



New York Chapter News

Come Back To Investing The NAIC Way

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June 2003

A Message From The President...



Monica Noel

President, New York Chapter NAIC

As our domestic and international, political and economic uncertainties become more predictable, the stock markets here and abroad are also unfolding into a pattern that reflects what is typical after a downward economic cycle. The bear market we have been

experiencing for the past few years and continue to experience has created some stock buying opportunities. This does not mean that we should jump in blindly and buy all the stocks that we love and are dying to include in our portfolios. We need to still do our homework on every stock, because some are still overpriced and have ways to go before they drop into our buying range.

We as investors need more choices. Recent tax reforms-dividends and capital gains- are also giving us more flexibility to make decisions to buy and sell stocks, while easing the fear of higher tax bites. Many companies are now including a dividend paying plan, while others are increasing their current dividend rates. Continue to write to your legislatures about other ideas that may help you as an individual investor. We have power in numbers and they listen.

The NAIC has also listened to us by giving us Online Premium Services (OPS), a database of 10,000 companies to make it easier to obtain information for our stock research. This service is offered free to NAIC volunteers, and at a very nominal cost of \$25.00 per year to members. Please visit the NAIC website at www.better-investing.org, to get more information about OPS and the many other services and benefits that membership in NAIC offers.

And remember to support your local chapter. We miss some of you at our local programs. Please visit. We'd love to hear from you about how the New York chapter can better serve your investment education needs.

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The NAIC/NYPC Computer Group

The "Comedy Central" of Investing

Phyllis Pawlovsky

Director, New York Chapter NAIC

Welcome to the NAIC/NYPC Computer Group -The "Comedy Central" of Investing.

We are NAIC's best kept secret for investors in our area. Whether you are a novice or advanced investor -whether you use a computer or not - these meetings will get you where you want to be as an investor and probably have you laughing all the way to the bank. It is a wonderful way to spend a Friday night.

Founded in 1994 by Phyllis Pawlovsky, a New York City Director and Gayle and Bob Freeman from the New Jersey Chapter, the NAIC group aligned itself with the New York Personal Computer Group. The philosophy was to teach computer users how to invest and investors how to use the computer for investing. We are proud to say that we have achieved both. Over 250 NYPC members have joined NAIC, taken the investing classes, and come to our meetings to put their class learning into practice. NAIC individual members come to increase their judgment skills and evaluation technique. NAIC club members attend to practice making presentations before a "live" audience before presenting the stock to their club members.

The meetings are held on the second Friday of each month at the Microsoft building - 825 8th Avenue at 49th Street, between 8th & 9th Avenues, 18th floor at 6:15 p.m. Because of our affiliation with the New York Personal Computer Group, we are fortunate in meeting at Microsoft with top of the line equipment, spacious seminar rooms, and last but not least, a connection to the Internet.

Access to the Internet gives us the opportunity to explore favorite web sites of our attendees; visit Quicken and do the One-Click Scorecard to see if NAIC would consider a particular company; check out earnings estimates for companies that we like; or visit Vector Vest to see how they rate the stock.

Each meeting is focused on a particular industry. We evaluate three stocks in the industry and compare them at the end of all presentations. Each presenter brings a Stock Selection Guide either on a disk or hard copy, along with copies of the Value Line. The discussions are lively and informative. During the presentation, the audience, who knows in advance the stock to be studied,

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Upcoming Meetings

(all programs subject to change, please subscribe to the New York Chapter E-mail Announcement List for the most up-to-date information)

COMPUTER USER GROUP (NYPC/NAIC INVESTING SIG) - Second Friday of every month (except August) 6:15pm

Location: Microsoft, 825 Eighth Avenue at 49th Street - 18th floor
(Sign in for NYPC Meeting, please bring identification)
Call New York Personal Computer Hotline, (212) 643-6972, (3 letter code INV) for meeting topics and updates

Jul. 11, 2003 - Potpourri - Bring Your Favorite Stock

August - No Meeting

Sep. 12, 2003 - Grocery Industry

NEW YORK CITY DIVISION MEETINGS-Third Tuesday of every month-6:15pm

Location: Fashion Institute of Technology - 8th Avenue at 27th Street-Building A - 8th floor

July 15, 2003 – Everything You Wanted to Know About Long-Term Care (but may have been afraid to ask)

August 19, 2003 – Ten Minute Checklist for Finding Stocks

September 16, 2003 – Estate Planning is for Everyone

LONG ISLAND DIVISION MEETINGS - Last Tuesday of every month-(except December) 7:30pm

Location: The Floral Park Community Church, 120 Floral Parkway, Floral Park, L.I.

