



NAIC Phoenix Chapter News

Volume 8.1

Spring 2003

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Investing in this Market: Are you missing an opportunity?

The market has gone in the wrong direction for three years. It is discouraging to watch prices for good companies go down, especially after we buy them. However, Better Investing magazine is telling us this has happened before. We should be looking at companies with good histories because prices will go up again. Many good companies are on sale.

This is the time to go to NAIC classes, do your SSG's, talk to your fellow club members, look at new companies. Do your research.

The NAIC Phoenix Chapter has a busy class schedule. The popular Education Fair is in Flagstaff July 12, and the Investors Forum is in Phoenix Sept 20. Both are designed to give you ideas, insights and pointers on how to study stocks.

The old saw "When the going gets tough the tough get going" was never more true than it is today.



10,000 Companies' Data at your Fingertips!

Online SSG Data on Demand

Online Premium Services—Bits & Data

NAIC PRINCIPLES

1. Invest Regularly
2. Stay Invested
3. Discover leadership growth companies
4. Diversify.

Online Premium Services (OPS) is a data and newsletter subscription offered by NAIC to investment club members that enables the completion of Stock Selection Guides (SSG's). Those of us who have been through marathon SSG classes and have completed SSG's by hand know how powerful this timesaver can be. The way that OPS SSG data completes the painstaking historical fields -- with a click or two -- is still nothing short of breathtaking. The following discussion provides an overview of OPS. What is it? How might I use it? How do I subscribe?

Read the rest of the article in the December 2002 Better-Investing magazine. The Online version is available at www.better-investing.org

NAIC Classic, Stock Analyst and Toolkit all use the S&P SSG data.

NAIC Phoenix Chapter Educational Schedule

<u>Date</u>	<u>Class</u>	<u>Cost - At Door</u>	<u>Instructor</u>	<u>Location</u>	<u>Time</u>
6/14/2003	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
6/21/2003	Portfolio Record Keeper	\$35	David Biddulph	SRP	8am -12pm
7/5/2003	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
7/12/2003	Education Fair	\$60	Radisson Woodlands/Flagstaff		
7/19/2003	Screening for Stocks	\$35	David Biddulph	SRP	8am -12pm
8/9/2003	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
8/16/2003	Online Premium Services	\$15 \$20	Ed Mirasol	Orangewood	8:30 -10:30
9/6/2003	Investors ToolKit 4	\$15	Joan Davis Carpenter	(Note Below)	9:00 -11:30
9/13/2003	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
9/20/2003	Investor's Forum	\$49	Sheraton Crescent		
10/4/2003	Your Role as Stock Monitor	\$15	Joan Davis Carpenter	(Note Below)	9:00 -11:30
10/18/2003	Value Line	\$15 \$20	Gerald Weiss	Orangewood	8:30 -10:30
10/18/2003	Weed & Feed Your Portfolio	\$15 \$20	Kathryn Kenney	Orangewood	8:30 -10:30
11/1/2003	Screen for the Best Stock	\$15	Joan Davis Carpenter	(Note Below)	9:00 -11:30
11/8/2003	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
11/16/2003	Club Accounting/Year End	\$15 \$20	Joe Caslake	Orangewood	8:30 -10:30

NOTE: These classes will be held at the Veterans Administration Medical Center,
Building #14, Room 228, 500 Hwy 89, Prescott, AZ

2004

1/10/2004	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
1/17/2004	Club Accounting/1065-K1	\$15 \$20	Joe Caslake	Orangewood	8:30 -10:30
2/14/2004	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
2/14/2004	Manual SSG (2 Weeks)	\$15 \$20	Bob Watson	Orangewood	8:30 -10:30
2/21/2004	Manual SSG (2nd Week)	\$15 \$20	Bob Watson	Orangewood	8:30 -10:30
2/21/2004	Personal Record Keeper	\$35	David Biddulph	SRP	8am -12pm
3/13/2004	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
3/20/2004	Value Line Tips	\$15 \$20	Arvilla Gregor	Orangewood	8:30 -10:30
4/10/2004	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
4/17/2004		\$15 \$20		Orangewood	8:30 -10:30
4/17/2004	Screening for Stocks	\$35	David Biddulph	SRP	8am -12pm
5/08/2004	Toolkit 4	\$35	Madeline Carragher	SRP	8am -12pm
5/15/2004		\$15 \$20		Orangewood	8:30 -10:30

- Register early - if there are not enough registrations 2 weeks before a class, the class will be cancelled.
- Pre-registration is required for all events.
- Make checks payable to and mail to: NAIC Phoenix Chapter, 1020 W. Solano Dr. Phoenix, AZ 85013
- **Note:** If you wish to receive NAIC Chapter e-mail notices, please include your E-mail address.
Please include your phone number so we may notify you of any changes.

