

NAIC[®] MID-MICHIGAN MONITOR

Mid-Michigan

Chapter

Volume VII, Number 1

Fall/Early Winter 2003

FALL/EARLY WINTER WORKSHOPS

SEPTEMBER

SSG EVALUATION AND ANALYSIS I, Thursday, September 11(Part 1) and Thursday, September 18 (Part 2) 6-9pm \$28 Chippewa Nature Center, Midland

OCTOBER

EVALUATION AND ANALYSIS 2, Saturday, October 4, 2003, 9 am-noon \$15 Maroon Room, Bovee Center, Central Michigan University, Mt. Pleasant

QUALITY, DIVERSITY AND YOUR PORTFOLIO Thursday, October 9, 2003, 7-9pm, \$12 Genesee High School Media Center, Genesee, northeast of Flint

SSG EVALUATION AND ANALYSIS I Saturday, October 11, 2003, 9am-3pm, \$28, Lapeer Center Building, Lapeer

BEGINNERS' STOCK SELECTION GUIDE (HANDS-ON VERSION) Saturday, October 25, 2003, 9am-3pm \$20, Trinity Lutheran Church, Midland

WHEN TO SELL Wednesday, October 29, 2003, 7-9pm,\$12, Genesee High School Media Center, Genesee, northeast of Flint

For class descriptions and maps, see page 2; For registration information, see registration forms on pages 6-7 or contact Helen Gonzalez at 1-989-777-1497; for class content information contact Ken Kavula 810-640-2231 (kkavula1@comcast.net)

NOVEMBER

BEGINNING TOOLKIT Wednesday, November 12, 2003, 6-9 pm \$25, Genesee High School Computer Lab, Genesee, northeast of Flint

MORE TOOLKIT TOPICS Wednesday, November 19, 2003, 7-9 pm \$20, Genesee High School Computer Lab, Genesee, northeast of Flint

DECEMBER

HOW TO READ AN ANNUAL REPORT Wednesday, December 3, 2003, 7-9 pm \$12, Genesee High School Media Center, Genesee, northeast of Flint

For free programs (Computer Users' Group, Stock Forum, and Model Club), see page 4.

PLEASE NOTE: Preregistration is **required** for all workshops. Workshops with fewer than 12 participants by the deadline date may be cancelled. Preregistration is also very important because we make up materials for the workshops based on the number of registrants and are **not** prepared for walk-ins.

PARTICIPANTS ENTHUSIASTIC ABOUT RESULTS OF STOCKPICKERS CONTEST

by Ken Kavula

As this newsletter goes to print, our StockPickers Contest is ending its ninth month. The market has certainly been interesting and, for all but one of our portfolios, rewarding! As I write this article, the average contest portfolio has advanced 12.11% compared to our Benchmark Portfolio made up of an index fund that tracks the S&P 500 that shows an 11.57% increase. Nine of our 25 entries are up over 15% since November 1, 2002, and thirteen of the entries are beating the Benchmark. Five clubs have traded spots on the top three list for most of the contest. At this moment, Venture IC from Bay City is in first place, followed by Midland Jayvestors from Midland, Women Who Count from Flint, Investment Discovery Group from Flint and Antiques Warehouse IC from Saginaw. Reports from many of our clubs indicate they are watching their portfolios carefully and that the contest has been an enjoyable and educational experience.

A monthly letter goes out to each of the entrants outlining progress (or its lack) in the portfolios and pinpointing winners and losers. I have also been featuring clubs. We have found, for example, that one of our clubs has a 47 year history! The Midland Jayvestors was formed in 1956 by a group of Midland Jaycees. Today the club has 16 members, all men, and they meet twice a month to discuss and manage their portfolio. The Antiques Warehouse IC by contrast is a new club formed in the last few years. They are all vendors or associates of the Antique Warehouse in Saginaw and report that they are busy learning and applying NAIC methods. They use the computer to help them make many of their investment decisions. Women Who Count begins its fifth year of operation this coming February. Made up of 22 of its original 29 members plus a few new faces, this club reports that they use the SSG and other NAIC tools to help them be successful investors. Venture IC will be seven years old in March of 2004. Made up of men from Messiah Lutheran Church in Bay City, the club reports that it uses the SSG exclusively for picking stocks.

