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When Selling Makes Sense March 18, 2026

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Objectives

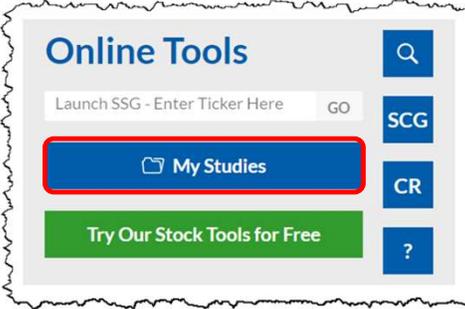


- Use BI's online tools to identify potential sell candidates
- Learn specific metrics for offensive valuation strategies
- Make selling a source of strength

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How to Access Reports



- From the BI Homepage click “My Studies” under “Online Tools”
- Three reports:
 - Summary
 - PERT
 - Diversification

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Summary Report

<input type="radio"/> Total Return <input type="radio"/> Proj Avg Return		Portfolio Total Value	\$34,525.64	Portfolio dollar-weighted average	US/DS: 5.2	% Total Return: 16.8						
Ticker	Company	Price Date	Price	Shares	Total Value	% of Portfolio	Current PE	Buy Below	Sell Above	US/DS	% Tot Ret	Rec
POWL	Powell Industries	3/11/2026	515.20	12.0	6,182.40	17.9	33.5	477.20	607.50	1.5	24.9	Hold
WAL	Western Alliance	3/11/2026	69.60	45.0	3,132.00	9.1	8.0	78.80	149.10	4.4	22.9	Buy
EXLS	ExlService Hldgs	3/11/2026	30.56	100.0	3,056.00	8.9	19.8	42.40	71.10	21.4	22.8	Buy
QLYS	Qualys	3/11/2026	96.66	28.0	2,706.48	7.8	17.8	115.80	177.40	9.6	16.6	Buy
ROL	Rollins	3/11/2026	56.08	60.0	3,364.80	9.7	51.4	65.50	96.20	9.3	15.8	Buy
CPAY	Corpay	3/11/2026	330.49	21.0	6,940.29	20.1	22.0	336.00	542.10	3.2	14.3	Buy
USLM	United States Lime	3/11/2026	117.79	25.0	2,944.75	8.5	25.2	102.70	180.20	1.9	13.5	Hold
BWXT	BWX Technologies	3/11/2026	195.98	16.0	3,135.68	9.1	54.9	134.80	237.30	0.8	8.7	Hold
EW	Edwards Lifesciences	3/11/2026	85.09	36.0	3,063.24	8.9	47.0	69.00	102.00	1.0	6.8	Hold

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PERT – Portfolio Evaluation & Review Technique

Company Name	Div	% Yield	Est EPS Nxt 12 Mo	EPS			Sales			Pre-Tax Profit			TTM EPS			Proj PE	Price	Proj RV	Proj 5Yr P/E Ratios			Est EPS Growth	PEG Ratio	U/D Ratio	% Total Return	Est 5 Years	
				Qtr End	\$	% Chg	Mill \$	% Chg	Mill \$	% Chg	% Sales	\$	% Chg	Hi	Avg				Low	Low Price	High Price						
Edwards Lifesciences	0.00	0.0	1.98	12/25 12/24	0.11 0.58	-81.0%	1569.6 1385.8	13.3%	90.4 390.1	-76.8%	5.8%	1.81 2.38	-23.9%	43.0	85.09	121.2	42.0	30.0	9.3	4.6	1.0	6.8	52.5	118.4			
Corpay	0.00	0.0	17.00	12/25 12/24	3.75 3.44	9.0%	1248.2 1034.4	20.7%	399.4 387.3	3.1%	32.0%	15.04 13.98	7.6%	29.4	195.98	136.0	50.0	36.7	23.4	10.0	5.0	3.2	14.3	233.0	645.2		
Rollins	0.73	1.3	1.21	12/25 12/24	0.24 0.22	9.1%	912.9 832.2	9.7%	15.0 11.0	6.4%	16.9%	1.09 0.96	13.5%	46.4	3/11/2026	86.7	61.0	50.0	10.9	4.3	9.3	15.8	50.1	111.6			
BWX Technologies	1.02	0.5	3.93	12/25 12/24	1.01 0.77	31.2%	885.8 746.3	18.0%	18.0 13.0	18.0%	36.8%	5.44 4.65	17.0%	16.8	195.98	136.0	50.0	36.7	23.4	10.0	5.0	0.8	8.7	83.5	288.5		
Powell Industries	1.08	0.2	17.54	12/25 12/24	3.40 2.86	18.9%	251.2 241.4	4.0%	39.0 39.0	12.5%	18.7%	13.3%	10.7%	29.4	515.20	184.7	22.7	15.9	9.1	14.0	2.1	1.5	24.9	412.0	672.6		
Qualys	0.00	0.0	5.77	12/25 12/24	1.47 1.19	23.5%	175.3 159.2	10.1%	64.4 53.8	19.7%	36.8%	5.44 4.65	17.0%	16.8	96.66	59.5	28.6	28.2	27.7	6.0	2.8	9.6	16.6	85.0	208.2		

