

NAIC-NJ NEWS



Investors Academy March 29, 2003 Will Feature 4 Corporations, Afternoon Seminars

The third NJ Investors Academy will provide what NAIC members have indicated that they want: 1) to meet face-to-face with some corporate leaders, and 2) to receive instruction in NAIC methods using the computer and the Internet for managing a portfolio.

Representatives from four companies will be featured:

- Cemex (CX)
- Mity Enterprises (MITY)
- Synovus (SNV)
- Trex (TWP)

Two classes will highlight NAIC's new Online Premium Services (OPS) 1) a look at the NAIC web site and the OPS data and how to download company data right into your computerized SSG program 2) how to screen more than 9000 stocks with the OPS database



using your own screening criteria.

Other classes include NAIC tools, judgment, mutual funds, and a "When to Sell" panel discussion will promise a lively discussion.

A special track for "Newbies" will walk neophyte investors through the NAIC steps for successful investing.

State of NJ Taxes Partners in Clubs

Less than a week after meeting with NJ delegates about the proposed NJ Tax on individual partners, NAIC's Ken Janke (Chairman of the Board) and Dick Holthaus (CEO) of the National Office got in our corner

and have assisted NJ's claim for an exemption for partners in investment clubs in NJ. Phil Crocker, VP of Club Development in NAIC-NJ, is determined to get a tax exemption (or at least a partial exemption) for the part-

ners of NJ investment clubs. "We have to be like a flea on a dog's back—just keep being a pest until they understand about 'partnerships' of investment clubs."

Phil led a delegation to Trenton to testify.

New Jersey Chapter
National
Association of
Investors Corp

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Special points of interest:

- March 29th Investors Academy registration details inside
- NAIC's fight against NJ State Tax on Partnerships
- Annual Meeting May 15 at Morris County Library, 30 East Hanover Ave, Whippany, 7-9 pm
- 2003 Calendar inside

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NAIC's Online Premium Services (OPS)

NAIC's Online Premium Services (OPS) provides current stock financial data from Standard and Poor's Compustat, and is downloadable directly into your NAIC software programs (Toolkit, SA, or Classic). OPS is included in the cost of individual membership in NAIC and for a nominal extra cost for those who have club memberships. All the data necessary for completing an SSG and also for using the portfolio management tools (such as

Data for 9,000+ Stocks

Portfolio Management Guide, PERT, and Challenger) are included in one click of the mouse!

If you haven't explored OPS, go to www.better-investing.org and type in a ticker symbol. Since the service is only for members, you'll have to "register," so have your NAIC membership number handy to fill in the short form.

More than 9,000 stocks are there, waiting for you to analyze, and the new Prospector software program can screen stocks in the OPS database.

If you want to learn more about this new Internet service, come to the NJ Investors Academy March 29th and attend classes on the subject.

New Jersey Chapter Provides Many Opportunities

<http://old.better-investing.org/regions/newjerse.html>

As a rule, the **Computer User Group** meetings focus on the "Stock to Study" published in the most recent Better Investing Magazine. Responding to requests to alternate venues, CUG alternates between meetings at West Windsor Library and Haworth Library on the third Saturday of the month.. Tom Marion heads up the CUG with Brian Altschul assisting.

See web site for schedule.



The CUG uses Investor's Toolkit, Stock Analyst, and NAIC Classic Plus for demonstrations. If you have software questions, the CUG is the place for you.

WE NEED VOLUNTEERS!
NAIC-NJ is an all-volunteer organization. If you would like to help, please tell one of the directors. No pay, but we're a fun, hardworking bunch and we learn from one another. We're in particular need for teachers (you get training!) and publicity know-how. See you at The Investors Academy!

Dates to Note

March 29th NJ Investors Academy-- see enclosed brochure

March 6 and 11 Demystifying the Stock Market Classes begin—see web site for details

April 19, May 17 Computer User Group meetings—see web site for details

<http://old.better-investing.org/regions/newjerse.html>

An **NAIC Model Club** is an actual working club that meets in a public place and is open to the public for observation of their meetings. They meet once a month. It's not unusual to have an audience of 20-30 people who come, wanting to see how investment clubs work, how meetings are run, how Stock Selection Guides are presented in a club, and how the club comes to a decision on which stock to purchase or to sell.

There are three Model Clubs in New Jersey: Bergen County, Union County, Middlesex County. Open to the public. See the web site for particulars.

If you want to be on the NJ Chapter e-mail list, send your e-mail address to:
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