Become a part of this great learning experience. Put together a committee from your club and submit an entry to the 2004 StockPickers Contest. Watching what you have picked plus looking at the portfolios of the other clubs is a terrific way to get good stock ideas. The website we are using is easy to access and it's a lot of fun to compare your hunches to those of other investors from Mid-Michigan. Fill out the entry form in this newsletter (page 5) and make sure I receive it by October 31, 2003.

**BRIDGEPORT HIGH SCHOOL
BRIDGEPORT**

Bridgeport High School is located at exit 144 off I-75. From the interstate highway, take Dixie Highway north. Turn right onto Bearcat Street (at the light just after Taco Bell).

**BAY VALLEY INN
BAY CITY**

From I-75, take exit 160, M-84 west toward Saginaw Rd. Turn left onto M-84; Turn right onto 3 Mile Road (.3 miles). Turn left onto Old Bridge Road (.17 miles).

**TRINITY
LUTHERAN
CHURCH
MIDLAND**

From Business Route 10 (E. Patrick Street) turn northwest onto Saginaw Street. At the intersection of Saginaw Rd., Jefferson Ave. and Ashman St., turn north onto Jefferson Ave. The church is located on the northwest corner of Jefferson Ave. and Saint Andrews Rd. From US 10 take the Eastman Rd. exit; turn south; Turn left onto Saginaw Street, then veer right to the southeast on Saginaw Street. Turn left on St. Andrews Rd.

**LAPEER COUNTY CENTER
BUILDING LAPEER**

From I-69 take M-24 north into LaPeer. After crossing the RR tracks get in the right lane and turn right onto Genesee/Inlay City Rd/M-21. Go past Crampton Park to Bentley; turn right onto Bentley. Cross RR tracks again, turn left onto County Center Rd. Building is on the right.

Genesee High School is located 1/2 mile south of the intersection of Mt. Morris and Genesee Roads on the west side of Genesee Road across from McDonald's. Turn into the driveway just north of the school gymnasium and park in the lot at the top of the hill. Look for the Genesee High School sign and enter through the 3-door entrance on the north side of the building.

**GENESEE HIGH SCHOOL
GENESEE**

**GRAND BLANC
(McFarlan) LIBRARY**
GRAND BLANC south of Flint

From I-75, take Exit 109, M-54 Dort Hwy. Continue north on Dort Hwy, M-54 for .9 miles. Turn right (east) on E. Grand Blanc Rd. Turn right (south) on S. Saginaw St. Turn left (east) on Perry Rd. and go east for .3 miles to 515 Perry Road. (Or exit at Hill Rd. from 475, turn east on Hill Rd, right on Saginaw and left on Perry Rd.)

**CHIPPEWA NATURE CENTER
MIDLAND**

From Business Route 10, turn southwest onto Cronkright (a one-way street). Cronkright will turn into Poseyville Rd.. Get in the center lane on Cronkright and go over the bridge (about 3-4 blocks). Turn right onto St. Charles, the first street immediately past the bridge (See the brown sign for Chippewa Nature Center). Stay on St. Charles to Whitman (.1 mile) turn left on Whitman. Stay on Whitman (which turns into Pine River Rd.), for 2.8 miles to Badour Road. Turn right on Badour Rd. Chippewa Nature Center is at the end of Badour Rd. Park in the lot for the visitor center and enter through the main doors.

**CENTRAL MICHIGAN
UNIVERSITY
MT. PLEASANT**

From South Mission Road, turn west onto Preston and continue for 2 1/2 blocks. The class is located in the Maroon Room in the Bovee University Center (UC).