Valuation

Quality

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Metrics that Potentially Increase Rewards



1. Percent Total Return
2. Projected P/E compared to 5-year high P/E

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PERT Offensive - % Total Return

Portfolio % Total Return 16.8%

Company Name	Proj PE	Price	Proj RV	Proj 5Yr P/E Ratios			Est EPS Growth	PEG Ratio	U/D Ratio	% Total Return	Est 5 Years	
				Hi	Avg	Low					Low Price	High Price
Edwards Lifesciences	43.0	85.09	121.2	42.0	35.5	29.0	9.3	4.6	1.0	6.8	52.5	118.4
BWX Technologies	4						0.0	5.0	0.8	8.7	83.5	288.5
United States Lime	2						2.0	1.9	1.9	13.5	64.0	218.9
Corpay	1						3.0	1.5	3.2	14.3	233.0	645.2
Rollins	46.4	56.08	86.7	61.0	53.5	46.0	10.9	4.3	9.3	15.8	50.1	111.6
Qualys	16.8	96.66	59.5	28.6	28.2	27.7	6.0	2.8	9.6	16.6	85.0	208.2

1. Selling stocks below the portfolio average may potentially increase rewards.

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Summary Table of Data

Stock	% Total Return	Proj P/E to High P/E	Projected Relative Value	PEG Ratio	Upside / Downside Ratio
BWXT	X				
CPAY	X				
EW	X				
EXLS					
POWL					
QYLS	X				
ROL	X				
USLM	X				
ROL					

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PERT Offense - Projected P/E compared to 5-year high P/E

Company Name	Proj PE	Price	Proj RV	Proj 5Yr P/E Ratios			Est EPS Growth	PEG Ratio	U/D Ratio	% Total Return	Est 5 Years	
				Hi	Avg	Low					Low Price	High Price
BWX Technologies	49.9	195.98 3/11/2026	→	50.0	36.7	23.4	10.0	5.0	0.8	8.7	83.5	288.5
Rollins	46.4	56.08 3/11/2026		61.0	53.5	46.0					1	111.6
Edwards Lifesciences	43.0	85.09 3/11/2026	→	42.0	35.5	29.0					5	118.4
Powell Industries	29.4	515.20 3/11/2026	→	184.7	22.7	15.9					0	672.6
United States Lime	22.5	117.79 3/11/2026		111.8	26.6	20.2					0	218.9
Corpay	19.4	330.49 3/11/2026		86.6	23.3	22.5	13.0	1.5	3.2	14.3	233.0	645.2

2. Selling stocks with Projected P/Es near or higher than Projected 5-Year Hi P/E may potentially increase rewards.

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Stock	% Total Return	Proj P/E to High P/E	Projected Relative Value	PEG Ratio	Upside / Downside Ratio
BWXT	X	X			
CPAY	X				
EW	X	X			
EXLS					
POWL		X			
QYLS	X				
ROL	X				
USLM	X				
ROL					

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Metrics that Potentially Decrease Risk



3. Projected Relative Value
4. PEG Ratio
5. Upside / Downside Ratio

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PERT Offensive – Projected Relative Value

Company Name	Proj PE	Price	Proj RV	Proj 5Yr P/E Ratios			Est EPS Growth	PEG Ratio	U/D Ratio	% Total Return	Est 5 Years	
				Hi	Avg	Low					Low Price	High Price
Powell Industries	29.4	515.20 3/11/2026	184.7	22.7	15.9	9.1	14.0	2.1	1.5	24.9	412.0	672.6
BWX Technologies	49.9	195.98 3/11/2026	136.0	50.0	36.7						83.5	288.5
Edwards Lifesciences	43.0	85.09 3/11/2026	121.2	42.0	35.5						52.5	118.4
United States Lime	22.5	117.79 3/11/2026	111.8	26.6	20.2						64.0	218.9
Rollins	46.4	56.08 3/11/2026	86.7	61.0	53.5	46.0	10.9	4.3	9.3	15.8	50.1	111.6
Corpay	19.4	330.49 3/11/2026	86.6	23.3	22.5	21.6	13.0	1.5	3.2	14.3	233.0	645.2

