



President's Message

BetterInvesting's Northwest Indiana Chapter serves a total of 1028 investors and 101 investment clubs. Our membership continues to dwindle but your chapter directors' enthusiasm for providing BetterInvesting education continues to rise.

We start our 7th year with new programs as well as a new educational site. All our classes and Annual Meeting will be held at Purdue North Central in Westville. We now have a computer lab available for both our Treasurer classes and an Introduction to Toolkit 5.

We will be offering seven classes this year, including our newest – Basics of Mutual Funds. In addition to the classes, plan on attending the Spring Better Investing Regional Conference (BIRC). For complete and up to date information log on to our web page www.better-investing.org/chapter/nw-indiana.

Our Model Club will be celebrating its first anniversary in August. We invite you all to join us every third Saturday for some lively investing discussion and stock searches.

In an effort to better serve our members anticipate a phone call from one of your NWI directors. We plan on contacting our clubs and individual members this year with a very brief survey. We want to better meet your investing needs and hope to fine out exactly what those might be!

Please, ask for a club visit, join us for a class, meet us at the Model Club or travel to the Regional Investing Fair. We are here to further your investing education.

Better-Investing!
Martha

2005 Annual Meeting

The thirty people in attendance at the 2005 annual meeting joined the chapter in honoring 35 clubs having special anniversaries. These clubs have been in existence from 5 to 49 years. Each club received a certificate for one person to attend an educational workshop offered by the Northwest Indiana Chapter of Better Investing free of charge. Those anniversary clubs with members present were eligible for the free stock drawing. The lucky winner of the 5 shares of **MBNA** stock and a free year's subscription to **MyStockFund** was the **Viking Stock Club of Valparaiso**. They were represented by Maxine Phillips! Five Better Investing handbooks were raffled to those in attendance. Coffee and Krispy Kreme donuts were served.

The keynote speaker was Larry Mazur, CEO and Manager of Trust and Management at Horizon Bank, in Michigan City. Larry displayed heart-felt enthusiasm about youth investing (it truly is his passion). He also discussed the effects of baby boomers along with asset allocation.

Round table discussions revealed that most clubs struggle with when to sell and some clubs require Stock Selections Guides before purchasing.

Retiring director Kathy Calvin was presented with a Red Volunteer plant for her 8 years of service. Kathy was an original director and served as the first president of the chapter. We will miss her, and hope to see her at some future investing functions.

As of June, our monthly chapter meetings will be held in the Technology Building Room #171 at Purdue North Central the third Saturday of every month at 9:00 a.m. The model club meets at 11:00 a.m. after the chapter meetings. Everyone is welcome to the chapter and model club meetings.

Model Club

We invite you to join or visit our Model Club. The meetings are held the third Saturday of each month at the Purdue North Central Technology Building, Room 171 (Please see website for map or contact any director for directions) from 11:00 AM to 12:30 PM Chicago time.

The Model Club operates as an actual investment club following the recommended BI principles. Real money is invested and real stocks purchased. It is a training ground for those interested in setting up a club and also reinforcement for club members seeking additional skills and techniques in running their own club. A Model Club offers a chance for members to meet other members in the Northwest Indiana Chapter, exchange ideas and discuss matters concerning their own clubs.

The Model Club is open to everyone as long as membership does not exceed 25. In the event that we have the maximum of 25, potential members will be placed on a waiting list, and regular members (excluding Directors) will have a two year limit.

Better Investing Regional Conference (BIRC)

The first ever, Better Investing Regional Conference (BIRC) was held in Lansing Michigan, March 18-19, 2005. The participating chapters – Capital Area, Mid-Michigan, Northern Michigan, Northeast Hoosier, Northwest Buckeye, Northwest Indiana, Southeast Michigan and Western Michigan – came together in 2003 to form the Great Lakes Coalition. The purpose was to provide a national-caliber conference closer to home that spotlights great growth companies and utilized our best chapter teachers. AFLAC, Biomet, CVS, and General Electric were our sponsors and made presentations. Featured speakers included Steve Sanborn, director of research at Value Line, and Hugh McManus, chairman of the National Investors Association Advisory Board.

