



Investment Education Since 1951  
www.better-investing.org

Investment Education for  
Individual Investors and Investment Clubs in  
Southern Ohio, Northern Kentucky and Southeastern Indiana

# OKI TRI-STATE CHAPTER NEWSLETTER

JANUARY, 2005

TABLE

OF CONTENTS:

*President's Message* ..... Page 1  
*List of Award-Winning Clubs*  
*at Annual Meeting* ..... Page 2  
*Peer Award* ..... Page 2  
*President's Day* ..... Page 2  
*Investors Fair* ..... Page 3  
*EduFest* ..... Page 4 & 5  
*Education Schedule* .....  
*Core Classes* ..... Page 6  
*Library Programs* ..... Page 6  
*CinMIC and DayMIC Model*  
*Investing Clubs* ..... Page 8  
*Computer Users' Group*.. Page 8  
*Registration Form*  
*for ALL EVENTS* ..... Page 7

## OKI TRI-STATE CHAPTER CONTACTS:

### Greater Cincinnati:

Mary Lyn Fledderman  
859-384-1991  
mlgoerke@juno.com

### Dayton:

Hank Pesa  
937-435-1146  
pesa@gemair.com

## OKI NEWSLETTER:

EDITOR: Charlotte Verwold  
cpver@aol.com/513-753-4665  
PRODUCTION: Dene Alden  
dalden@one.net/513-489-7454

*The best way to know about all the activities in the OKI Chapter is to visit our website listing all current events, classes dates, times and locations:*

**better-investing.org**  
**/chapter/okitri**

## OKI President's Message

Greetings OKI NAIC members –

The OKI Tri-State Chapter program for 2004 has concluded. The Investors Fair in September, Annual Meeting in November and core education series have been wrapped up and analyzed. These events underscore a major frustration of our Chapter Board of Directors – EVENT ATTENDANCE. Fewer than 75 individuals attended the Annual Meeting; approximately 100 attended the Investors' Fair; only a handful attend our classes. Somehow I expect a better turnout from a base of nearly 4,000 NAIC club & individual members in our area. In prior years attendance in excess of 350 individuals at an Investors' Fair was common and class attendance approached and at times exceeded capacity.

The committees for these events plan them months in advance, they are advertised in every vehicle we have – the **Better Investing** magazine, the OKI website, postcards to your Club Contacts, emails to all on our lists, this *Newsletter*, and also announcements at every preceding event. We would like to feel they are quality events and an excellent value – classes, speakers, resources, etc. These events get very favorable comments from attendees. Yet, few members take advantage of these opportunities. We have asked ourselves, “Why?” I am now asking you, “Why?” Please take a few minutes to write me regarding your wishes regarding Chapter events and class offerings.

Undaunted, we plan events for 2005. In addition to our core educational offerings in the spring, we have a couple of major events of note. The first is our **2<sup>nd</sup> Annual Presidents' Day** event, which is scheduled for April 2<sup>nd</sup> at the Hamilton County Educational Service Center. This is intended to provide information and resources to Club presidents (presiding partners, whatever) to enable them to be a more effective club officer. See the article on page two for specifics and the registration is on page seven.

The second event is an **EduFest**, which is a one-day program of short classes. It is being planned for April 30, and is described on pages four and five of this *Newsletter*.

We, the OKI Board, are here to serve the needs of investment clubs in our three state, 50 county area. We need to know what you feel you need. Please write me at: OKI Tri-State Chapter, NAIC; P.O. Box 751, Yellow Springs, OH 45387  
Or [jpsutton@woh.rr.com](mailto:jpsutton@woh.rr.com)

*Sincerely,*  
*Jerry Sutton*



OKI Tri-State President, Jerry Sutton (standing, far left) looks on as spokesperson, Mr. James Caplinger of the SEMC Investors Club recalls 35 years of club memories at the 2004 Annual Meeting at the Clarion Hotel & Suites in Blue Ash. Standing behind Mr. Caplinger are other representatives of award winning clubs, list on page two.

OKI Tri-State 2004 Annual Meeting:

## Honors Clubs and Volunteers



Mr. Jim Caplinger of 35 year award-winning SEMC Investors Club of Centerville, Ohio addresses attendees at the OKI Annual Meeting.