NAIC Investors Education Fair

Radisson Woodlands Hotel, Flagstaff, AZ - July 12, 2003

SCHEDULE

7:30-8:30	Registration and Continental Breakfast	Foyer
8:30-8:45	Welcome and Opening Remarks	Coconino

SESSIONS

9:00-10:00

	<u>Room</u>	<u>Instructor</u>
Setting and Meeting Financial Goals	Coconino	Kathryn Kenney
Your Role as a Stock Monitor for Your Club	Humphreys	Mimi Rauschelbach
How to Read the Value Line (Repeat)	Kachina	Madeline Carragher
Online Stock Screening	Kaibab	Dave Biddulph
Understanding the Annual Report	Mt Eden	Lisa Kaiser

SESSIONS

10:15-11:15

Weed and Feed Your Portfolio	Coconino	Kathryn Kenney
Selecting the Best Mutual Funds	Humphreys	Lisa Kais
Arizona Corporation Commission & Securities Exchange Commission	Kachina	Terri Alexon & Joan Morris
Using Online Premium Services (OPS) with Toolkit; plus NAIC Web Site Page Demonstration (Repeat)	Kaibab	Dave Biddulph
One-Page Stock Analysis	Mt Eden	Joan Carpenter

ROUND TABLES

11:30 to Noon

Edward Jones, Running an Investment Club, Club Accounting
Stock Selection Guide (SSG) Questions and Answers

LUNCH

Noon to 1:30

Swift Energy Presentation

Coconino

SESSIONS

1:30-2:30

Selecting a Stock Using NAIC Classic Plus	Humphreys	Mark Hatch
How to Read the Value Line (Repeat)	Kachina	Madeline Carragher
Tips & Tricks of Toolkit 4 Pro	Kaibab	Joan Carpenter
When to Sell A Stock	Mt Eden	Mimi Rauschelbach

SESSIONS

2:00-2:35

Presentation of a Stock by A Phoenix Chapter Director	Coconino	Bob Watson
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2:35-3:10

Presentation of a Stock by A Phoenix Chapter Director	Coconino	Madeline Carragher
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3:10-3:45

Compare Directors' Stock Presentations and Vote	Coconino	Kathryn Kenney
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SESSIONS

2:45-3:45

Preview of I-Club Software	Humphreys	Mark Hatch
Understanding Financial Ratios	Kachina	Ed Mirasol
Using Online Premium Services (OPS) with Toolkit; plus NAIC Web Site Page Demonstration (Repeat)	Kaibab	Dave Biddulph
Using Judgment on the Stock Selection Guide (SSG)	Mt Eden	Joan Carpenter

4:00-4:30

Closing Statements and Door Prizes	Coconino	
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COME COOL OFF IN FLAGSTAFF

Come join us for a day of Investment Education and fun at the Radisson Woodlands Hotel in beautiful, cool, Flagstaff on Saturday, July 12, 2003.

The day will include a continental breakfast, lunch, and a full day of National Association of Investors Corporation (NAIC) style investment education.

The Radisson Woodlands Hotel offers a setting of comfort and elegance and is reserving a block of rooms for out of town investors. Room rates are \$99 single or double occupancy.

The block of rooms will be held until June 20th. After that time, the rooms will be available on a first-come, first-serve basis. Radisson Woodlands Hotel Reservation Line: toll free (800) 333-3333 or call direct (928) 773-8888. Be sure to mention that you are with the NAIC Investors' Education Fair.

PLEASE RESERVE YOUR ROOM EARLY!!