BEGINNERS STOCK SELECTION GUIDE (Hands-on workshop) This 5-hour workshop is designed to introduce the NAIC® Stock Selection Guide to a brand-new investor or an investor who has had trouble completing a Stock Selection Guide by hand on his/her own. The workshop includes learning how to read the Wall Street Journal financial pages, finding and interpreting important information from Value Line® and actual preparation of a Stock Selection Guide. SSG preparation includes hand-graphing data from a Value Line® report, interpreting the graph, deciding on future "projections", and filling out Sections 3 and 4 to determine whether a stock should be considered for purchase. *Participants should bring colored pencils, a clear ruler and a hand-held calculator.*

SSG EVALUATION AND ANALYSIS I This 5-hour course is designed to teach the beginning investor how to read and interpret the Stock Selection Guide. Since the course does not include manual completion of the SSG, the primary focus will be stock evaluation and analysis. This course is designed for investors who wish to learn more about reading an SSG, who want to make better use of the SSG as an evaluation tool or who will use a computer program such as "Toolkit" to create SSGs. The course includes basic NAIC philosophy, interpreting important information from Value Line and the Internet, interpretation of the five sections of the SSG, evaluation of stocks using the SSG, and comparing stocks to one other.

SSG EVALUATION AND ANALYSIS II This course offers a brief review of interpretation of the SSG and Stock Comparison Guide discussed in Evaluation and Analysis I. It also includes extensive analysis of the Portfolio Management Guide and the PERT. Participants should have completed Evaluation and Analysis I or have experience completing and interpreting SSGs. This class is not for beginners.

WHEN TO SELL This two-hour class focuses on the important decision-making processes involved in selling stocks, including the importance of preparing good SSGs, the Toolkit Challenge Tree and factors influencing sell decisions.

Continued on page 3

BRING EDUCATION DIRECTLY TO YOUR CLUB!

For the third year, we are offering classes to clubs on-site. We feel that this is especially helpful to clubs that are not located in the immediate vicinity of our class locations. Experience has shown that it is very helpful to have a large number of your club members hear the same message at the same time. For more information call Ken Kavula at 810-640-2231 (e-mail kkavula1@comcast.net).

How many participants are required? A minimum of 15 participants (or payment for 15 participants) at the cost listed for each class.

What classes are available to your clubs?

NAIC Lite (2 hours minimum) Introduction to NAIC philosophy, the stock market and investing vocabulary, as well as the Stock Check List; \$7 per person

Beginners' SSG: Hands-on version (either two 3-hour sessions or one 6 hour session, including 1 hour for lunch): NAIC philosophy, terms, Value Line and manual preparation of the SSG, \$20 per person

SSG Evaluation and Analysis I (either two 3-hour sessions or one 6-hour session, including 1 hour for lunch): Interpreting SSGs prepared using the Toolkit and the Stock Comparison Guide; brief overview of OPS (On-Line Premium Services), \$28 per person

Evaluation and Analysis II (3 hours) Brief review of the SSG and Stock Comparison Guide, and extensive analysis of the Portfolio Management Guide, PERT and Challenge Tree using Toolkit-prepared SSGs, \$15 per person. *Evaluation and Analysis I is a prerequisite.*

When to Sell (1 1/2-2 hours) Learning the important decision-making processes involved in selling stocks. \$12 per person

Quality, Diversity and your Portfolio (2 hours) S&P industry classification, sector diversification, Quality Rating System and other topics. \$12

How to Read an Annual Report (2 hours) Analyzing fundamentals of annual reports, with hands-on practice \$12

Portfolio Review (2 hours) Analysis of your club portfolio. \$5 per member with a minimum of \$50.

What are your responsibilities?

1. Reserve a room which can comfortably seat all the participants at tables with adequate room for the teacher and helpers to roam freely.
2. Make sure the room has a table that the instructor can use for the laptop computer and projector.
3. Provide a large (minimum 6 ft square) screen or a light colored blank wall to project the PowerPoint images.
4. Notify us of the location (with directions) at least two weeks in advance.
5. Provide a list of participants at least three days before the event. The list should contain names, addresses, phone numbers, e-mail addresses and the name of the NAIC club to which the student belongs. This is very important in the event we should have to cancel due to weather. We also keep a database of participants for mailings about classes. (This information is not distributed to other people or groups.)
6. Provide a list of stocks the club owns at least one week before the class. This will allow us to incorporate specific discussions of some of the SSGs of stocks you own.
7. Make sure the room will be open at least one hour prior to the start of the class so we can set up.
8. Have class participants bring a hand-held calculator and pencil with eraser for NAIC Lite and a hand-held calculator, clear ruler, 2 colored pencils or markers and a highlighter for Beginners' SSG (hands-on version)
9. For full-day classes, allow 1 hour for lunch, either brown bag or fast food.