### 35 YEAR CLUB:

SEMC Investors, Centerville, OH

### 20 YEAR CLUBS:

MAST, Cincinnati, OH  
Greenbacks Investment Club,  
Beavercreek, OH

### 10 YEAR CLUBS:

Hole In Won Investment Club,  
Miamisburg, OH,  
Combine Our Resources Effectively,  
Dayton, OH,  
MASH Investment Club, Englewood, OH  
Common Cents Investment Club,  
Xenia, OH

Live Stock Investment Club,  
West Milton, OH

### 5 YEAR CLUBS:

Squirrels' Nest Investors Club,  
Cincinnati, OH  
College Women's Investment Club,  
Dayton, OH  
Space Mountain Investors,  
Cincinnati, OH  
Big Money Investment Club,  
Bellbrook, OH  
Woody's Investors, Cincinnati, OH  
Highland County Senior Investment  
Club, Hillsboro, OH  
Monday Madness, Cincinnati, OH  
Buckeye Triple M Investment Club,  
Cincinnati, OH  
Risky Babes, Cincinnati, OH

## Second Annual Presidents' Day

When: **Saturday – April 2<sup>nd</sup>, 2005**

Where: Hamilton County Educational  
Service Center  
11083 Hamilton Ave.  
(just south of I-275, Exit 36)  
Cincinnati, Ohio

Time: 8:30 AM – 12:00 PM

Cost: **Club Presidents – no cost if  
registration post marked  
on or before 2/28/05,**

\$10.00 thereafter.

All others \$15.

Includes coffee, bagels, handouts, etc.

What: Round table discussions with  
other local **club leaders** and  
Chapter directors on topics  
such as:

- Member Participation
  - Club Accounting
  - Club Programs
  - NAIC & Chapter Resources
  - Educational Programs
  - Running Effective Meetings
  - Portfolio Management
- And more...

**REGISTRATION FORM ON  
PAGE SEVEN**

Do not miss out on a chance to learn from other experienced club members and leaders. Discover how other clubs run their meetings and explore growth stocks using NAIC tools. Space is limited. Make your reservations early, deadline is March 20th.



Mary Lyn Fledderman (back to camera, left) leads a group discussion at the First President's Day Breakfast last year. Discussions were designed to assist both clubs and individual members in problem identity and solving.

## Roger Stafford Honored



The OKI Peer Award for 2004 was presented to Roger Stafford, by Jim Falter, Chairman of the Peer Awards Committee, for his multifaceted support of the OKI Chapter's many activities. Roger was a tri-chair of our first Computer Fair, served as Chair of the Education Committee, where he led the conversion of our educational presentations to power point format, and accepted the challenge to lead the Chapter's Youth Program by developing and mentoring both junior-high and senior-high investment clubs in the Mariemont school system. Not one to rest on his laurels, Roger has also volunteered to be the Chapter's Assistant Treasurer and Treasurer of his Investment Club. To prepare himself for these new roles, he has signed up to teach club accounting and taxes classes for the Chapter since, in Roger's mind, the best way to learn is to teach.