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NAIC Investors' Education Fair- Saturday, July 12, 2003 (7:30 to 4:30)

Clip out and send in to Register

Name: _____ Phone: _____

Address: _____

City: _____ Zip: _____

E-mail: _____

Club You Belong to: _____

Registration is \$60 per person (includes continental breakfast and lunch).

Make check payable NAIC Phoenix Chapter and mail to:

NAIC Phoenix Chapter, 1020 W. Solano Dr., Phoenix, AZ 85013.

For confirmation, include self-addressed stamped envelope or an e-mail address.

Investors Forum Sep 20, 2003



Presented by

Ronald E. Tucker, Chief Financial Officer,
Treasurer and Secretary
5711 R.S. Boreham, Jr St.
Ft. Smith, AR 72908
(479) 646-4711
NYSE: BEZ
www.baldor.com



NAIC Corporate Member Since November 2002

Company Profile

CEMEX is the world's third largest cement producer with operations in 34 countries on five continents and has the world's largest cement trading network, spanning 60 countries. CEMEX is the world's most profitable multinational cement producer because of its strong growth, operational expertise, superior efficiency and cutting edge information technology.

Geographic diversity in unrelated markets assures stable cash flow while CEMEX's position in rapidly developing markets with growing infrastructure needs has created a portfolio of cement assets that produce sustainable high growth.

Company Profile

Baldor Electric Company designs, manufactures, and markets a broad line of energy-efficient electric motors, generators, adjustable-speed drives, linear motors, and motion control products. We have more than 6,500 different motors and controls available for immediate delivery. Our custom products are available in two weeks or less -- the shortest lead times in the industry. Baldor products are manufactured at 16 locations - 15 in the U.S.A. and one in England.



Presented by

Beate Melten; VP Corporate Affairs
590 Madison Avenue, 41st Floor
New York, NY 10022
(212) 317-6007

NYSE: CX

www.cemex.com

NAIC Corporate Member Since September 1999



Presented by

Jon Alverado, Manager Treasury Department
Investor Relations
345 Encinal Street
Santa Cruz, CA 95060

NASDAQ: PLT

www.plantronics.com

NAIC Corporate Member Since October 2000

Company Profile

Plantronics Inc., is recognized as the world leader in communications headsets. Already a leading supplier of communications headsets in the call center market, Plantronics has expanded into the office, residential, mobile/cellular and computer audio market segments. The publicly held company (PLT: NYSE), headquartered in Santa Cruz, CA, was founded in 1961 and maintains offices in 19 countries with more than 2,300 employees. Plantronics products are available through distributors and retailers worldwide. Additional information is available at www.plantronics.com or by calling (800) 544-4660

NAIC PHOENIX CHAPTER'S INVESTORS FORUM

SEPTEMBER 20, 2003

7:30 AM – 5:00 PM

SHERATON CRESCENT HOTEL

Conveniently located @ N.E. corner of I-17 & Dunlap

EVENTS

Breakfast and Lunch

**Exhibit hall with corporate representatives,
brokerage firms & annual reports**

Sponsors/Presenters – Baldor Electric, Cemex, Plantronics

**Exhibitors: Arizona Corp Commission/SEC, Charles Schwab Corp, CVS Corp,
A G Edwards, Great Lakes REIT, Philadelphia Suburban, Pinnacle West Corp,
RBC Dain Rauscher, Royal Dutch Petroleum/Shell, and more**

Corporate Presentations – 9:45 am to 11:40 am

Educational Seminars – 1:30 pm to 4:30 pm

Annual Meeting – 4:30 pm to 5:00 pm

Free Parking

Watch NAIC's web site www.better-investing.org for more information.

Name

Before 9/1— \$49 each

After 9/1— \$59 each

Address

Early Bird Special— Before 9/1

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envelope' - \$44 each**

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Complete and mail to:

NAIC Phoenix Chapter

1020 W. Solano Dr.

Phoenix, AZ 85013-1646

Email Address

Take advantage of Ideas and Advice In Better Investing

APRIL 2003

Mr. NAIC Kenneth S Janke Sr

BI's Top 100 Survey

A Treasure-Trove of Ideas



Each year I look forward to seeing the *Better Investing* [Top 100](#). It's interesting to see what stocks the clubs have been buying and, in many cases, not selling. There are always a number of things I look at when the list is compiled.