3. Selling stock with a Projected RV >115 may potentially decrease risk.

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Summary Table of Data

Stock	% Total Return	Proj P/E to High P/E	Projected Relative Value	PEG Ratio	Upside / Downside Ratio
BWXT	X	X	X		
CPAY	X				
EW	X	X	X		
EXLS					
POWL		X	X		
QYLS	X				
ROL	X				
USLM	X				
ROL					

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PERT Offensive – PEG Ratio

Company Name	Proj PE	Price	Proj RV	Proj 5Yr P/E Ratios			Est EPS Growth	PEG Ratio	U/D Ratio	% Total Return	Est 5 Years	
				Hi	Avg	Low					Low Price	High Price
BWX Technologies	49.9	195.98 3/11/2026	136.0	50.0	36.7	23.4	10.0	5.0	0.8	8.7	83.5	288.5
Edwards Lifesciences	43.0	85.09 3/11/2026	121.2	42.0	35.5	29.0	9.3	4.6	1.0	6.8	52.5	118.4
Rollins	46.4						10.9	4.3	9.3	15.8	50.1	111.6
Qualys	16.8						6.0	2.8	9.6	16.6	85.0	208.2
Powell Industries	29.4						14.0	2.1	1.5	24.9	412.0	672.6
United States Lime	22.5						12.0	1.9	1.9	13.5	64.0	218.9

4. Selling stock with PEG ratios > 2 may potentially decrease risk.

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Summary Table of Data

Stock	% Total Return	Proj P/E to High P/E	Projected Relative Value	PEG Ratio	Upside / Downside Ratio
BWXT	X	X	X	X	
CPAY	X				
EW	X	X	X	X	
EXLS					
POWL		X	X	X	
QYLS	X			X	
ROL	X			X	
USLM	X				
ROL					

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PERT Offensive – Upside / Downside Ratio

Company Name	Proj PE	Price	Proj RV	Proj 5Yr P/E Ratios			Est EPS Growth	PEG Ratio	U/D Ratio	% Total Return	Est 5 Years	
				Hi	Avg	Low					Low Price	High Price
BWX Technologies	49.9	195.98 3/11/2026	136.0	50.0	36.7	23.4	10.0	5.0	0.8	8.7	83.5	288.5
Edwards Lifescience	43.0	85.09 3/11/2026	121.2	42.0	35.5	29.0	9.3	4.6	1.0	6.8	52.5	118.4
Powell Industries	29.4	515.20 3/11/2026						2.1	1.5	24.9	412.0	672.6
United States Lime	22.5	117.79 3/11/2026						1.9	1.9	13.5	64.0	218.9
Corpay	19.4	330.49 3/11/2026						1.5	3.2	14.3	233.0	645.2
Western Alliance	7.2	69.60 3/11/2026	80.1	13.1	9.1	5.0	10.0	0.7	4.4	22.9	43.7	184.2

5. Selling stock with an U/D ratio <1 may potentially decrease risk.

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Summary Table of Data

Stock	% Total Return	Proj P/E to High P/E	Projected Relative Value	PEG Ratio	Upside / Downside Ratio
BWXT	X	X	X	X	X
CPAY	X				
EW	X	X	X	X	X
EXLS					
POWL		X	X	X	
QYLS	X			X	
ROL	X			X	
USLM	X				
ROL					