**Congratulations, Roger, you deserve it!**

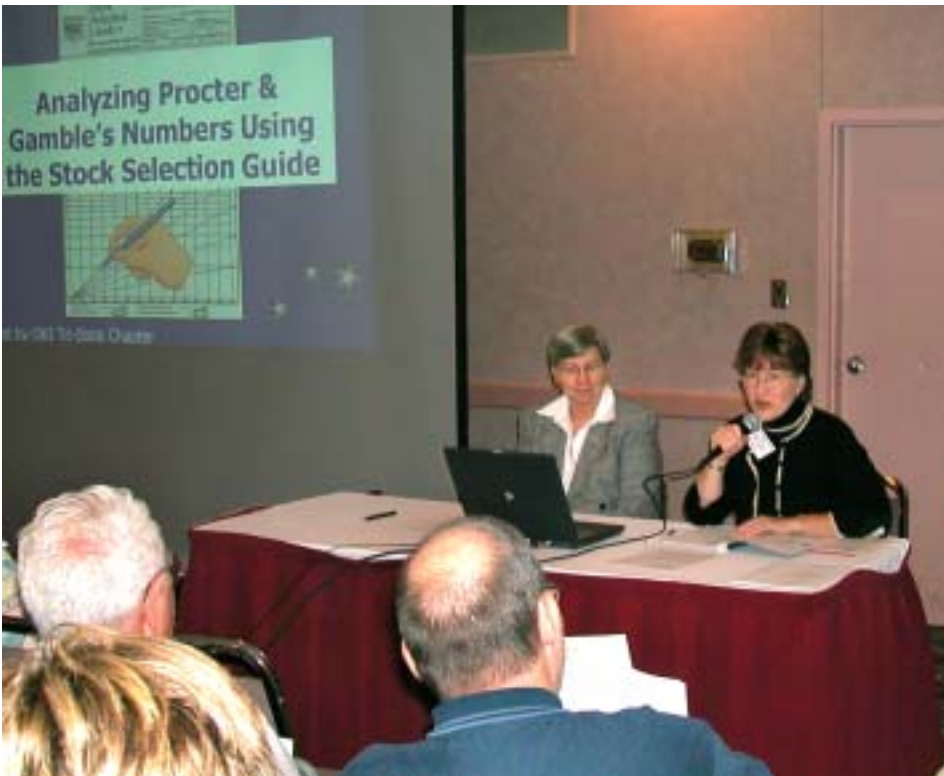
# Investors Fair®

If you didn't attend our Fourteenth Annual Investors Fair last September, you missed out on receiving a "wealth" of information to help you make sound investment decisions. The two-day event included presentations from six top-notch corporations; BP, Toyota, Synovus, Pan Pacific Realty, Cemex and an analysis of P&G numbers using the Stock Selection Guide.

Nine educational seminars were presented Friday evening with two additional seminars during the day on Saturday. In addition to the featured corporate presentations on Saturday, attendees had the opportunity to have discussions with several other exhibit-



*The Green Envy Investment Club visiting the NAIC Investors Fair and were interviewed by host Chris DiSimio (left). Club members pictured (from left) Jeremy Kuempel, Hannah Pardue, Carrie Porter and Kendal Miller. These young investors took questions on their portfolio selections and investment decisions. Their portfolio contains 10 stocks and has a 28% rate annual return.*



*Virginia Purdy, OKI Chapter Director and Denise Chambers, Individual Investor Program Coordinator, Investor Relations at Procter & Gamble discuss and cover the financial information used for judgment on completing an SSG on P&G.*

[www.better-investing.org/chapter/okitri](http://www.better-investing.org/chapter/okitri)

ing companies. The attendees received an assortment of written information from the companies in attendance as well as the availability of annual reports from companies who were unable to attend.

An established feature of our Investors Fair for the last several years has been the live presentation of the Saturday morning WVXU radio program, "On The Money" with Chris DeSimio. This year's show included a panel discussion with members of the newly formed youth stock investment club "Green Envy" from Mariemont High School. The discussion with the enthusiastic participants indicated they have learned a whole lot about stocks in the short time of their club's existence. The organization of investment clubs in schools has been a high priority of the OKI Chapter and we are elated to see it come to fruition.

As a Corporate Member of NAIC, Procter and Gamble has been a strong supporter of the OKI Investors Fairs. It was decided, for this Fair to use a different method to present the P&G story.

Gretchen Hurt prepared a power point program using an SSG to present P&G information. Denise Chambers of P&G and Virginia Purdy, OKI Director used the slides to discuss the P&G information contained in their SSG. Even though it was not done to teach how to do an SSG, it certainly helped to show the value of doing one. Although Denise is no longer with the Investor Relations Section of P&G, she has encouraged them to use the presentation at other Investors Fairs.



*Patrick A. Reynolds, Senior V.P. & Director of Investor Relations for Synovus presented his company's financial story. Other great corporate presentations were given by other high quality companies such as: BP, Cemex, Pan Pacific REIT, P&G and Toyota.*

OKI TRI-STATE CHAPTER OF



Serving Investors In  
Southern Ohio,  
Northern Kentucky and  
Southeastern Indiana