As fundamental investors who invest for the long term, it is imperative that we learn to dance with both the bull and the bear if we're going to be successful. Money can be made in both markets, but we need to monitor the

dance floor and our choice of partners. More than 500 investors attended this event. It was deemed a huge success, and will be followed up with a similar event in the coming year. We hope you'll join us in the coming year to learn how to dance with the "Bull and the Bear"! Watch for details on our website www.better-investing.org/chapter/nw-indiana.

TRAINING ON DEMAND

In an on-going effort to improve our educational offerings, the Northwest Indiana Chapter has created a multi-tiered program to bring Directors, information and education to clubs and groups. We are calling this **Training on Demand** (TOD). We have a variety of classes available, or will tailor the materials to suit the needs of your group. These offerings can be for the club, or for an individual.

PROGRAM OFFERINGS:

Level 1 - Standard Club Visit - \$20.00 (or actual mileage)

Our Standard Club Visit covers any organizational or operational concerns your club or group may have, as well as a general Question and Answer session. The Director will spend approximately 60-90 minutes at your meeting and will discuss issues such as (but not limited to):

Starting a club; What NAIC has to Offer; Choosing an Accounting System; Choosing a Broker; Revamping your Bylaws; Resolving Club Conflicts; Keeping Members Motivated; Developing or Improving your Education Program; General Question and Answer with a Director; etc.

The Standard Club Visit will cost \$20 within the 8-county area to cover the cost of transportation. The fee will be collected at the time of the visit.

Level 2 - One-on-One Training - \$30.00/hour (+)

Everyone needs a little private instruction from time to time, and our directors and instructors are willing to provide it. We will meet with you on a per-hour basis, at a mutually agreed upon time and location. This could be a library study room, restaurant or coffee shop. We will do our best to accommodate each request.

The One-on-One Training Sessions will cost \$30 per hour. For payment requirements, please review the General Guidelines below.

Level 3 - Club Portfolio Review-\$50.00 (+)

New to our roster is the Club Portfolio Review. Clubs or groups can submit their Valuation Statement and SSGs for review by our Directors. After soliciting opinions from other Instructors/Directors on your stocks, a Director will create Portfolio Management Reports and analyze the basics, such as portfolio diversification by size and sector, financial quality, and other fundamental aspects. We do not make buy or sell recommendations, but rather provide your club with the necessary information to make those decisions on your own. A Director will deliver and review the results in a 60-90 minute session with your club or group.

The Club Portfolio Review will cost \$50. For payment requirements, please review the General Guidelines below.

Level 4 - Standard Road Class - \$10/person, \$60 minimum (+)

A Standard Road Class is a 60-minute, instructional class performed by a Chapter instructor. It will require a meeting location suitable to accommodate our projection equipment (including a screen or blank wall). Currently we are providing the following topics:

NAIC Software Reviews; Judgments on the SSG; When to Sell; Basic Portfolio Management

The Standard Road Class will cost \$10 per person with a \$60 minimum. For payment requirements, please review the General Guidelines below.

Level 5 - Full Road Class - \$20/person, \$200 minimum (+)

Any club or group can request a private training for any Full Class that is listed on our current year's Chapter Class Schedule. Most of these classes will run 2 1/2 to 3 hours. The full-day classes will be considered two classes, and the fees will apply to each half. They require a meeting location suitable to accommodate our projection equipment (including a screen or blank wall).

The cost of a Full Road Class will be \$20 per person with a minimum of \$200. For payment

requirements, please review the General Guidelines section below.

GENERAL GUIDELINES

First, it is important to understand that the BI instructors who serve our Chapter-from people who answer phones, process your class registrations, teach the classes or visit your club meetings-are all **volunteers**. No one is paid to perform these services. All fees go to actual expenses, and to fund future educational endeavors. We will do our best to accommodate your needs, but club visits and road classes are subject to Director availability. We appreciate your patience and flexibility.