June 24, 2003 – Bloopers on SSGs

July 29, 2003 -- Reading Financial Statements - Balance Sheet

August 26, 2003 -- Reading Financial Statements - Income Statement

New York Chapter E-mail Lists

The New York Chapter maintains two E-Mail Lists.

- **nychapter2** will provide you with the earliest notice of chapter classes and events. We encourage everyone to subscribe to the list, this will help the chapter control our mailing costs, which will enable us to use the savings to provide more educational events. We suggest that at least one person from every investment club subscribe to this list.
- **nynaic-nypc** is an announcement list for computer related chapter events and meetings. The list will e-mail a reminder for the computer users group meetings. Posts will be infrequent and rarely more than one or two messages each month.

To subscribe to either or both of the lists:

1. Send a message to lyris@lists.better-investing.org.
In the body, type: **subscribe listname FIRST LAST** (where FIRST LAST is your first and last name - not your e-mail address, and listname is one of the two lists named above).
EXAMPLE:
subscribe nychapter2 John Smith
subscribe nynaic-nypc John Smith
2. You will receive a confirmation message from the server checking your e-mail address
3. Once you reply to the confirmation message you will become a member of the list and you will get a welcome message from the server with instructions on how to use the list and how to unsubscribe.

In lieu of step (1) you may go to the appropriate website below and sign up for the list directly from the website. Steps (2) and (3) should remain the same.

For **nychapter2**

http://lists.better-investing.org/cgi-bin/lyris.pl?enter=nychapter2&text_mode=0&lang=english

For **nynaic-nypc**

http://lists.better-investing.org/cgi-bin/lyris.pl?enter=nynaic-nypc&text_mode=0&lang=english

The NAIC/NYPC Computer Group (continued from page 1)

asks questions, offers comments and assists the presenter in good evaluation techniques. Many of our attendees are NAIC teachers who bring their expertise to the group.

I asked some of our visitors who have been attending meetings for years what the group has to offer and why they keep coming back:

• Robert Freed – a one-year veteran of the group says:

“Attending meetings has helped increase my knowledge of what to look for when making long term investments. ...allowed me to get others’ opinions on my selections. ...picked up on stocks presented that I would not have thought of. Attending has also helped build my confidence in selection and judgment of stocks”. May I add that Bob has made several presentations that turned out to be excellent selections.

Avi Horwitz, an NAIC local and national director and one of New York’s favorite teachers, who really knows his stuff, keeps coming back for more because:

“The meetings are the absolute best place to discuss a company with a smart group of people and to look at the Stock Selection Guide and talk about how to interpret it and what the numbers are telling us.”

Doris Schrieber, the group’s secretary and keeper of the e-mail believes the meetings have been of value to her because she has:

- Met people with similar interests;
- Been introduced to new web sites and shown how to obtain information on web sites she was already familiar with;
- Learned how to use the various parts of Toolkit (computerized investing software) and to make informed judgments about a company; and
- Found out about new companies and their products or services.

Doris says that attending meetings has forced her to be more cautious than he was before and to do a lot of research before investing in your dentist’s or your brother-in-law’s hot stock tip.

I have been the Chairperson of the group since inception and will not give up these meetings for anything, no matter how busy I get in my life. The meetings are fun and the group, all strangers to each other at one time, have become a well-educated investing group that throws open its arms to any newcomer that walks in the door. The high level of interest, opinions, well thought out judgments, presentations and laughter keep us coming back.

We’d love to see you. Just show up and learn how to evaluate companies better. This we promise.

Better Investing