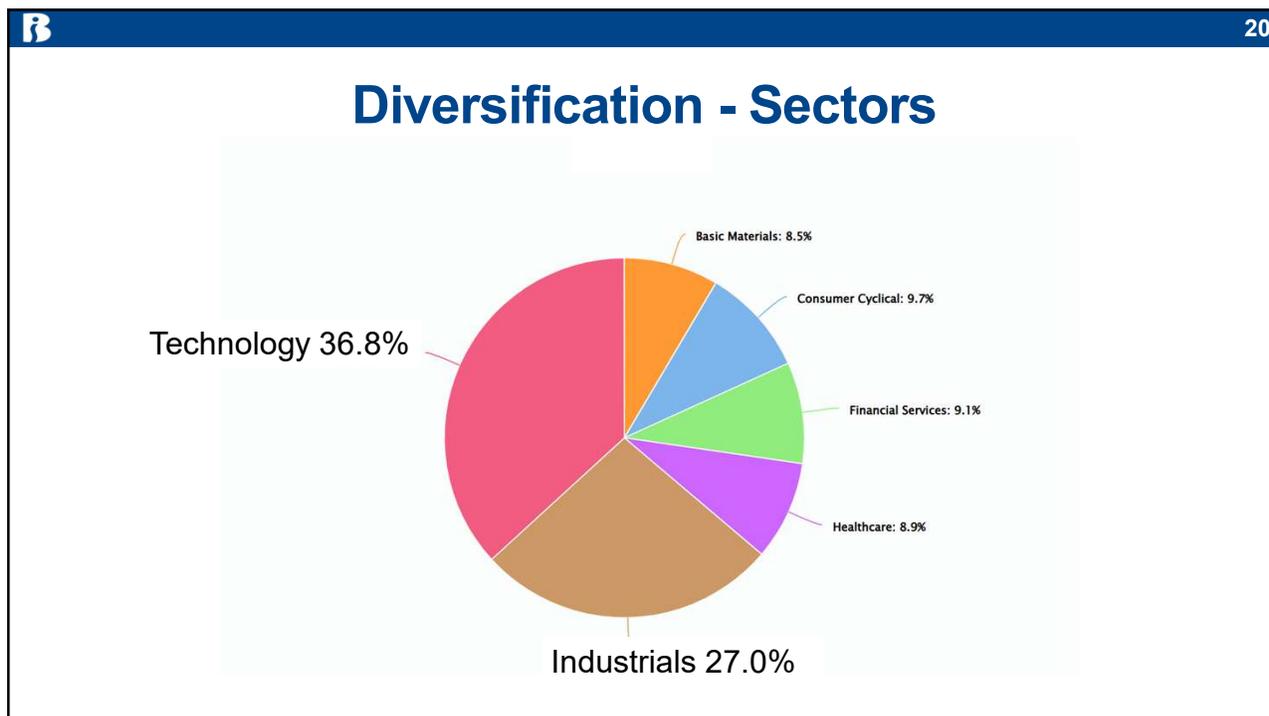
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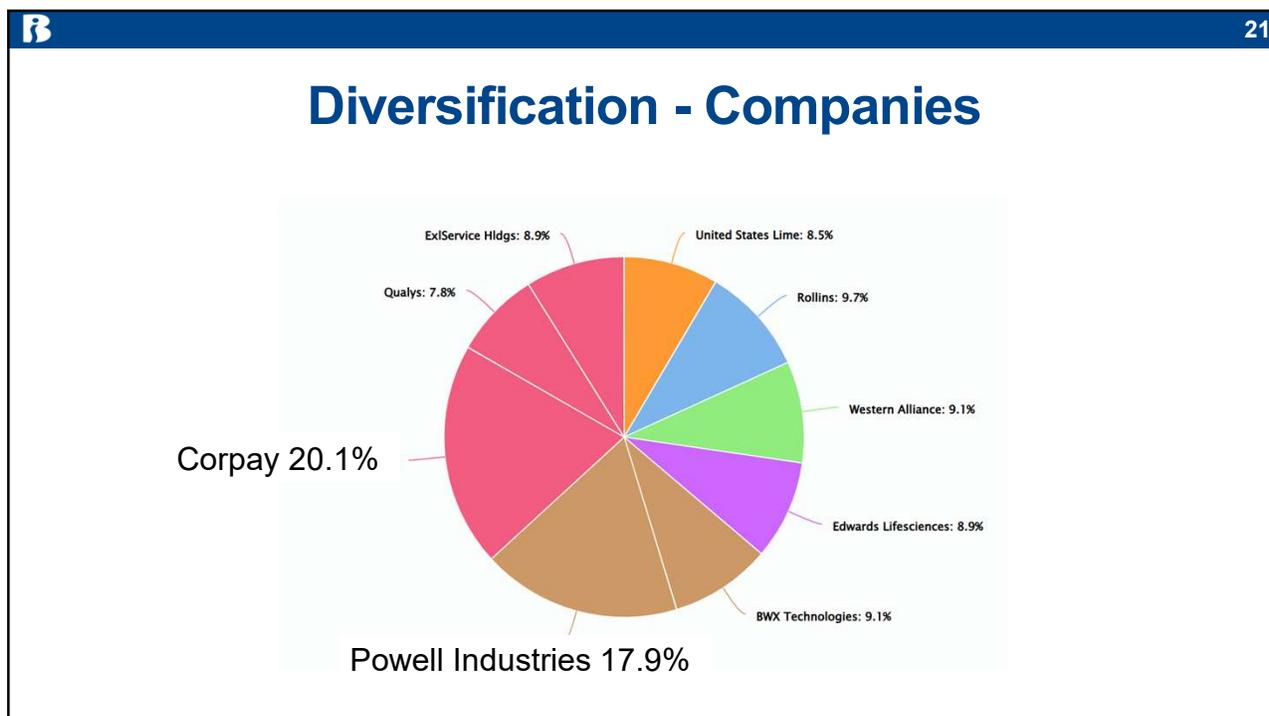
PERT Defensive- Quality