You are committing to payment for at least 15 participants at the price listed above. **Payment should be made on the day of the class by a club check or individual checks made out to NAIC Mid-Michigan Chapter.**

Mid-Michigan Chapter will provide the teacher, handouts/booklets and audiovisual equipment (except a screen).

Continued from page 2

NEW CLASS!!

QUALITY, DIVERSITY AND YOUR PORTFOLIO This brand-new 2-hour course will cover some of the many issues involved with diversity and quality. Among the issues to be discussed will be the S&P industry classification system, sector diversification, Mark Robertson's Quality Rating System and other topics of interest. There will be lots of time for looking at real portfolios and for asking specific questions about diversity and quality. Students may e-mail the instructor a list of their holdings and numbers of shares and have them included as part of the class discussion as time permits.

HOW TO READ AN ANNUAL REPORT This course analyzes the fundamentals of annual reports, with hands-on experience using an actual company report.

BEGINNING TOOLKIT This 3-hour course is taught in a computer lab using the NAIC Investors' Toolkit software. It is designed for investors who are already familiar with the Stock Selection Guide and Windows. **Basic computer skills are required, as well as familiarity with the Stock Selection Guide since the class will assume a working knowledge of the SSG.** The course includes an overview as well as some of the fine points of the software. Registration is limited since each participant will be assigned to a computer.

NEW CLASS!!

MORE TOOLKIT TOPICS This 2-hour hands-on course requires basic computer skills and a familiarity with the NAIC Stock Selection Guide. Students should also have a working knowledge of the Toolkit 4 software since this class begins where the first Toolkit class ends. Many of the finer points of the software, including a number of undocumented features, will be discussed, as well as use of OPS data. A significant amount of time will be devoted to questions and answers concerning the Toolkit.

NAIC LITE: INTRODUCTION TO NAIC PHILOSOPHY AND THE STOCK MARKET This 2-hour course covers basic investing vocabulary, NAIC investment principles and a hands-on look at the Stock Check List, NAIC's most basic tool for stock selection. The course is designed for first time investors and as an introductory course to the Beginners' SSG or Evaluation and Analysis I workshops. This class is available to clubs but is not on our publicized calendar offerings.

FREE PROGRAMS FOR CLUB AND INDIVIDUAL INVESTORS!!

Registration not required. Just show up!

COMPUTER USERS' GROUP

The Computer Users' Group meets at 7 pm on the 4th Monday of each month except December, June, and July. Participants in the group plan the programs, which include both programs of interest to computer investors and group evaluations of SSGs prepared by members using the Toolkit.

The Computer Users' Group meets at 7 pm, 4th Monday of the month, (Monday, September 29, October 27, November 24, 2003) at Bridgeport High School (see map p.2). For information call or e-mail John Moyer 989-835-9576 (moyerj@chartermi.net). To be added to the Computer Group e-mail notification list, send John Moyer your e-mail address.

STOCK FORUM

This group meets at 6 pm on the 1st or 2nd Monday of the month except June, July and August to analyze the Better Investing Magazine Stock to Study for the Month and its competitors. Topics of interest generated by the group will also be discussed as well as group evaluations of SSGs prepared by members using the Toolkit. Meetings are held at the Grand Blanc/McFarlan Library (see map page 2).