Here's how it works:

- To request a club visit or training, you may download an application from our BetterInvesting website www.better-investing.org/chapter/nw-indiana. Complete the form and e-mail or mail it to the address on the form. A Director will contact you shortly thereafter. If you have questions, call the Chapter President at 219-465-0587.
- The initial request must be made at least 2 weeks in advance for a One-on-One Training, one month in advance for Club Visits and Standard Road Classes, and 2 months in advance for Full Road Classes. On the application you will be asked to include two or more preferred dates and other pertinent information. Scheduled dates, times and locations will be mutually convenient for both the club and the Director/Instructor.
- Your club or group will be responsible for securing and paying for the facility or meeting room for the club visit or training and it must be suitable to accommodate our projection equipment (including screen or blank wall). You will be responsible for confirming a head count 48 hours in advance of the class.
- There will be no minimum number of attendees required, but please refer to each class level for fee, as some may be cost-prohibitive for smaller clubs or groups.
- Payment for a Standard Club Visit or One-on-One Training will be collected at the time of the visit. Payment for a Club Portfolio Review, Standard or Full Road Classes must be received 2 weeks in prior to the scheduled date or it will be cancelled. A full refund will be issued if the class is cancelled at least 7 days in advance. No refund will be issued with 7

days of the scheduled date (provisions will be made for unforeseen events).

- For the purpose of our fees, the 8-county area includes Elkhart, Kosciusko, Lake, LaPorte, Marshall, Porter, St. Joseph and Stark Counties.
- Clubs can cut costs by inviting other clubs from their area to participate in these events. This will spread the cost of actual mileage among more attendees.
- We will make every attempt to combine trainings for clubs or groups who request small topics.

If you have any questions about the program, or any of our regularly scheduled events, please contact our Chapter President, Martha Branion, at romulus@adsnet.com.

Class Events Schedule and Registration Information

- For all events scheduled, registration starts one half hour before class time.
- Doors do not open before registration to allow teachers to prepare and set up.
- Pre-registration is strongly encouraged! Those not pre-registering prior to one week before the class will have to pay an additional \$5.00.
- For ease in dealing with seasonal time changes, all events are listed on "CHICAGO TIME".

Please print and complete the Registration Form found at www.better-investing.org/chapter/nw-indiana and mail to:

Northwest Indiana Chapter, NAIC
c/o Pat Benford
144 West Marion Street
Mishawaka, IN 46545

Make checks payable to: Northwest Indiana Chapter, NAIC

For further information, please contact Martha Branion, phone 219-465-058, email romulus@adsnet.com.

Chapter Cancellation Policy:

Refunds given only if cancellation is received eight days prior to event.

Event will be canceled if there is insufficient pre-registration one week prior to the event. Notification will be given on our web site, and checks will be returned.

EDUCATIONAL CLASSES:

Understanding the Stock Selection Guide - I 09/24/2005

08:30 AM - 11:30 AM, Purdue University North Central, Technology Building #171
Cost: \$25* before September 17th, \$30 after

Review the BI principles of investing and learn to complete and interpret the front side of the Stock Selection Guide including predicting the future sales and earnings per share.

Understanding the Stock Selection Guide - II 09/24/2005

12:30 PM - 3:30 PM, Purdue University North Central, Technology Building #171
Cost: \$25* before September 17th; \$30 after
Special price of \$45 if registering for both workshops before September 17th; \$55 after
(Prices include a Stock Selection Handbook)

Learn to complete and interpret the backside of the Stock Selection Guide including evaluating management, reviewing the price-earnings (PE) ratio, and predicting the viable price at which the stock may be favorably purchased.*

Mutual Fund Workshop

10/29/2005
08:30 AM - 3:30 PM, Purdue University North Central, Technology Building #171
Cost: \$40 before October 22nd, \$45 afterwards.
Price includes Mutual Fund Handbook .