Company Name	Est EPS Nxt 12 Mo	Qtr End	EPS		Sales		Pre-Tax Profit			TTM EPS	
			\$	% Chg	Mill \$	% Chg	Mill \$	% Chg	% Sales	\$	% Chg
			↕	↕	↕	↕	↕	↕	↕	↕	↕
Edwards Lifesciences	1.98	12/25 12/24	0.11 0.58	-81.0%	1569.6 1385.8	13.3%	90.4 390.1	-76.8%	5.8% 28.1%	1.81 2.38	-23.9%
Corpay	17.00	12/25 12/24	3.75 3.44	9.0%	1248.2 1034.4	20.7%	399.4 387.3	3.1%	32.0% 37.4%	15.04 13.98	7.6%
Rollins	1.21	12/25 12/24	0.24 0.22	9.1%	912.9 832.2	9.7%	154.7 145.4	6.4%	16.9% 17.5%	1.09 0.96	13.5%
BWX Technologies	3.93	12/25 12/24	1.01 0.77	31.2%	885.8 746.3	18.7%	101.0 78.1	29.3%	11.4% 10.5%	3.57 3.07	16.3%
Powell Industries	17.54	12/25 12/24	3.40 2.86	18.9%	251.2 241.4	4.0%	47.0 39.4	19.3%	18.7% 16.3%	15.39 13.17	16.9%
Qualys	5.77	12/25 12/24	1.47 1.19	23.5%	175.3 159.2	10.1%	64.4 53.8	19.7%	36.8% 33.8%	5.44 4.65	17.0%

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Summary Table of Data

Stock	% Total Return	Proj P/E to Hi 5 Yr Proj P/E	Projected Relative Value	PEG Ratio	Upside / Downside Ratio	Quality TTM	Diversification
BWXT	X	X	X	X	X		Ind 9.1%
CPAY	X					X	Tech 20.1%
EW	X	X	X	X	X	X (neg)	
EXLS							Tech 8.9%
POWL		X	X	X			Ind 17.9%
QYLS	X			X			7/8% Tech
ROL	X			X			
USLM	X						
ROL							

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Metric	Criteria	Explanation
% Total Return	Less than portfolio return	Selling stock with return < the portfolio's average, increases portfolio return.
Proj PE vs Proj 5-Yr PE	Proj PE close to Proj 5-Yr PE	Has this stock reached its reasonable valuation limit?
Proj RV	>115	Is the stock's current valuation high compared to expectations for next 5 years?
PEG Ratio	>2	The higher the PEG ratio the more one is willing to pay for the projected growth.
U/D Ratio	<1	Is there enough potential upside for the risk?

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<h2>What we Learned</h2>		
Selling can make sense when you consider the following:		
<ol style="list-style-type: none"> 1. Valuation – 5 metrics on right side of PERT 2. Quality – Magenta boxes on left side of the PERT 3. Diversification – Sector, company and size 		

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Questions



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Appendix

- How to create a club or personal portfolio using the BetterInvesting SSG tool:
<https://www.betterinvesting.org/help-center/browse-topics/online-tools/create-portfolio>
- Portfolio Reports:
<https://www.betterinvesting.org/members/learning-center/video-learning-library/special-programs/portfolio-reports/portfolio-reports>
- Tools update: Import online study into portfolio:
Allows the recipient of a shared online study to import that study directly into a portfolio.
<https://www.betterinvesting.org:443/find-great-stocks/online-tools/updates/june-2022/import-online-study-into-portfolio>

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Summary Table of Data – Valuation Metrics

Stock	% Total Return	Proj P/E to High P/E	Projected Relative Value	PEG Ratio	Upside / Downside Ratio
BWXT					
CPAY					
EW					
EXLS					
POWL					
QYLS					
ROL					
USLM					
ROL					

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Summary Table of Data – Complete

Stock	% Total Return	Proj P/E to Hi 5 Yr Proj P/E	Projected Relative Value	PEG Ratio	Upside / Downside Ratio	Quality TTM	Diversification
BWXT							
CPAY							
EW							
EXLS							
POWL							
QYLS							
ROL							
USLM							
ROL							

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