

SOUTH WEST NEWS



Editor: Jackie Forslund (941) 743-3789 forslund@sunline.net

SWFC web site: <http://old.better-investing.org/regions/swflorid.html>

SEPTEMBER, 2003

REGISTRATION FOR THE FOLLOWING EVENTS:
MAKE CHECKS PAYABLE TO SWFC-NAIC

MAIL TO : Phyllis Brocklehurst
5207 Skylark Court
Cape Coral, Fl. 33904

CHECKS MUST BE POSTMARKED BY RSVP DATE!

Questions??? Phylleebrock@aol.com
(239) 945-4501

PRESIDENTS COFFEE

Saturday, October 18, 2003 at 9:00AM.
(sign-in at 8:30AM)

Royal Palm Yacht Club, Ft. Myers

(Sponsored by Royal Palm Yacht Club member Carolyn Veglia)

The South West Florida Chapter of NAIC will present another important opportunity for an exchange of methods to improve and stimulate your club's interest and attendance. **Betty Honeycomb**, winner of the Melba Congleton Award, will give a short talk on her manner of inspiring her club. **Topics will be discussed to assist you and your club members with real and timely answers which have proven successful in motivating other investment clubs.** Those difficult experiences "which all clubs have witnessed" can be shared with those who have found positive solutions and successfully resolved issues which have brought about important and lasting benefits to our clubs. There will be time allotted for each president and/or club representative to express the negative and then the positive means used to advance their club's cohesiveness. This is an important meeting which we feel will be worthwhile to any and all club presidents. **Danish and Sharing. COME AND JOIN US!** Presidents or their representatives are **free**, extra people are \$10.00 each.

(See page 2 for details)

NAIC CLUB ACCOUNTING

\$ \$ TREASURERS' WORKSHOP \$ \$
Saturday, November 15, 2003

9:00AM to 3:30PM (sign-in starts at 8:30)

Herb Barnett, a director of the NAIC Computer Group, will be presenting a **full-day Treasurers' Workshop (NAIC Club Accounting)** on Saturday, November 15, 2003. **Club treasurers**, this is your opportunity to learn how to use all of the different aspects of the software, to fine-tune your skills, and to ask questions of one of the most knowledgeable people in this subject area. Herb travels extensively for NAIC. He has given similar workshops for our chapter three or four times. **We scheduled this at this time to help you to understand year-end closings.** Assistant treasurers and "treasurers-to-be" are also urged to attend. Bring pencil & paper to take notes & questions.

(See page 2 for details)

The Melba J. Congleton Memorial Award

Melba J. Congleton was a SWFC Treasurer and Director from 1993 until her death in 2000. She gave "over and above" that which was expected. Thus, she helped found and form the SWFC, which is in its 10th year going on 11. She epitomized the NAIC volunteer in so many ways: she would tutor clubs who needed extra help, she taught the SSG, she attended NAIC conventions to gain more knowledge of investing, and she kept the Chapter going when, at times, it could have ceased. All in all, Melba gave of herself for the cause of investment education.

There are many like Melba in the SWFC. The SWFC instituted the Award in 2002 and awarded its first recipient, Betty Honeycomb, at the Annual Meeting in 2003. In order to qualify, a person has to be a member of NAIC in good standing for at least 2 years and have provided exceptional service to his/her fellow club members or an individual member. The person should have worked without seeking recognition, epitomize volunteerism, and not be a member of the SWFC Board.

Nominations are due in writing to the President of the SWFC by January 15, 2004. Give specific examples of what the person has done that would warrant this award. Include the name, phone number, and NAIC membership number with the nomination. The person selected will be announced at the ninth annual meeting of SWFC scheduled for April 3, 2004.

2004!!! What Already???

PERT!

"Beginning PERT"

(Portfolio Evaluation Review Technique)

Saturday, January 17, 2004
9:30 TO 12:00 NOON

Josephine Calabro, the Vice President of SWFC-NAIC

will make the presentation. Have you heard about **PERT** but don't know what it does or how to do it? Or have you tried and just don't understand it? Then this workshop is for you. Jo will begin with the basics of **PERT** and walk you through the entire program.

(See page 2 for details)

At the present time, South West News is being sent to only one member of each club. Until we can expand our mailing list we ask that these "club contacts" share the Newsletter with other members in their club. **Thank you for your help.**

Editor: Thoughts on portfolio diversification

REITs have been in the news lately so perhaps we should briefly discuss them and how they can fit into your portfolio strategy. Most investors had not heard of them prior to recent talk about mortgage rates moving in an upward direction. While appreciation is considered secondary, **REITs** do pay larger dividends than most other companies. The attraction and interest in dividends have returned as a means of increasing income together with appreciation for a greater total return on investment.