**Saturday  
April 30, 2004  
8:30 A.M to  
4:00 P.M.**

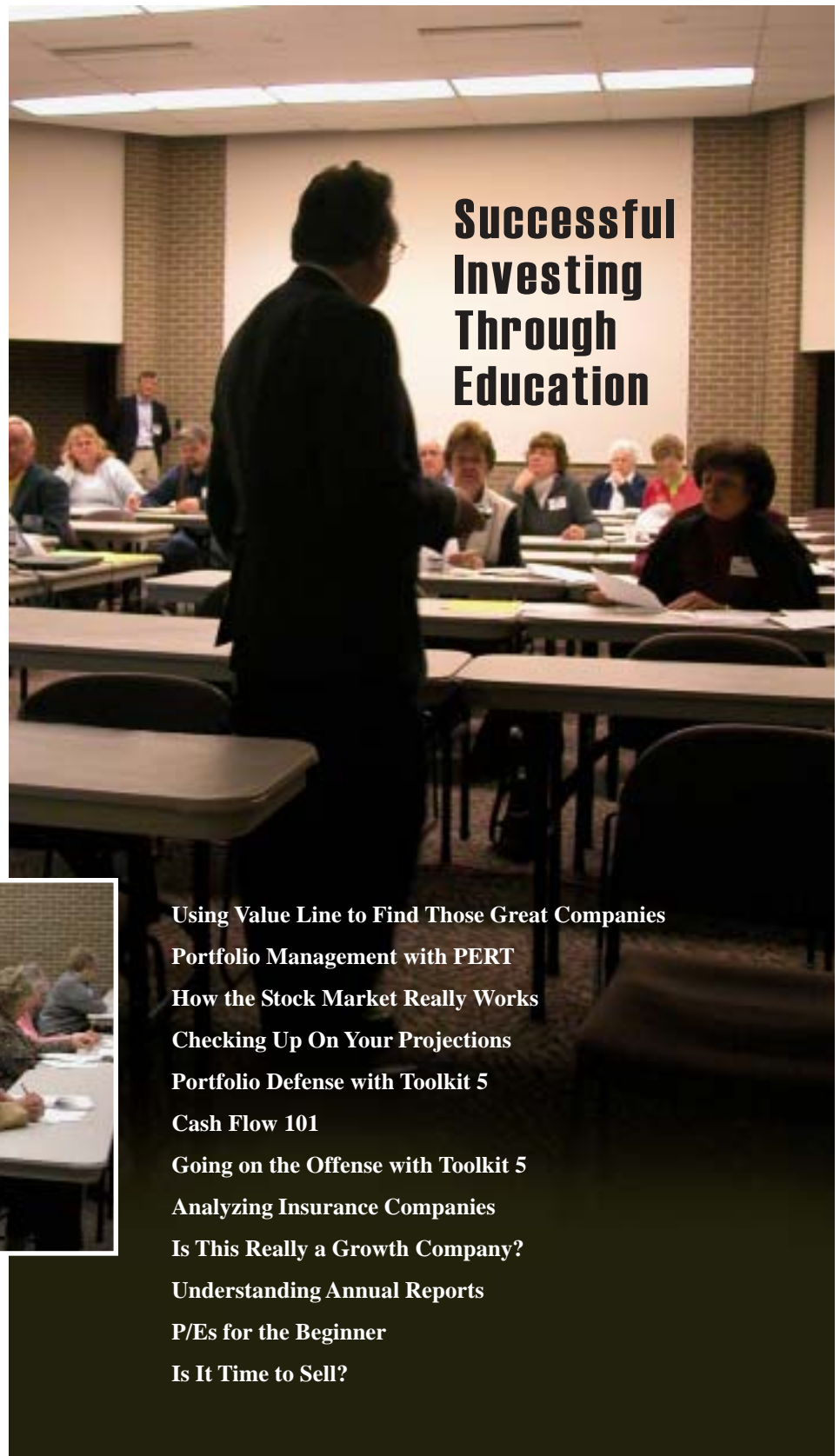
**Clarion  
Hotel & Suites  
5901 Pfeiffer Road  
Cincinnati  
Map on Page 8**

**Twelve Classes,  
Two Tracks:  
Basic & Advanced**

**Lunch Included**

**Early Bird Discount -  
Registration  
Form on  
Page Seven**

# SPRING EDUFEST



**Successful  
Investing  
Through  
Education**



*Virginia Purdy, above, teaching "Red Flags On Your SSG" and Jim Hurt, right, instructing on "Balance Sheet Ratios" at the EduFest in Springfield last April.*

- Using Value Line to Find Those Great Companies**
- Portfolio Management with PERT**
- How the Stock Market Really Works**
- Checking Up On Your Projections**
- Portfolio Defense with Toolkit 5**
- Cash Flow 101**
- Going on the Offense with Toolkit 5**
- Analyzing Insurance Companies**
- Is This Really a Growth Company?**
- Understanding Annual Reports**
- P/Es for the Beginner**
- Is It Time to Sell?**

# EduFest Seminar Descriptions & Schedule

## 8:30 AM Registration and Networking

**9 AM Class 1B - Basic Track - Using Value Line To Find Those Great Companies** - Value Line continues to be an excellent source of information about companies and even if you have switched to using Online Premium Services for your data, you will still find much useful information in Value Line that will help you select the best companies to study. We will talk about some of the additional information and analysis that you find in Value Line which helps you pick the best companies. *Instructor: Mary Thomas*

**9 AM Class 1A - Advanced Track - Portfolio Management With PERT** - The Portfolio Evaluation Review Technique (PERT) is a tool designed to help investors quickly spot problems that are developing in companies they own. Many investors also use the PERT to check on stocks they are thinking of buying in order to make sure there are no problems developing. Even if you own just one stock, you have a portfolio and it is important to learn how to manage that portfolio so that you make money rather than lose money investing in stocks. *Instructor: Don Bunnell*