Hands-on interactive approach to understand mutual fund performance, which addresses risk levels and investment choices. Demonstration includes use of tools to evaluate mutual funds.

Basics of Annual Reports

11/19/2005
12:30 PM - 3:30 PM, Purdue University North Central, Technology Building #171
Cost: \$20.00 before November 12th, \$25 after.

Become skilled at determining the health of a company through review of its annual report. Study several actual companies' annual reports and learn to find key accounting numbers. Become familiar with an Excel program that automatically, through OPS, allows quick analysis of a company.

Applying Judgments to the SSG

01/14/2006

08:30 AM - 11:30 AM, Purdue University North Central, Technology Building #171

Cost: *\$20.00 before January 7th, \$25 after.

Take the next step in refining your judgment in selecting stocks. Learn how judgment impacts your Stock Selection guide. Preferred Procedure, visual analysis, P/E history and evaluating risk and reward potential will be covered.

Managing Your Portfolio with BI Tools

01/14/2006

12:30 PM - 3:30 PM, Purdue University North Central, Technology Building #110

Cost: *\$20 before January 7th, \$25 afterwards

*Special price of \$35 if registering for both workshops before January 7th, \$45 afterwards.

All aspects of the Portfolio Evaluation Review Technique (PERT) are discussed. Learn to fully use the Portfolio Management Guide, Toolkit Challenge, PERT Trend Report, PERT Worksheet A, PERT Worksheet B, And PERT A Graph.

Treasurer's Workshop

01/28/2006

08:30 AM - 11:30 AM, Purdue University North Central, Technology Building #110

Cost: \$20.00 before January 21st, \$25.00 after.

How to handle all transactions from startup to termination- members, securities, cash, splits, mergers, spin-offs, withdrawals, reports, and backing up data. Sources of help and information for the treasurer.

Yearend Treasurer's Workshop

02/11/2006

08:30 AM - 11:30 AM, Purdue University North Central, Technology Building #110

Cost: \$20.00 before February 4th \$25.00 after

How to complete and verify the club accounts at year's end. Also, how to generate year-end reports and tax returns, both federal and state (for clubs in Indiana and Michigan).

Introduction to Toolkit5 and OPS

02/25/2006

08:30 AM - 11:30 AM, Purdue University North Central, Technology Building #110

Cost: \$20 before February 18th, \$25 afterwards.

Hands-on use of BI's popular Toolkit 5 computerized preparation of the SSG, and BI's On-line Premium Services (OPS).

Better Investing Sessions

BetterInvesting Live

08/30/2005

5:30 PM - 6:30 PM, Online event

Cost: Free

NAIC's BetterInvesting™ is proud to announce another BetterInvesting Live! This hour-long educational web cast will feature Aqua America. Go to: www.better-investing.org for more information.

BetterInvesting National Convention

November 4-6, 2005

Atlanta, Georgia.

See www.better-investing.org for up-to-date information.

Better Investing Regional Conference (BIRC)

Date and location TBA

Plans are for another conference to be held in the Spring of 2006 in central Michigan. Watch our website for updates:

www.better-investing.org/chapter/nw-indiana

Annual Meeting and Corporate Conversation

05/20/2006

09:30 AM - 11:00 AM, Purdue University NC,

Cost: FREE

Join us for a very brief Annual Meeting and our annual Corporate Conversation. As in years past we will be hosting a local major corporation for an hour and a half of conversation. Previously Biomet, CTI, and Walgreens have participated. Watch our web site and e-mail notices for this year's company.

