

# OSIF ALUMNI CONVERSATIONS

with **Nate Baim** - Investment Planner



## How did this course help prepare you for your current role?

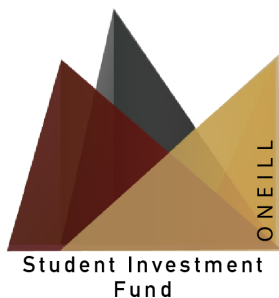
In my current role, I'm the sole operator of the registered investment advisory firm. While I was at Willamette there was a lot of focus on entrepreneurship especially in the second year where you learn about the principles of entrepreneurship and strategy. At that time I was taking the OSIF class, I was also in a strategy course and the professor asked us to think of a new venture that we wanted to establish possibly that semester or after we graduated. In the OSIF class I was learning about investment management, and during one of the semesters, we had an opportunity to speak with professionals out in the field. With that opportunity to go out and speak with professionals in the field it gave me the chance to see how these people went out and started their own company doing investment management. My understanding of the industry was that you had to go to work for a big company in order to provide any kind of investment management, you have to be part of some larger apparatus. In combination with OSIF and the strategy class, the biggest thing I got out of it is that you can go out and start your own investment management firm.

The second biggest thing was that because we were managing real dollars and cents there were real consequences to our decisions. We were being held accountable by a board and to the performance, we provided during the semester. That was also really good because that's what I do now today. I help people with their financial plans and investments. I've got to be able to articulate what is going on in the current markets and why I think the reason things are going on the way that they are and what the consequences are to them and why we've invested the way that we are. The class really provided the language and framework to be able to do that.

## Who is your financial investor idol?

I was going to say off the cuff, Chris Magaña. One I am following right now is Ray Dalio. I've been reading his work on LinkedIn, he's the one I've been following the most right now but other good ones to follow of course are Warren Buffet and Benjamin Graham who is like the father of investing.

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## How did this course's layout enrich your overall education experience?

We were asked to journal and provide our thoughts on what we thought the markets were going to do. Then we would use basically the wisdom of the crowd to move the conversation towards a decision about making an investment. That was really cool about how to operationalize investment decisions as a team. Of course, there were the hard nuts and bolts about what is risk-adjusted performance, how do you make a bench? How do you track a benchmark? What is your performance we all took to the benchmark? Then we all took that stuff to the client or in this case to the board.

Before I started the business I'm operating now, I went to work at Intel as a financial analyst and inside of OSIF we had to focus in on evaluating a company and it's stock price. We had to do some detailed financial statement analysis and some of that was very helpful as a financial analyst in the corporate setting. Because it had a much clearer understanding of how the income statement and the balance sheet interacted together. The importance of free cash flow and how that impacts evaluation. As a corporate financial analyst at least at Intel we're charged with being the guardians of the balance sheet and income statement and really serving the interest of the shareholder to make sure business decisions are aligned with improving the evaluation of the company.

## What's the biggest takeaway you got from this course?

The consequential learning side of it and the opportunity to actually do it. Especially when you're talking with a client and in the world of investing there is risk and so much uncertainty that you learn what it really means to work in that by doing it. I think for any professional who's starting out they either learn quickly or it takes time for them to do that. This class helped me to be quicker to understand the reality of investing with other people's money.