



DC Regional Chapter News

Greetings.....

from Lorna Daniels

I have the honor of being the President of the DC Regional Chapter of NAIC for the coming year. As Chair of the 1999 and 2000 Investor's Fairs: I know they could not have been as successful as they were had it not been for the cooperation, help and support of the officers and directors and the large attendance. With the same dedication and support, we hope to bring you another productive and highly successful year.

With a membership of 17,000 and more than 1,000 investment clubs in our chapter, the tremendous task of bringing you the variety and caliber of courses and programs is monumental and time-consuming, especially since we do not have a paid staff. Every director of the DC Chapter is an unpaid volunteer who makes sacrifices and contributes time and energy promulgating NAIC principles and concepts. I personally thank each and every director, officer and volunteer for their dedication and efforts.

The officers and members of the Board are filled with ideas and enthusiasm. The 2001 Investors Fair, new classes, seminars, trips and workshops are being planned. Register early to avoid disappointment.

As we maintain no staffed office; your quickest response is through our Web site:

<http://www.better-investing.org/regions/metrodc.html>

E-mail the director whose job relates to your question. Voice mail is also available at 202-387-1950.

We look forward to a great and productive year.
With Best Wishes for Successful Investing,

Lorna Daniels, President
DC Regional Chapter NAIC

NEW OFFICERS ELECTED

Our Chapter's Annual Meeting was held this year in the Rosslyn Westpark Holiday Inn on May 20th and 16 directors were elected. (See Page 4 for list of directors.) The new officers are:

- **Lorna Daniels, President**
- **Benay Glymph, Vice President**
- **EC Eklund, Secretary**
- **Larry Wiener, Treasurer**

Mr. Lee Chang, our guest speaker, presented "Long Term Investment vs. Long Term Speculation." It was an illuminating topic for

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NEW CLUB WORKSHOPS AND LOCATIONS!

Judy Berkey, Education Director, was very excited to announce that the chapter will be holding classes in three locations. "This should save commuting time for our students and enable us to serve more people in smaller classes. In addition we are going to hold club workshops this year." The first one will be for club presidents and the second workshop will focus on club education program planning. This is an opportunity to share ideas with other clubs. The workshops will be led by chapter directors. (See fall education schedule for the new class locations and club workshop dates.)

NEW! COMPUTER INVESTOR GROUP

Chuck Harris, Computer Services Director, told this editor he plans to start a computer investor group. He plans to have eight meetings beginning

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FALL 2000 INVESTMENT COURSE SCHEDULE

NOTE WE HAVE THREE LOCATIONS

Each 1/2-Day class: \$30 1-Day class: \$50 2-Day class: \$80

VIRGINIA - HOLIDAY INN, ROSSLYN

STOCK SELECTION GUIDE (1 DAY) Sept 23 9AM-4PM
Instructor: Ingerid Miles Prerequisite: Investing Concepts for SSG
For beginning investors, covers NAIC's fundamental analysis tool, the SSG.

INVESTING CONCEPTS FOR THE SSG Oct 14 9AM-12PM
Instructor: Ingerid Miles No Prerequisite
How to research and analyze stocks using on-line data sources.

INTERNET RESOURCES FOR INVESTORS Oct 14 1PM-4PM
Instructor: Trinkia Reddie No Prerequisite
How to find and use on-line resources for investors.

NAIC INVESTING PRINCIPLES Oct 28 9AM-12PM
Instructor: Natonne Kemp No Prerequisite
Learn to read annual reports and to understand financial data.

ANNUAL REPORTS Oct 28 1PM-4PM
Instructor: Don Lucas No Prerequisite
Learn to read annual reports and to understand financial data.

ADDING JUDGMENT TO THE SSG Nov 4 9AM-12PM
Instructor: Ingerid Miles Prerequisite: SSG
Improve your judgment skills on the five key SSG decision points.

CASH FLOW Nov 4 1PM-4PM
Instructor: Don Lucas Prerequisite: Annual Reports
Learn how to understand and use cash flow data from a company's annual report.

STOCK SELECTION GUIDE (1-DAY) Nov 11 9AM-4PM
Instructor: Joy Boston Prerequisite: Investing Concepts for SSG
For beginning investors, covers NAIC's fundamental analysis tool, the SSG.