Compufest

June 23-25, 2006

Reno, Nevada

NWIN CALENDAR OF EVENTS

07/16/2005

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

08/20/2005

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

09/17/2005

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

09/24/05 8:30-11:30 AM- **SSG, Part I**

09/24/04 12:30-3:30 PM – **SSG, Part II**

10/15/2005

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting
10/29/05-8:30 AM-3:30 PM – **Mutual Funds**

11/19/2005

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting
11/19/05 12:30-3:30 PM – **Annual Reports**

12/17/2005

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

01/14/06

8:30-11:30 AM – **SSG Judgment**
12:30-3:30 PM **Portfolio Mgmt BI Tools**

01/21/2006

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

01/28/06

8:30-11:30 AM – **Treasurer's Workshop**

02/11/06

8:30-11:30 AM- **Treasurer's Yearend**

02/18/2006

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

02/18/06

8:30-11:30 AM – **Intro to Toolkit5 & OPS**

03/18/2006

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

04/08/2006

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting
**NOTE CHANGE OF DATE CHANGE FOR
BOARD AND MODEL CLUB!!**

05/20/2006

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

06/17/2006

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

07/15/2006

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

08/19/2006

9:00 AM-10:45 AM- Board Meeting
11:00 AM - 12:30 PM, Model Club Meeting

Chapter Officers

Martha Branion, President
Valparaiso
romulus@adsnet.com
219-465-0587

Patricia Kunkle, Vice President
Valparaiso
pjkunkle@comcast.net

Pat Benford, Treasurer
Mishawaka
Benfordpat@sbcglobal.net

Debbie Null, Secretary
Westville
nulldebbie@aol.com

Chapter Contact

Martha Branion, Chapter Contact
romulus@adsnet.com
219-465-0587

Computer Contact

Robert V. Branion, Jr., Computer Group Contact
r.remus@verizon.net

Chapter Directors and Associates

- LaPorte

Jacquelyn McBride, Associate Director
abbyspike@comcast.net

- Michigan City

Jeanne Budig Tieken, Director
Al_J_Tieken@hotmail.com

- Mishawaka

Pat Benford, Treasurer
Benfordpat@sbcglobal.net

Georgiana Crothers, Director
Georgies57@wmconnect.com

- North Judson

Kitty Warstler, Associate Director
BobKitty@skynet.net

- Portage

Susan Gault, Director
suemika790@hotmail.com

- South Bend

Ed Berners, Director
ebeners@att.net

David J. Irwin, Director
djind83@aol.com

- Valparaiso

Martha Branion, President
romulus@adsnet.com

Robert V. Branion, Jr., Director
r.remus@verizon.net

Pat Buckwell, Director
lpbuckwell04@comcast.net

Patricia Kunkle, Vice President
pjkunkle@comcast.net

- Westville

Debbie Null, Secretary
nulldebbie@aol.com

NORTHWEST INDIANA CHAPTER PROGRAM PLANNING SURVEY

Please check the box identifying your interest in the following program. If not listed, please write in.

	Very	Some	None
Annual Reports			
Club Accounting - software and/or online			
Club Taxes			
Data Sources (S&P, VL)			
Model Club			
Mutual Funds (checklist, guide)			
Online brokerages/Online research			
OPS (Online Premium Services)			
Portfolio Management			
PKR (Personal Record Keeper)			
Repair Shop (Portfolio Review)			
Stock Screening			
Stock Selection Guide software – Toolkit			
Tools: Challenge Tree			
Tools: PERT (Portfolio Evaluation Review Technique)			
Tools: PMG (Portfolio Management Guide)			
Tools: SCG (Stock Comparison Guide)			
Value Line			
When to Sell			
Training on Demand Classes (TOD)			
Chapter investment club visitation program			
National speakers (please name)			

Are you an individual or investment club member? Individual /Club member

Do you have e-mail? Yes/ No

Do you prefer attending seminars on Saturday OR Weekday evenings?

Do you prefer beginning/intermediate/advanced level seminars?

OPTIONAL:

Name _____

Investment Club name: _____

Phone: _____

E-mail address: _____

Please fold, add appropriate postage, and send to the address given on the back. Thank you!

**NORTHWEST INDIANA CHAPTER, BI
C/O MARTHA BRANION, PRESIDENT
2806 FLEMING ROAD
VALPARAISO, IN 46383**