**10 AM Class 2B - Basic Track - How The Stock Market Really Works** - Learn about different types of stock purchases and sales such as stop loss, limit or market orders, and how you can use them to your advantage. Learn what happens when that order is placed and how the price is determined when you place a market order. See how using the wrong order at the wrong time can cost you money. *Instructor: William Horton*

**10 AM Class 2A - Advanced Track - Checking Up On Your Projections** - How good are the projections that you make about a stocks potential growth in sales and earnings? Do you feel comfortable with your projections or do you feel like you are just pulling numbers out of thin air? There are tools available that will help you decide if your projections are reasonable. We will look at two of these tools, the Preferred Procedure and the Implied Growth Rate. *Instructor: Sandy Lowery*

**11 AM Class 3B - Basic Track - Portfolio Defense With Toolkit 5** - The new Toolkit 5 has many added features that make Portfolio Management easier than ever before. We will show how you use the Portfolio Defensive Tools to monitor all the stocks in your portfolio and quickly determine which stocks may be getting into trouble. *Instructor: Russ Fox*

**11 AM Class 3A - Advanced Track - Cash Flow 101** - Want to make sure you are investing in good companies? Learn how to read and understand the Cash Flow Statement. The Cash Flow Statement is perhaps a bit more difficult to understand than the Income Statement or the Balance Sheet but it is well worth the effort to learn how to read this statement. We will discuss the three parts of the Cash Flow Statement and explain what they are telling us. *Instructor: James Hurt*

## 12 NOON - LUNCH

**1 PM Class 4B - Basic Track - Going on the Offense With Toolkit 5** - Not only is it important to be able to quickly determine which of your stocks may be getting into trouble, it is also important to be aware of those stocks that may have appreciated so much in price that there is little upside potential left. We will discuss how to determine if one of your stocks has little price appreciation left and what you should do then. *Instructor: Virginia Purdy*

**1 PM Class 4A - Advanced Track - Analyzing Insurance Companies** - Insurance Companies, like other financial institutions, require some additional information in order to complete a Stock Selection Guide. We will take a close look at this industry and talk about the kinds of information you need to know before you invest in an insurance company. *Instructor: Gretchen Hurt*

**2 PM Class 5B - Basic Track - Is This Really A Growth Company?** - NAIC encourages us, especially beginners, to invest in growth companies. The Stock Selection Guide was designed to be used to analyze growth companies. However not all companies are growth companies. If you are looking at an income stock or a cyclical stock some parts of the SSG will not be as useful. We will show you where the clues are found on the SSG that tell you if the company is an income stock or cyclical stock and what you should be looking at in those cases. *Instructor: Gretchen Hurt*

**2 PM Class 5A - Advanced Track - Understanding Annual Reports** - This presentation will include a discussion of each section of the Annual Report including its background, the information provided and importance to your analysis of the company. A readily available analysis tool will also be discussed. *Instructor: Jerry Sutton*

**3 PM Class 6B - Basic Track - P/Es For The Beginner** - The Price to Earnings Ratio (P/E) is an important ratio used by most investors to help determine a fair price to pay for a company. One of the hardest things for new investors to learn is the importance of not paying too much for stocks. We will talk about why this ratio is so important, the various types of P/Es and how you use the P/E to make sure you "buy low". *Instructor: Doug Chang*

**3 PM Class 6A - Advanced Track - Is It Time to Sell?** - The most difficult decision we have to make as investors are deciding when it is time to sell a stock. It may be a stock that dropped in price and we are trying to decide if we should cut our losses, or it may be a stock that has increased in value so much that there is no price appreciation left and we are trying to decide if we should take our money off the table. In both cases individual investors and clubs often agonize and wait too long before selling. We will talk about the warning signs that indicate it is time to sell a stock. *Instructor: Russ Fox*