One of the frequently asked questions I receive is, "Where do I find stocks to study?" Part of the answer I give is to review the Top 100 listing published each year in *BI*. The first thing I like to look at are the new companies added to the Second 100, not just the Top 100. Investment clubs have always been good at finding new growth companies. If a company makes the roster, it means that more than one person has discovered a stock of interest to long-term investors.

It's only logical to me that the companies appearing at the top of the list are usually well-known names. This year is no exception. Leading the way is Pfizer, closely followed by General Electric. Almost every investor knows the names of those companies and their records. It's virtually impossible for companies that do not have national exposure, but are more regional in scope, to be among the top 50 on the list. There can be companies, however, that are known locally, for example in the Pacific Northwest, that might have potential and are ranked from 101 to 200. If I'm not mistaken, that's where we first heard about a company called Intel Corporation, long before it became widely known.

My approach is to list each of the companies that are new to the list and do some preliminary research to see whether I want to do a Stock Selection Guide study on one or more of them. Not every one is going to be of interest to me because, as investors, we differ in our risk preferences, and we can also make mistakes when it comes to estimating future growth prospects for specific companies and industries. In addition, the price for a potential stock to study may not be where I would like to see it. Still, this top 200 listing is a wonderful "real-world resource" for ideas.

Another thing that strikes me about this year's list is that it shows our members are paying attention to earnings and fundamentals. A year ago the top two places were occupied by technology stocks. While they are still high on the list, they have been replaced by companies with products that are familiar to investors. That tells me that NAIC members look at P/E ratios and aren't afraid to dollar-cost-average when the fundamentals look favorable.

It also seems that our members are fairly quick to react. Look at what happened to the stocks that were involved in accounting scandals. Enron, ranked 94th a year ago, dropped to 148th this time. WorldCom, at 166th, is no longer in the top 200.

While I have a keen interest in the stocks that are new, I don't avoid looking at those near the top. There's a reason that stocks are in the Top 100. Usually it means that investors feel the long-term prospects are pretty good. Since our members hold stocks on average for more than five years, they're looking for an eventual turnaround in prices.

The Top 100 along with the supplemental list can be a treasure-trove for those seeking stocks to study. Use the list. It should make investment club meetings more meaningful while helping individuals who want to find new companies to study.

Kenneth S. Janke, Sr., is chairman of NAIC's Board of Trustees and a member of *BI*'s Securities Review Committee.

See the list of 100 stocks online at www.better-investing.org, or in your copy of the Magazine



National Association of Investors
Corporation
Phoenix Chapter
1020 W. Solano Dr.
Phoenix, AZ 85013

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Don't Throw Me Away

I have important information inside!

**The 2003-4 Class & Workshop calendar
Investors Education Fair on July 12
Investor Forum on Sep 20
Annual Meeting Sept 20**

NOTICE:

The **Phoenix Chapter Annual Meeting** will be held from 4:30 p.m. to 5:00 p.m. on Sep 20 at the Sheraton Crescent, after the Investor's Forum. This meeting is open to all members of NAIC and there is no charge.

Refreshments will be available.

All NAIC members are invited.

NAIC VOLUNTEERS

Did you know your NAIC PHOENIX Chapter, a non-profit organization, consists of volunteers donating their time and talents to provide Educational and Investors Fairs, Educational Classes, plus many more activities for the benefit of NAIC club and individual members?

We would like to expand further and provide educational programs to young people (our future better investors) and present classes and learning opportunities of interest to our NAIC members.

We need you as a VOLUNTEER. Please consider the Chapter as you explore ways to give of your time and talents. If you are a teacher, professor, computer wizard, facilities procurer, an event planner, or have other skills to share, please consider the Chapter as you explore ways become involved.

For more information on how you can help your Chapter GROW and be the Best in the West in the Future, please feel free to contact any of the current Directors or log on to our Website. We hope to see you at our meetings and will enjoy the new enthusiasm you bring.

Submitted by Elaine Patterson, Secretary

NAIC Phoenix Chapter Officers

President - Bob McClow, email bobmcclow@att.net

Secretary - Elaine Patterson, email eapatter1@excite.com

Treasurer - Joe Caslake, email jacaslake@att.net

Web page URL - <http://better-investing.org/regions/phoenix.html>

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