REITs were created in 1960 by the United States Congress for the benefit of the small investors who had previously been kept out of the large-scale real estate market. Through the purchase of equities in real estate companies, shareholders can benefit in the same way they do when investing in stocks of other corporations. The ownership of **REITs** give the investor greater diversification through a portfolio of properties rather than a single building in addition to management by experienced real estate professionals.

A new book titled, Investing In REITs (Real Estate Investment Trusts), by author, Ralph L. Block, will allow the reader a relatively simple way of learning about **REITs** and how they can operate as an investment.

Chapter E-Mail List

Please emphasize to ALL your club members that they should be on our Chapter E-mail List. We do NOT send out a lot of mail, but DO try to remind you of workshops, tell you when the classes are being set-up, and notify you of new or upgraded, software. If you OR your club members, are not on the List, or not sure if you are on the List, please send your e-mail address to: jrannenberg@earthlink.net.

2003 - 2004 CALENDAR OF EVENTS

For details and driving instructions, see our web site: <http://old.better-investing.org/regions/swflorid/html>

- 10/18/2003: "Presidents Coffee":** 9:00-11:30am. (Sign-in starts 8:30am) Royal Palm Yacht Club, (sponsored by Royal Palm Yacht Club member Carolyn Veglia), 2360 W. First St., Ft. Myers. **Directions:** First Street runs along the south side of the Caloosahatchee River, Royal Palm Yacht Club is west of La Marina, where First Street takes a right angle to the left, then comes out by the Edison Home. Cost: President (or their representatives) is FREE. Additional persons are \$10.00 each. **RSVP by October 11th.**
- 11/15/2003: Herb Barnett's** presentation, "NAIC Club Accounting for Treasurers", 9:00am - 3:30pm (Sign-in starts at 8:30am) at the Holiday La Marina, 2220 W. First Street, Ft. Myer. **Directions:** First Street runs along the south side of the Caloosahatchee River. The La Marina is about four blocks west of the old RT. 41 bridge, downtown. **Cost:** \$40 includes lunch. **RSVP by November 8th.** Don't forget to bring pen and paper.
- 1/17/2004: "Beginning PERT"** presented by, **Josephine Calabro**, 9:30 – 12:00 noon (Sign-in starts at 9:15am), doors open at 9:00am. At the South (Lee) County Regional Library, 21100 Three Oaks Pkwy, Estero. **Directions:** I-75, exit #123, west on Corkscrew Road to the first traffic light, right onto Three Oaks Pkwy. The Library is about 0.1 miles on the left. Cost: \$10. **RSVP by January 10th.** Don't forget to bring pen and paper.
- 2/13/2004 "The Zen of Cash Flow" & "The Preferred Procedure",** **Saul Seinerberg**, Director, NAIC Computer Group, will present his program at the Royal Palm Yacht Club (sponsored by Royal Palm Yacht Club member Carolyn Veglia). 2360 W. First Street, Ft. Myers 6:30pm – 8:45pm. (Sign-in starts at 6:15pm) **Directions:** First Street runs along the south side of the Caloosahatchee River. Royal Palm Yacht Club is west of La Marina, where First Street takes a right angle to the left, then comes out by the Edison Home. **Cost:** \$15.00. **RSVP by February 6th.** Bring pencil & paper to take notes.
- 2/14/2004 "Portfolio Management: the Good, the Bad, & the Rest of Us" (morning topic) & "Finding Growth Sectors on \$1 a Day!" (afternoon topic).** **Saul Seinerberg**, 9:00 – 3:30pm (Sign-in starts at 8:30am). Royal Palm Yacht Club (sponsored by the Royal Palm Yacht Club member Carolyn Veglia), 2360 W. First Street, Ft. Myers **Directions:** First Street runs along the south side of the Caloosahatchee River. Royal Palm Yacht Club is west of La Marina, where First Street takes a right angle to the left, then comes out by the Edison Home. **Cost** \$40, lunch is included. **RSVP by February 7th.** Bring pencil & paper to take notes.
- 4/03/2004 "Annual Luncheon Meeting",** presenter to be arranged. 9:00am – 1:30pm (Sign-in starts at 8:30am) at the Holiday Inn La Marina, 2220 W. First Street, Ft. Myers. **Directions:** First Street runs along the south side of the Caloosahatchee River. The La Marina is about four blocks west of the old RT.41bridge, downtown. **Cost:** \$40, lunch is included. **RSVP by March 27th.**

❖ To Contact any of our directors, please use our web site. We want to help!



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www.better-investing.org

SOUTH WEST FLORIDA CHAPTER EVENTS

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