## Registration Form on Page Seven

## CLASS AND EVENT CALENDAR/WINTER-SPRING, 2005

CLASS DESCRIPTIONS:	Date/Time:	Location:	Instructor:
<p><b>Introduction to Investing</b> (Three parts, but each can stand alone)  <b>Part 1: Investing for the Beginner</b> is for people who are new to investing and covers the basic information you need to learn.  <b>Part 2: Learning about the Value Line Investment Survey</b> is a detailed walk through of the information found on a Value Line Sheet.  <b>Part 3: Using the Stock Check List.</b> This is the simplest of the NAIC tools. You may sign up for one, two or all three sessions.  <b>Fee is \$45 for all three sessions or \$15 for each individual session.</b></p>	<p><b>Dayton:</b> Thurs. Jan. 27, Feb. 3 and 10, 7 - 9 P.M.</p> <p><b>Cincinnati:</b> Sat. Feb. 26 Part 1: 9:00 AM Part 2: 11:00 AM <i>(Part 3 not offered at this time.)</i></p>	<p><b>Dayton:</b> Southminster Presbyterian</p> <p><b>Cincinnati:</b> St. Thomas Episcopal Church</p>	<p><b>Dayton:</b> P. Goetz M. Anderson C. Hightower</p> <p><b>Cincinnati:</b> N. Luddeke M. Thomas</p>
<p><b>Taxes and Year-End Accounting:</b> Reviews each step of the year-end accounting procedures that must be completed before doing the taxes. <b>Provides</b> instructions on how to complete IRS form 1065 and K-1 forms. For new Club Treasurers who use Club Accounting software.  <b>Fee \$15.</b></p>	<p><b>Dayton:</b> Feb 3, 7:00 -9:00 P.M.  <b>Cincinnati:</b> Feb. 15, 6:30 - 8:30 P.M</p>	<p><b>Dayton:</b> Southminster Presbyterian</p> <p><b>Cincinnati:</b> HCEC</p>	<p><b>Dayton:</b> S. Lindquist-Skelley</p> <p><b>Cincinnati:</b> D. Bunnell</p>
<p><b>Doing and Understanding A Stock Selection Guide:</b> Covers the why and how to do a Stock Selection Guide. Designed for both "Newbies" and as a refresher course. People who know how to do a SSG but would like a refresher course on what the SSG tells them may sign up for the first three sessions as a refresher course. Session 4 is a three hour session on how to do the calculations.  <b>Fee for the full course (4 sessions - 9 hours) is \$60.</b>  <b>Fee for the first three sessions refresher course is \$45.</b>                      Suggested prerequisite: Introduction to Investing</p>	<p><b>Dayton:</b> Sat. Feb. 19, Parts 1,2, &amp; 3, 9:00 AM to Noon 1:00 to 4:00 P.M. Part 4 on Feb. 26 9:00 - 11:00 AM</p> <p><b>Cincinnati:</b> Sat. Mar. 5, Parts 1, 2, &amp; 3 9:00 AM - 3:00 PM Part 4 on Mar. 12 9:00AM - Noon</p>	<p><b>Dayton:</b> Southminster Presbyterian</p> <p><b>Cincinnati:</b> St. Thomas Episcopal Church</p>	<p><b>Dayton:</b> T. Salmon G. Senter</p> <p><b>Cincinnati:</b> M. Daniels, C. Jacobsen S. Lowery</p>
<p><b>Applying Judgment to SSG:</b> (3 Parts) Adds advanced judgment concepts to the analysis of a completed SSG. Reviews how to analyze ownership, capitalization, debt, sales, earnings, price history and how to do industry comparison. Advanced concepts including Preferred Procedure, various types of P/Es, outliers, Relative Value and PEG Ratio are covered.  <b>Fee \$45</b>                      Prerequisite: familiarity with SSG.</p>	<p><b>Dayton:</b> Thurs. Mar. 3, 10 &amp; 17 7:00-9:00 P.M.</p>	<p><b>Dayton :</b> Southminster Presbyterian</p>	<p><b>Dayton</b> G. Hurt</p>
<p><b>SPRING 2005 EDUFEST:</b>                      A full day of seminars to learn successful investing. The approximately fifty-minute courses follow a Basic and an Advanced Track. You can pick and choose between tracks for six sessions. Lunch is included. A special rate for "Early Bird" sign up before April 1st, so don't be anyone's fool. Save money while you learn to invest! For complete description of this event, schedule and description of classes being offered, see pages four and five.</p>	<p><b>Saturday</b> April 30, 8:30 AM - 4:00PM</p>	<p><b>Cincinnati:</b> Clarion Hotel &amp; Suites, 5901 Pfeiffer Rd. Cincinnati, OH</p>	<p><b>Various</b></p>

**Library Item: Better Investing Seminar: NEW CLUB!**

A Better Investing Seminar was sponsored by the Anderson Senior Center on November 17<sup>th</sup>. Interest was shown in starting an Investment Club at the Center by those in attendance. The Director of the Center felt that this was something they would like to sponsor. OKI Members, Gretchen Hurt, who led the presentation, with the help of Grace Huddleston, Nancy Luddeke and Charlotte Verwold, agreed to hold an organizational meeting at the Center on February 23<sup>rd</sup> at 1 P.M.. The Senior Center is located at 7970 Beechmont Avenue. Everyone is welcome to come and explore the possibility of becoming a part of this new Club.