MUTUAL FUNDS Dec 2 9AM-12PM
Instructor: Natonne Kemp/Nancy McIntyre No Prerequisite
An introduction to mutual funds and how to incorporate them into your financial plan.

DRIPS AND DIPS Dec 2 1PM-4PM
Instructor: Natonne Kemp/Susan Tanoë No Prerequisite
Investing with Dividend Reinvestment Plans and Direct Investment Plans.

YEAR-END TAX WORKSHOP FOR CLUB TREASURERS
Jan 6, 2001 9AM-12PM & 1PM-4PM (Choose AM or PM session)
Instructor: Don Lucas/Anne Uno Prerequisite: Club Accounting
The steps a treasurer must take at year-end to close the books, prepare the club tax return and prepare for the yearly audit.

*** NEW! CLUB WORKSHOPS ***

Oct 21 1PM-3PM Workshop for Club Presidents \$10

Nov 18 1PM-3PM Club Education Program Workshop \$10

VIRGINIA - TYSONS WESTPARK (BEST WESTERN), McLEAN

INVESTING CONCEPTS FOR THE SSG Sept 9 9AM-12PM
Instructor: Judy Berkey No Prerequisite
Topics include NAIC investing philosophy, investment terminology, using Value Line and Standard & Poor data resources and calculating revenue and EPS growth rates.

CLUB ACCOUNTING WORKSHOP Sept 9 1PM-4PM
Instructor: MaryJo Clark No Prerequisite
Procedures necessary to maintain investment club records using NAIC Club Accounting software. Sufficient time will be allotted for questions.

PORTFOLIO MANAGEMENT TOOLS Oct 7 9AM-12PM
Instructor: Judy Berkey Prerequisite: SSG
Using PERT, the PERT worksheets A & B, and the Stock Comparison Guide to evaluate your portfolio and make buy-hold-sell decisions.

STOCK SCREENING Oct 7 1PM-4PM
Instructor: Brian Goodhart Prerequisite: SSG
Screening for investment candidates with AAll's Stock Investor Pro's built-in screens or by creating your own. Will also cover how to import the results into Toolkit.

MARYLAND - FAIRFIELD INN CAPITOL BELTWAY, BELTSVILLE

INVESTING CONCEPTS FOR THE SSG Sept 23 9AM-12PM
Instructor: Sheila Christian/Fred Kalema-Musoke No Prerequisite
Topics include NAIC investing philosophy, investment terminology, using Value Line and Standard & Poor data resources and calculating revenues and EPS growth rates.

MUTUAL FUNDS Sept 23 1PM-4PM
Instructor: Natonne Kemp/Nancy McIntyre No Prerequisite
An introduction to mutual funds and how to incorporate them into your financial plan.

STOCK SELECTION GUIDE (1 DAY) Oct 7 9AM-4PM
Instructor: MaryJo Clark Prerequisite: Investing Concepts for SSG
For beginning investors, covers NAIC's fundamental analysis tool (the SSG).

STOCK SELECTION GUIDE (2-DAYS) Nov 4 & 11 9AM-4PM
Instructor: Sheilah Christian/Susan Tanoë No Prerequisite
This two-day course will cover NAIC investing principles, using investing resources, the Stock Check List and the SSG.

INTERNET RESOURCES FOR INVESTORS Dec 2 9AM-12PM
Instructor: Trinkia Reddie No Prerequisite
How to find and use on-line resources for investors.

YEAR-END TAX WORKSHOP FOR CLUB TREASURERS
Dec 2 1PM-4PM
Instructor: MaryJo Clark No Prerequisite
The steps a treasurer must take at year-end to close the books, prepare the club's tax return, and prepare for the yearly audit.

Each 1/2-Day class: \$30 1-Day class: \$50 2-Day class: \$80

Please bring pencil, ruler, calculator and highlighter to all classes.

New Officers, cont'd from Page 1

members grounded in NAIC principles.

For the past four years, the DC Regional Chapter has sponsored a portfolio contest for its clubs and the winners are announced at the annual meeting. There were 4 divisions and the club winners in each division received \$100 for first place, \$50 for second place and \$25 for third place. First place winners also received club subscriptions to the Advisory Service and second and third place winners received a club subscription to BITS.