The Stock Forum will meet at 6 pm at the Grand Blanc/McFarlan Library on September 8. Location for the meetings on October 6, November 3 and December 1, 2003 have not been confirmed at the time this newsletter went to press. Call or e-mail Natalie Kavula for information 810-640-2231 (nkavula1@comcast.net) or send Natalie your e-mail address if you would like to be included on the Stock Forum e-mail notification list. The notification e-mail list will inform you of additional locations, changes and programs.

MID-MICHIGAN MODEL INVESTMENT CLUB

Mid-Michigan has its very own functioning investment club! The NAIC Mid-Michigan Model IC was created in February 2003. All of the club meetings are open to visitors. Each month the club holds a regular meeting where partners cope with all of the same problems that your club might face or be facing. The club is made up of a cross section of Mid-Michigan Chapter NAIC members. It includes members from Imlay City, Flint, Saginaw, Midland, Bay City and Mt. Pleasant. Some of the 25 members are experienced investors, some consider themselves intermediates and a fair number of the members are true beginners. If your club has questions about operations or record keeping or if you'd just like to watch how another club "does it", then plan to visit the Model Club. Someone in the club will always have time to answer any and all of your questions.

The Mid-Michigan Model Investment Club meets at 7:00 pm, the 3rd Monday of the Month (September 15, October 20, November 17, December 15, at Bridgeport High School Library (see map page 2) Because of occasional change of location, you may wish to call Ken Kavula 810-640-2231 or kkavula1@comcast.net before driving long distances.

JOIN US FOR THE STOCKPICKERS' BREAKFAST!!

The StockPickers' Breakfast (previously the Presidents' Breakfast) will be held Saturday, November 8, at the Bay Valley Inn just off I-75 west of Bay City (see map page 2)

Mark Robertson, Senior Contributing Editor of Better Investing magazine, will be presenting an address to enlighten and entertain participants.

The StockPickers' Breakfast will recognize winners of the StockPickers' Contest which draws to a close on October 31, 2003. Cash prizes and special awards too numerous to mention will be presented to participants in the contest. (*see related article page 1*)

Registration will begin at 8:30am, a full buffet breakfast will be served at 9:00am and the program will begin at 9:30am. The program will include awarding of prizes for the StockPickers' Contest, useful tips for clubs and investors and the presentation by Mark Robertson, as well as a chance for exchange of ideas with other clubs and investors. For further information contact Ken Kavula kkavula1@comcast.net.

One person from each club may attend free; all others will be \$10. Individual investors should plan to attend as well as club members!! Ramona King, Stockpickers' Breakfast Chairperson, thinks there will be of interest for everyone who attends!!

Use the registration form on page 7 or the form to be included in a letter which will be sent to your club contact. For registration information contact Evelyn Pickleman at 989-662-6476 or pickel@concentric.com.

ATTENTION NAIC STOCKPICKERS!
BUILD A PORTFOLIO AND WIN CASH FOR YOUR NAIC STOCK CLUB!
ENTER THE NAIC MID-MICHIGAN MODEL PORTFOLIO CONTEST NOW!

ALL ENTRIES MUST BE POSTMARKED BY OCTOBER 31, 2003

Here are the RULES:

1. Your NAIC Mid-Michigan Chapter Club has \$100,000 to invest in a portfolio of up to 15 stocks.
2. Portfolio evaluations begin on November 1, 2003 and run through October 31, 2004.
3. All stocks must be listed in *Value Line* or *Value Line-Small and Mid-Cap Edition* as of 8/16/03 and be trading at a minimum value of \$5.00 per share at the close of trading on 8/16/03.
4. All portfolios must contain a minimum of 5 stocks with no single stock making up more than 50% of the total investment.
5. Each NAIC Mid-Michigan Chapter club is allowed one entry.
6. The contest will proceed if the NAIC Mid-Michigan Chapter receives a minimum of 20 entries.
7. Prizes will be \$300 (First Place), \$200 (Second Place) and \$100 (Third Place) and will be awarded at the NAIC Mid-Michigan StockPickers' Breakfast in November, 2004.
8. The winning portfolios will be based entirely on stock price appreciation. Dividends will not be added to the portfolio total.
9. Numbers of shares purchased or resulting from a split or spin-off will be rounded to the nearest hundredth of a share.
10. Clubs will be allowed to trade at 3 points during the contest. The dates and method of placing trades will be communicated to the entrants during November 2003.
11. To enter, you must use the form (or an exact copy) at the bottom of this page or the form sent directly to your club contact.
12. To win, your club must be a member of NAIC Mid-Michigan Chapter throughout the contest period (now through 10/31/2004).
13. Mail entries to: Ken Kavula, NAIC Mid-Michigan Chapter, 7076 Birchwood Drive, Mt. Morris, MI 48458.