**Free Library Seminar: "AIDS TO INVESTING"**

The Anderson Branch of the Cincinnati Public Library is sponsoring a free Better Investing Seminar titled "Aids to Investing". This program will be presented by Gretchen Hurt, assisted by Katie MacEachen and Nancy Luddeke. It is being held on Tuesday, January 25<sup>th</sup> at 7:00 P.M. The Anderson Library is located at the corner of the Five Mile Connector and State Rd., across from Mercy Anderson Hospital. If you have any questions, please call Nancy Luddeke at (513) 474-1311.



*Library presentations are a good way to introduce others to the NAIC way of investing. The groups are small and the informal discussions often lead to greater interest from beginners for other OKI events.*

For a detailed description of seminars and any schedule changes or additions, visit our web site at [www.better-investing.org/chapter/okitri](http://www.better-investing.org/chapter/okitri).

# MASTER REGISTRATION FORM FOR ALL EVENTS

All classes, activities and events are posted on the OKI website. All postings include MAPS to each activity.

Go to: [www.better-investing.org/chapter/okitri](http://www.better-investing.org/chapter/okitri) and scroll down to the activity desired and click on the hyperlink "(map)" posted after each address location. This will automatically download a map of the location.

## EDUCATIONAL CLASSES RESERVATION FORM (SEE PAGE 6)

**Pre-registration is required for all classes, deadline is one week prior to class.**

Date of Class: \_\_\_\_\_ Location: \_\_\_\_\_ Fee: \_\_\_\_\_

Name of Class: \_\_\_\_\_

Total for classes: \$ \_\_\_\_\_

Check-in opens 1/2 hour before class begins. Refunds are made only if class is canceled. Deadline for registration is three days before class. All facilities are handicap accessible. Notify of special needs two weeks ahead of final registration date.

### CLASS LOCATIONS:

**Hamilton County Educational Service Center (HCESC):**

11083 Hamilton Avenue, Cincinnati, OH 45231  
Just south of I-275, Exit 36, on Hamilton Ave., south of Waycross.

**St. Thomas Episcopal Church:**

100 Miami Avenue, Terrace Park, OH 45174  
South of Milford, turn East on Miami Avenue from Route 52, please check map if not familiar with area.

**Southminster Presbyterian Church:**

7001 Far Hills Avenue, Centerville, OH 45459  
Just south of I-675, Exits 4A or 4B, on Far Hills Ave., south of Alex Bell.

## PRESIDENTS' DAY RESERVATION FORM (SEE PAGE 2)

Enclosed is \$ \_\_\_\_\_ for \_\_\_\_\_ reservations to the OKI Tri-State Chapter Presidents' Day on Saturday, April 2, 2005 at the Hamilton County Educational Service Center.

Fee: **President, free if registered on or before Feb. 28, 2005, after Feb. 28, \$10.** Guests and others, \$15 each.

**Advance registration is required. Deadline: March 20th.**

Total for this event: \$ \_\_\_\_\_

## SPRING EDUFEST REGISTRATION FORM (SEE PAGES 4-5)

**2005 Spring EduFest in Cincinnati, Ohio, Saturday, April 30, 2005, 8:30 AM - 4:00 PM**

Clarion Hotel & Suites, 5901 Pfeiffer Road, Cincinnati, Ohio  
(Map on page 8 and website: [www.better-investing.org/chapter/okitri](http://www.better-investing.org/chapter/okitri))

Please made reservations for \_\_\_\_\_ (number of people).

If more than one, please indicate information for each attendee on a separate copy of this sheet.

**EARLY BIRD FEE (before 4/1/05):** \$40 NAIC # \_\_\_\_\_

\$50 Non NAIC Member

**REGULAR FEE (after 4/1/05):** \$50 NAIC # \_\_\_\_\_

\$60 Non NAIC Member

**If you would like a CD disk of all of the class materials, please add \$5.00/disk.**

(Registration includes lunch and class materials of classes chosen. Vegetarian meals available upon request by 4/15.) Pick up reservation packet at the door. We reserve the right to make refunds to late registrans. Facility is wheel-chair accessible. Call 859-3364 by April 15 for any other handicap accommodations.

Total for this event: \$ \_\_\_\_\_



Please check the boxes below for seminars desired ( **B**- Basic, **A**- Advanced; times & descriptions on page 5):

- 1B.** Using Value Line To Find Those Great Cos.
- 1A.** Portfolio Management With PERT
- 2B.** How The Stock Market Really Works
- 2A.** Checking Up On Your Projections
- 3B.** Portfolio Defense With Toolkit 5
- 3A.** Cash Flow 101
- 4B.** Going On The Offense With Toolkit 5
- 4A.** Analyzing Insurance Companies
- 5B.** Is This Really A Growth Company?
- 5A.** Understanding Annual Reports
- 6B.** P/Es For The Beginner
- 6A.** Is It Time To Sell?

