

# KAREN RICCIO

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## PROFESSIONAL SUMMARY

Senior financial writer with 26 years specializing in investment analysis, tax policy, and newsletter content for high-net-worth audiences. Proven track record generating \$1M+ in subscriber revenue through compelling content. Expert in translating complex financial topics — from private equity and options to commodity markets — into actionable insights for retail investors.

## PROFESSIONAL EXPERIENCE

### **Freelance Financial Writer (26 years ... and going)**

- Monthly contributor to Newsmax's *Financial Intelligence Report* (FIR) paid newsletter since 2014, delivering in-depth investment analysis and market commentary for subscriber base of 50,000+ readers
- Write monthly tax relief and tax policy articles for TaxRise, translating complex IRS regulations into client-friendly guidance
- Past freelance clients include The Oxford Club, [StreetAuthority.com](http://StreetAuthority.com), [InvestorPlace.com](http://InvestorPlace.com), Wyatt Research, [ETFtrends.com](http://ETFtrends.com), Wall Street Daily, and others
- Produced 200+ articles covering stocks, ETFs, options, commodities, and alternative investments across multiple publication platforms

### **Senior Investment Writer, Weiss Ratings (3 years)**

- Writer for Weiss Ratings Daily blog, producing 3–5 articles per week on market trends, stock analysis, and investment strategies
- Ghostwriter for Gavin Magor's *Weiss Ultimate Portfolio*, Chris Graebe's *Deal Hunters Alliance* (private equity newsletter), and other Weiss editors
- Created special reports for promotional campaigns, supporting subscriber acquisition and retention initiatives
- Conducted in-depth research on emerging sectors including surveillance technology, government contractors, and NextGen TV broadcasting

### **Financial Writer/Content Manager, True Market Insiders (1.5 years)**

- Content manager for Costas Bocelli's *Sector Spotlight* paid newsletter service; generated investment ideas and wrote weekly free articles and premium subscriber content

- Sent out time-sensitive trade alerts to subscribers, covering stocks, options, ETFs, and commodities
- Produced weekly bylined articles combining technical analysis, current market topics, and actionable investment recommendations
- Managed content workflow across multiple CMS platforms, ensuring consistent publishing schedule and brand voice

## **Senior Editor, Enterprise IT Group, Informa (11 years)**

- Produced weekly e-newsletter and quarterly magazine, *The AFCOM Journal*, for IT and data center facilities professionals
- Responsibilities included writing, editing, overseeing design, meeting with Data Center Institute Board for editorial planning, and soliciting technical articles from freelance contributors
- Coordinated successful transition from print to digital magazine format, reducing production costs while maintaining subscriber engagement
- Managed editorial calendar, freelance writer relationships, and production timelines for association serving 5,000+ members

## **Managing Editor/Copywriter, InvestorPlace (7 years)**

- Captured Doug Fabian's voice for three financial advisory services: *Successful Investing*, *VIP Investor*, and *High Monthly Income* (HMI)
- Developed, wrote, edited, and coordinated content for two monthly newsletters and two weekly issues across all services and associated websites
- Instrumental in creating and coordinating the launches of *VIP Investor* and *High Monthly Income*; acknowledged for helping generate \$1 million in sales within 60 days
- Managed editorial production workflow, ensuring on-time delivery of all subscriber communications and marketing materials

## **Managing Editor, *Enterprise Management Issues* (10 years)**

- Edited and solicited technical articles from freelance writers for bi-monthly magazine serving IT professionals
- Planned yearly editorial calendar; supervised graphic artist and oversaw production from concept to delivery
- Wrote management-focused and promotional articles for publication, building readership and advertiser interest

## **Early Career: Sports and Lifestyles Editor, *The Dispatch* (McClatchy) (5 years)**

Sports Editor/Writer and Lifestyles & Entertainment Editor for daily newspaper in Gilroy, California.

## **EDUCATION**

### **Bachelor of Science in Journalism**

California Polytechnic State University, San Luis Obispo