???What is CIG??? See New! Computer Investor Group, page 1.

INVESTMENT COURSE LOCATION DIRECTIONS

Holiday Inn, Rosslyn, VA 1900 Ft Myer Dr 703-807-2000
 From I-495 (Beltway) take Exit 9B to I-66 Eastbound. Go approximately 10 miles to Exit 73, Rosslyn/Key Bridge. Continue to first light and turn right on Nash St. Holiday Inn is on left. Parking garage available. Wheelchair accessible.

Tyson's Westpark (Best Western) McLean VA 8401 Westpark Drive 703-734-2800
 From I-495 (Beltway) take Exit 10, Leesburg Pike/Tysons Corner Route 7. West on Route 7, turn right at sixth traffic light onto Westpark Drive. Hotel is on your immediate right. Wheelchair accessible.

Fairfield Inn, Beltsville, MD 301-572-7100
 From I-495 (Beltway) take Exit 27, (I-95 north). Take exit 29B (Route 212). Continue for one-half mile to hotel on right. Wheelchair accessible.

**** Please bring pencil, ruler, calculator and highlighter to all classes.

Computer Group, Cont'd from Page 1

on October 18. Programs include:

- * Reviewing and discussing BITS SSGs
- * Selection of on-line brokers

Check our web site for more information:
<http://www.better-investing.org/regions/metrodc.html>
 Or call our voice mail at 202-387-1950, Option 3.

??DID YOU KNOW?? Wall Street got its name from a stockade or wooden barrier built in 1653 to protect the settlers from attacks by the Indians.

FALL INVESTMENT COURSE INFORMATION

Special arrangements: Sign language interpreters must be requested six weeks prior to class date.

Requests for refunds must be submitted in writing and will incur a \$10 processing fee; requests for rescheduled courses will not incur a fee.

**** **REGISTRATIONS MUST BE RECEIVED ONE MONTH IN ADVANCE OF COURSES.**

Each 1/2-Day class: \$30 1-Day class: \$50 2-Day class: \$80

Further information and registration forms are available on our website:

<http://www.better-investing.org/regions/metrodc.html>

To find out last minute information, call 202/387-1950.

FALL 2000 INVESTMENT COURSE REGISTRATION FORM

Please make checks payable to: **DC Regional Chapter - NAIC.** Mail to: Registrar, DC Regional Chapter PO Box 77421 Wash DC 20013.

Confirmation will be sent only if an email address is provided.

Each 1/2-Day class: \$30 1-Day class: \$50 2-Day class: \$80

NAME: _____

Address _____

Course _____ Course Date _____

Email address _____

Phone _____ Amt Enclosed _____

(Please duplicate this registration form for multiple classes. Registration and payment must be received one month in advance.)

Please bring pencil, ruler, calculator and highlighter to all classes

DC REGIONAL CHAPTER - NAIC
PO Box 5457
Arlington, VA 22205

WEB SITE <http://www.better-investing.org/regions/metrodc.html> VOICE MAIL 202-387-1950

Board of Directors Roster

Officers:

Lorna Daniels, President
Benay Glymph, Vice President
E.C. Eklund, Secretary
Larry Wiener, Treasurer
Marilyn Ordway, Pres. Advisor

Associate Directors:

Mary Jo Clark
Charles Harris, Comp Services
Sandra Hill, Public Relations
Fred Kalema-Musoke
Natonne Kemp, Course Registrar
Trinka Reddie
Philip Turner

Directors:

Judith Berkey, Education
Joy Boston, Voice Mail
Sheilah Christian, Inv Club Seminar
Carroll Durham, Jr.
Dolores Holtsman, Asst Treasurer
Florence King, Assoc Director Training
Don Lucas
Ingerid Refour, Club Relations & Club Visits
Susan Tanoe
Bertley Thomas
Anne Uno, Parliamentarian

Directors Emeritus:

Bob Casey, Radio Contact
Emma Dimpfel

THE DC REGIONAL CHAPTER-NAIC IS A VOLUNTEER EDUCATIONAL ORGANIZATION
AND DOES NOT ENDORSE OR RECOMMEND SPECIFIC SECURITIES.

*Coming Next Spring!!!
Spring investors Fair
Fri., March 23 & Sat., March 24
Reserve these Dates!!!*