Club Name: \_\_\_\_\_

Name: \_\_\_\_\_ NAIC #: \_\_\_\_\_

Address: \_\_\_\_\_ Phone: \_\_\_\_\_

City: \_\_\_\_\_ Email\*: \_\_\_\_\_

State and Zip Code: \_\_\_\_\_ Total for all events: \_\_\_\_\_

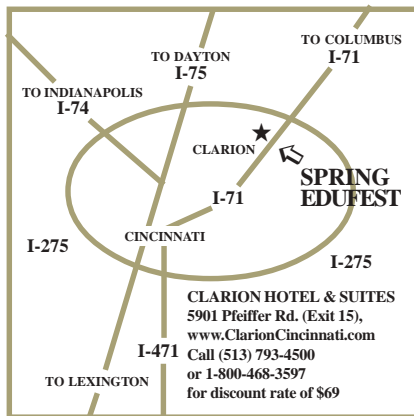
Make check payable to and mail to: **OKI Tri-State Chapter NAIC c/o Yoland Moschella, P. O. Box 19214, Cincinnati, OH 45219.**  
Email: [ymoschella@cinci.rr.com](mailto:ymoschella@cinci.rr.com). \*Email address will only be used for registrar's use (if needed), sending OKI's Monthly Chapter Chat and future OKI events.



**OKI Tri-State  
Chapter of  
N.A.I.C.,  
National Assoc. of Investors Corp.  
c/o Yolanda Moschella  
P.O. Box 19214  
Cincinnati, OH 45219**

NON-PROFIT ORG.  
U.S. POSTAGE  
PAID  
CINCINNATI, OH  
PERMIT #777

Visit OKI website for a complete listing of all events: [better-investing.org/chapter/okitri](http://better-investing.org/chapter/okitri)



Clarion Hotel & Suites is located at Exit 15 off Interstate 71 (first exit south of I-275). Turn west and Hotel entrance is the first light west of the freeway, entrance lies between the BP Station and Bob Evans.

## OKI-COMPUTER USER GROUP



Want to learn more about investing? The OKI Computer Users Group may be just the activity you are looking for. This year the Computer Users Group has embarked on a program to study stocks and industries that are not growth stocks. We are applying NAIC principles to studying these stocks and learning what kinds of adjustments we have to make to the Stock Selection Guide. The following topics will be covered in 2005:

**JANUARY** - Investing in an ADR (American Depository Receipts which are foreign stocks), Presentation by Douglas Chang

**FEBRUARY** - Learning about Value Stocks and Value Investing, Presentation by Gretchen Hurt

**MARCH** - Investing in Income Stocks, Presentation by Gene Senter

**APRIL** - Investing in REITS, Presenter TBA

**MAY** - Investing in a Diversified Company, Presentation by James and Gretchen Hurt

The Computer Users Group meets on the third Monday of every month from September through May. Meetings are held at the Lane Public Library, 1485 Corydale Drive, Fairfield, Ohio. All meetings begin at 6:30 PM and end at 8:45 PM. Meetings are free and open to the public.

## CINMIC AND DAYMIC MODEL INVESTMENT CLUBS



Have you ever wondered how other investment clubs operate? How they present stocks to their club? How they decide to buy, sell, or hold?

The Cincinnati and Dayton Model Investment Clubs were established to provide answers to these questions for local investment clubs, as well as for individuals. The clubs are open to the public at no charge. You (and, if you are in a club, your members) are invited to attend the meetings, with absolutely no obligation to join. The educational programs are excellent, and the discussions lively.

CinMIC meets on the third Saturday of the month from 9:30 to 11:30 AM on the second floor of the Greenhills Municipal Building located at 11000 Winton Road in Greenhills, Ohio. If you have any questions, please contact Don Bunnell at (513) 779-0444 or e-mail [dbunnell@cinci.rr.com](mailto:dbunnell@cinci.rr.com).

DayMIC meets on the third Wednesday of every month at 7:00 PM, Aley United Methodist Church, 4143 Kemp Rd., Beaver Creek, OH 45431, use cemetery side door, walk to office and up stairs, first room on left. If you are planning to attend, please email or call Ruth Mazzone (937) 426-6019, [prmazzone@sbcglobal.net](mailto:prmazzone@sbcglobal.net) for location change.