CLUB STOCK PORTFOLIO CONTEST FORM

Club name _____ NAIC Club number _____
 (Number directly above Name on BI magazine label)

Club Contact: _____

Contact Address _____ City _____ Zip _____

Contact phone _____ Contact e-mail _____

Stock Name	Ticker	Total Dollar Amount
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____
4. _____	_____	_____
5. _____	_____	_____
6. _____	_____	_____
7. _____	_____	_____
8. _____	_____	_____
9. _____	_____	_____
10. _____	_____	_____
11. _____	_____	_____
12. _____	_____	_____
13. _____	_____	_____
14. _____	_____	_____
15. _____	_____	_____

PLEASE NOTE: Preregistration is required for all workshops. Workshops with fewer than 12 participants by the deadline date may be cancelled. Preregistration is also very important because we make materials for the workshops based on the number of registrants and are not prepared for walk-ins.

Send workshop registrations to: Helen Gonzalez, Mid-Michigan Chapter NAIC, PO Box 623, Bridgeport, MI 48722-0623 phone 989-777-1497. Make checks payable to Mid-Michigan Chapter NAIC.

BEGINNERS' STOCK SELECTION GUIDE WORKSHOP (Hands-On Version)

____ Saturday, October 25, 2003 (Deadline, October 17) 9am-3pm Trinity Lutheran Church, Midland, \$20 per person
Enclosed is my check for ____ for ____ reservations for the Stock Selection guide workshop listed above

Please plan to brown bag your lunch or eat at a nearby fast food restaurant.

Name (please print clearly): _____

Street Address: _____

City: _____ State _____ Zip _____ Phone _____ e-mail(opt) _____

Please attach names, addresses and phone numbers for all additional registrants to this form, Please include your phone number!

STOCK SELECTION GUIDE EVALUATION AND ANALYSIS I

____ Thursday, September 11 and 18 (two parts) (Deadline: September 4) 6-9 pm Chippewa Nature Center, Midland \$28
____ Saturday, October 11, 2003 (Deadline October 4) 9am-3pm, Center Building, Lapeer, \$28
Enclosed is my check for \$ ____ for ____ reservations for the Workshop listed above.

Please plan to brown bag your lunch or eat at a nearby fast food restaurant.

Name (please print clearly): _____

Street Address: _____

City: _____ State _____ Zip _____ Phone _____ e-mail(opt) _____

Please attach names, addresses and phone numbers for all additional registrants to this form, Please include your phone number!

STOCK SELECTION GUIDE EVALUATION AND ANALYSIS 2

____ Saturday, October 4, 2003 (Deadline Sept. 27) 9am-noon, Central Michigan University, Mt. Pleasant, \$15

Enclosed is my check for \$ ____ for ____ reservations for the Workshop listed above.

Name (please print clearly): _____

Street Address: _____

City: _____ State _____ Zip _____ Phone _____ e-mail(opt) _____

Please attach names, addresses and phone numbers for all additional registrants to this form, Please include your phone number!

CLUB CORNER - INFORMATION FOR INVESTMENT CLUBS

CLUB VISITATIONS. Many of you call and ask if we send chapter members to visit clubs. The answer is an enthusiastic "Yes!". All it takes is an e-mail or call to one of our contacts and we can arrange to have one of the chapter members visit your club. We are happy to discuss NAIC philosophy or any problems that your club may be encountering. However, we do not teach classes during our club visits. For information on club classes, see the next item. Visits usually need about 45 minutes to an hour to be effective. Chapter contacts for club visitations are Ken Kavula 810-640-2231 (e-mail kkavula1@comcast.net) and John Moyer 989-835-9576 (e-mail moyerj@chartermi.net). Don't hesitate to call.

