

**Not Investing Like Warren Buffett: Based on a True Story**

INTERIOR WEALTH MANAGER'S OFFICE - LATE MORNING.

AR, AP and WEALTH MANAGER sat at table behind presentations and cups of tea. Chit-chat draws to a close.

AR

So, we follow a value investment philosophy, and make a small number of high conviction investments.

WEALTH MANAGER nods, knowingly.

WEALTH MANAGER

We are always on the look-out for good value managers. We are big fans of 'X'. We love the way he finds quality businesses and buys them for the long-term. It's a real Warren Buffett approach. It seems like you are doing something very similar.

A familiar weight falls over AR and he mentally begins to gather his things.

AR

Not exactly.

WEALTH MANAGER stops nodding.

WEALTH MANAGER

Not exactly what?

AR

Not exactly similar to manager 'X'. You see 'X' is not actually a value investor. He's a quality growth investor, like Warren Buffett. Our investment philosophy is quite different.

WEALTH MANAGER

Different to Warren Buffett?

AR

Almost the opposite, in fact.

AP kicks AR under the table. Look of confusion / alarm / concern on WEALTH MANAGER'S face. Long silence.

EXTERIOR STREET SCENE - AUTUMNAL, GREY SKY, RAIN.

AR and AP walking down Gresham Street. AP muttering about AR ruining another perfectly good meeting.

