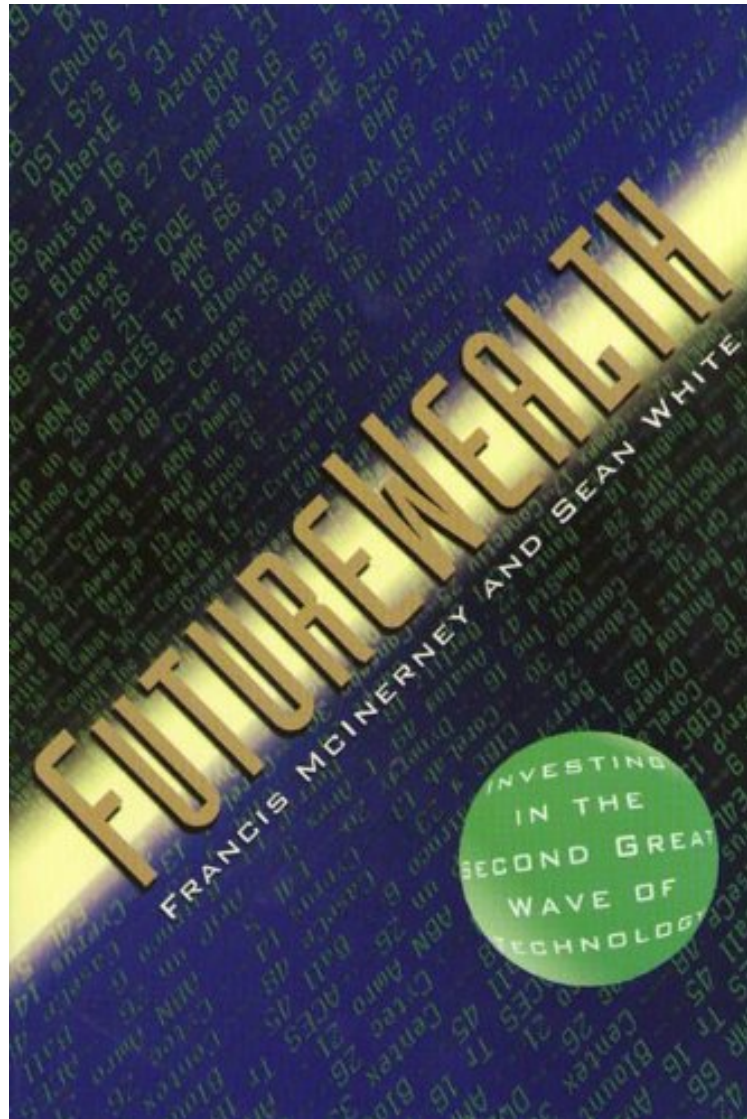


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FutureWealth: Investing In The Second Great Wave Of Technology

Francis McInerney, Sean White

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Francis McInerney, Sean White : FutureWealth: Investing In The Second Great Wave Of Technology before purchasing it in order to gage whether or not it would be worth my time, and all praised FutureWealth: Investing In The Second Great Wave Of Technology:

26 of 26 people found the following review helpful. Another View of Future WealthBy Peter J. Cassimatis, Professor emeritus of economicsThe central thesis of this book is that the continuously falling cost of information will be the main source of future wealth for individuals and corporations. McInerney and White start by establishing four Laws. First, cheap information allows customers to pay lower prices. Second, as the cost of information falls, computer power shifts from big computers to small ones. Third, value added always flows to the least regulated,and Fourth, the

three Laws operate simultaneously. Based on their experience as consultants to corporations, McInerney and White assert that four companies, Charles Schwab, Wal-Mart, Dell Computers, and Cisco Systems, conform precisely to their specifications. They discuss many others as well. Although a lot of information is covered in short chapters, the book is easy to read and it should be of interest to those concerned with wealth creation in the ever changing new economy. 0 of 1 people found the following review helpful. not so good By PatLame and self promoting 19 of 20 people found the following review helpful. seminal! By Douglas S. as a professional securities trader and investor ... finally someone enlightens us to the implications of what is happening in the whole economy as a result of the "new economy" ... why the "brand" stocks of several years ago are like death and in fact may be dying ... why middlemen and manufacturer reps are in deep trouble ... why microsoft is in a panic that may not help it ... every manager of every company should be required reading ... would suggest corporate retreats to discuss topics of book ... just the best book i've read in 20 years

The American economy has been turned upside down during the past decade in one of the most tumultuous economic revolutions in world history. The result: the United States has put more distance between itself and its commercial rivals than anyone imagined possible. Annual growth in the U.S. economy matches the size of whole countries. The Dow Jones Industrial Average has reached once-unthinkable heights. Three-quarters of the world's top fifty companies are now American. In *Future Wealth*, a superbly researched book, the authors provide a startling new way of looking at America's success. The reason for our exceptional performance is the breathtaking pace at which U.S. companies today substitute information for all other resources at their disposal. The authors explore major companies that have substituted information throughout their operations. They also show how the results have been dramatic in those companies' expanded bottom lines and rising stock valuations-- and how investors can both learn and profit from the information revolution around us. *Future Wealth* is a landmark book and a very timely read for investors, managers, and policy makers the world over.

.com Two leading seers of the Internet predict the best investment opportunities for the next decade in *Future Wealth*. Francis McInerney and Sean White believe the plummeting cost of information is revolutionizing the world's economy and creating fantastic potential for wealth creation. "Throughout history, wealth has been generated by one fundamental force: the falling cost of information," write McInerney and White, advisers in the telecommunications industry for financial institutions and other investors. "Those who have known how to harness it have made fortunes. Those who have not have been destroyed." McInerney and White point out that consumers are getting more and more clout in the marketplace because of the collapsing price of computers and other technologies. In an era that will be dominated by consumers, companies must be deft at using the Internet to cut distribution time and reach customers directly. The best-positioned companies are Cisco Systems, Dell Computer, Charles Schwab, and Wal-Mart. All enjoy great cash flow, tremendous market share, rapid growth, and strong brands that will thrive in the global economy. The authors also like .com, Sprint, and Sony. On the other hand, they see uncertain futures for giants such as ATT, Intel, and Yahoo! While Yahoo! boasts a global brand, for example, it is also dangerously reliant on advertising, an unproven revenue source on the Internet. A quick read backed by impressive research, *Future Wealth* is a fascinating account for investors or anyone interested in some of the trends and top companies that are driving the Internet economy. --Dan Ring "Authors McInerney and White cleave through incredible confusion and uncertainty to provide both insight and foresight. *Future Wealth* is provocative and arresting in its clarity. In an environment where few old rules still apply, they have developed an invaluable road map for both business executives and investors alike. For anyone involved with the communications/high tech sector, this is a must-read." --Van Cullens, President, Harris Corporation "McInerney and White have given us a clear perspective on how and why we are where we are, but, more important, on where we are going in all major industries. If you have wealth and would like to keep it in the twenty-first century, *Future Wealth* is a must-read. And if you are just starting to accumulate wealth, you'd better read it quickly." --James Bowe, CEO, The New York Board of Trade "In *Future Wealth*, McInerney and White present a compelling conceptual framework that illuminates the momentous changes in our era. As computer networking, telecommunications, and electronic media converge at the speed of light, the societies and economies of the world will transform in ways we can only imagine. This book is a must-read for those building tomorrow's businesses and institutions." --Steve Halsted, Chairman and CEO, The Centennial Funds