CLUB CLASSES. If you would like to have all of your club members attend classes together, you may want to consider using our new approach for club education. Read the article on page 3 to find out how you can have your own class.

NEW OFFERING!!

PORTFOLIO TUNE-UP \$5 per member, minimum of \$50. Clubs are often searching for someone from outside their club to look at their portfolio and give them some input based on NAIC principles. We will provide this service! For \$5 per club member (minimum \$50) we will take a look at your portfolio in advance of your meeting and then send someone well-versed in NAIC philosophy and methods to your meeting to discuss your holdings. We will use the Toolkit 4 software along with our own laptop computer and projector to aid in the discussion. Your only obligation is to provide a screen or a light-colored blank or white wall for our projector. Contact Ken Kavula (810-640-2231 or kkavula1@comcast.net) for more information.

ARE YOUR CLUB CONTACTS RECEIVING MAIL?

If you have not been receiving mail from the Chapter or NAIC® headquarters which is intended for presidents and/or club contacts, you may need to ask membership services to change your club contact name. Since some contact names have not been changed since the formation of your club, the incorrect person may be receiving the information. How do you change your club contact? You must do this in writing by sending NAIC® headquarters your club number (the letter and first 4 numbers of the 14 number membership number located above your name on the mailing label of your Better Investing magazine), the old contact's name and address and the new contact's name and address to: NAIC Membership Department, Box 220, Royal Oak, MI 48068. We only update our Chapter database from NAIC records quarterly, so you may want to let us know as well. To make a change to the Chapter mailing information, contact Natalie Kavula 810-640-2231, 7076 Birchwood Drive, Mt. Morris, MI 48458 or nkavula1@comcast.net.

PLEASE NOTE: Preregistration is required for all workshops. Workshops with fewer than 12 participants by the deadline date may be cancelled. Preregistration is also very important because we make materials for the workshops based on the number of registrants and are not prepared for walk-ins.

Send workshop registrations to: **Helen Gonzalez**, Mid-Michigan Chapter NAIC, PO Box 623, Bridgeport, MI 48722-0623 phone 989-777-1497.
Make checks payable to **Mid-Michigan Chapter NAIC**.

QUALITY, DIVERSITY AND YOUR PORTFOLIO

____ Thursday, October 9, 2003 (Deadline October 2) 7-9 pm Genesee High School, Genesee, \$12
Enclosed is my check for \$____ for ____ reservations for the this workshop

Name (please print clearly): _____
Street Address: _____
City: _____ State _____ Zip _____ Phone _____ e-mail (opt) _____
Please attach names, addresses and phone numbers for all additional registrants to this form, Please include your phone number!

HOW TO READ AN ANNUAL REPORT

____ Wednesday, December 3, 2003 (Deadline November 26) 7-9pm Genesee High School, Genesee \$12
Enclosed is my check for \$____ for ____ reservations for the Annual Report workshop

Name (please print clearly): _____
Street Address: _____
City: _____ State _____ Zip _____ Phone _____ e-mail (opt) _____
Please attach names, addresses and phone numbers for all additional registrants to this form, Please include your phone number!

WHEN TO SELL

____ Wednesday, October 29, 2003 (Deadline October 22) 7-9 pm Genesee High School, Genesee \$12

Enclosed is my check for \$____ for ____ reservations for the When to Sell workshop

Name (please print clearly): _____
Street Address: _____
City: _____ State _____ Zip _____ Phone _____ e-mail (opt) _____
Please attach names, addresses and phone numbers for all additional registrants to this form, Please include your phone number!

BEGINNING TOOLKIT

____ Wednesday, November 12, 2003 (Deadline November 5), Genesee High School, Genesee 6-9 pm, \$25
Enclosed is my check for \$____ for ____ reservations for the Toolkit workshop
Please register early. Class size limited; registrations accepted on a first-come basis.

Name (please print clearly): _____
Street Address: _____
City: _____ State _____ Zip _____ Phone _____ e-mail (opt) _____
Please attach names, addresses and phone numbers for all additional registrants to this form, Please include your phone number!

MORE TOOLKIT TOPICS

____ Wednesday, November 19, 2003 (Deadline November 12) Genesee High School, Genesee 7-9 pm, \$20
Enclosed is my check for \$____ for ____ reservations for the Toolkit workshop
Please register early. Class size limited; registrations accepted on a first-come basis.

Name (please print clearly): _____
Street Address: _____
City: _____ State _____ Zip _____ Phone _____ e-mail (opt) _____
Please attach names, addresses and phone numbers for all additional registrants to this form, Please include your phone number!

STOCKPICKERS' BREAKFAST

**Bay Valley Inn, south off the M-84 exit of I-75, Bay City
Saturday, November 8, 2003 Registration 8:30, Breakfast 9:00; Program 9:30**

Send registration form to Evelyn Pickelman, 402 Macomber St, Auburn, MI 48611 (989-662-6476 or pickel@concentric.com)

\$10 per person (one person from each club may attend free). Make checks payable to Mid-Michigan Chapter NAIC.

Name (please print clearly): _____ Club Name (if applicable) _____
Street Address: _____
City: _____ State _____ Zip _____ Phone _____ e-mail (opt) _____
Total Number registered: _____ Total Paid (1 club member may attend free) _____

Please attach names, addresses and phone numbers, and club name (if applicable) for all additional registrants to this form.

MID-MICHIGAN CHAPTER NAIC®

The Mid-Michigan Chapter is the all-volunteer educational branch of NAIC®

For membership questions
contact NAIC® HEADQUARTERS
1-877-275-6242(Toll Free) or 248-583-NAIC(6242)
FAX 248-583-4880

Chapter events and workshops on the Internet: At the NAIC site (www.better-investing.org), click on Community, then Chapters, select the Michigan pull-down menu, then click on Mid-Michigan Chapter.

Chapter meetings: Mid-Michigan Chapter meetings are the first Tuesday of the month, except December and July at Delta College. Due to construction at Delta, the meeting room will be moved occasionally this year. Before attending any meeting, please call Natalie Kavula 810-640-2231 or e-mail nkavula1@comcast.net for information.

Chapter contacts: Ken or Natalie Kavula 810-640-2231 e-mail kkavula1@comcast.net or nkavula1@comcast.net, John Moyer 989-835-9576 e-mail moyerj@chartermi.net (Computer Group), Helen Gonzalez (Registrar) 989-777-1497

NAIC® MID-MICHIGAN CHAPTER

BOARD OF DIRECTORS

Natalie Kavula President, Flint area
Jan Stewart, Vice-President, Saginaw area
Jean Murray, Treasurer, Mt. Pleasant area
Barb Ostler, Secretary, Midland area
Helen Gonzalez, Registrar, Bridgeport area
John Moyer, Computer Chair, Midland area
Ramona King, StockPickers' Breakfast Chair, Midland area
Reinhild Bednarski, Flint area
Don Boyer, Midland area
Fred Dickinson, Saginaw area
Ruthetta Dornbos, Midland area
Jerry Gonzalez, Bridgeport area
Ann Haines, Midland area
Ken Kavula, Flint area
Ken Krawczak, Saginaw area
Evelyn Pickelman, Midland area
Sue Winkowski, Midland area

NAIC® Homepage

Please visit the NAIC® homepage at www.better-investing.org. You can find information concerning NAIC® activities throughout the country as well as the latest, up-to-date information about what is going on in the Mid-Michigan area. You can also find links to sites that will allow you to track your own personal portfolios or to keep track of your club's portfolio on-line.

NAIC®
Mid-Michigan Chapter
National Association of
Investors Corporation®

NONPROFIT ORG.
U.S. POSTAGE PAID
ROYAL OAK, MI
PERMIT NO. 312

7076 Birchwood Drive
Mt. Morris, MI 48458