



The Inland Empire Chapter NAIC JOURNAL



Investment Education Since 1951
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Winter 2004

The President's Corner — Vicki Redlin

An Open Letter To The Directors Of Inland Empire Chap- ter

I have been "on the job" now for approximately six months. I can truly say of this new job that the learning curve has been straight up. Along the way, some wonderful people, including our immediate past president, Carole Madden, have coached me. **Thank you one and all.**

Since my last newsletter message, we have planned and implemented a very successful T2 Training held in Spokane on Sept. 5th and 6th. The turnout of directors from Spokane, Lewiston, and the Tri-Cities was fantastic. I have attended the NAIC National Convention and Director Training on Oct. 30-Nov. 2. I always come away from any NAIC education program filled



President, Vicki Redlin

with a million and one wonderful ideas for the Chapter.

Among our other accomplishments, the Chapter has completed its annual audit and been complemented for our professionalism from National. Treasurer Paula Riccelli has submitted an annual budget, which has been ratified by the Directors. And the Chapter and its satellites, in Lewis-Clark and the Tri-Cities, have all completed a successful fall series of NAIC education classes.

Finally, I have set three

priorities for the Chapter and myself over the next year. First, is recruiting for new Directors, Clubs, and NAIC members. Second, is NAIC education of members and nonmembers. Third, is building the revenue side of the Chapter's balance sheet. These three priorities will build this Chapter, albeit block-by-block, into a vibrant growing organization of excited and committed volunteers with student driven education programs. It goes without saying that the success of this organization depends on all of you. I simply cannot thank you enough. Together I am confident that we will have a fun, challenging, and exciting year.

My best wishes for the holidays and the New Year.

The Importance of Communication — Bruce Ellis

As families and organizations grow larger, **communication becomes both more difficult and more important.** So it is with our Inland Empire Chapter family.

In an effort to improve communication with our members, the Chapter Board of Directors is setting up an e-mail list. The Chapter would like to be able to send you the occasional announcements of

Chapter events, classes, and special notices. Board of Directors member Bruce Ellis has agreed to be the list administrator.

Now, all we need is your help! Please send us your e-mail address together with your name, address, phone number and NAIC membership number. Don't worry, *no one other than the List Administrator*

will have access to this information.

This is not a chat list – It is planned to be a vehicle for getting out announcements and notices. **Anyone may withdraw from the Chapter e-mail list at any-time.**

E-mail today any questions or your information to Bruce at: inlandempire.chapterk57@hotmail.com.

Inside this issue:

2004 Class Schedules	2
Classes on the Move	3
Chapter This and That	3
Chapter Officers and Contacts	3
Class Registration Form	3
Club Idea Exchange Meeting	4
NAIC Member Referral Program	4
A Couple of Questions	4

Up-Coming Events Open to All!



January 27, 2004, 6:30 – 7:30 PM
BETTER INVESTING SEMINAR
South Hill Public Library
3325 S. Perry St. - Spokane WA

Saturday, May 22, 2004,
ANNUAL MEETING
of the Inland Empire NAIC
National Guest Speaker
Spokane, WA

Jun 18 — 20, 2004
COMPUFEST 2004
St. Louis, Missouri

Fall of 2004
PUGET SOUND COMPUTER AND
INVESTORS FAIR® 2004
Friday, Noon - 9:00 pm
Saturday, 7:15 am - 4:00 pm
Meydenbauer Center
Bellevue, Washington



**The Inland Empire Chapter
N A I C JOURNAL**

Spokane/Coeur d'Alene Class Schedule

Location:

¹Seth Woodard Elem.
School
7401 E. Mission Ave.
Spokane, WA

²Location to be announced

Registrations:

¹Institute for Extended
Learning

Non-credit Registration
MS3090

3305 W. Fort Geo. Wright
Dr.
Spokane, WA 99224-5228
Phone: 509.279-6000

²NAIC Registrations

PO Box 10227
Spokane, WA 99209-0227
FAX: 206.985.4892
Phone: 509.327.1848

Date	Time	Class	Cost
January 14 Wednesday	6:30-8:30 PM	¹ Basic Investing For Individuals NAIC proven philosophy, investment terms, finding stocks to study.	\$15
January 21, 28; February 4,11, 18 Wednesday	6:30-8:30 PM	¹ Evaluating Stocks for Successful Investing A five week series teaching why we use the Stock Selection Guide with hands-on prepa- ration of the SSG, and applying judgment to the SSG.	\$40
January 31 Saturday	9 AM -3 PM	² Treasurer's Workshop Prepares club treasurers for 2003 tax preparation. The class will cover some of the monthly activities of the club Treas- urer and outline some pitfalls to avoid.	\$20
February 7 Saturday	9 AM -3 PM	² Introduction to TookKit Pro Software Preparing and applying judgment to a SSG using ToolKit Pro.	\$20
March 6 Saturday	9 AM -3 PM	² Advance SSG Adding judgment; learn the red flags; and preferred methods of determining earnings per share.	\$20

Location:

Columbia Basin College
Building, Room-TBA
2600 N 20th Ave
Pasco WA 99301-3379

Computer Classes:

Kennewick General Hospi-
tal
900 S Auburn
Kennewick WA 99336-5621

Registrations:

Barbara Mattichak
NAIC Registrations
2512 Blue Hill Court
Richland, WA 99352
Phone: 509 627 3639

Tri-Cities Satellite Class Schedule

Date	Time	Class	Cost
January 31 Saturday	9 AM -3 PM	Treasurer's Workshop Prepares club treasurers for 2003 tax preparation. The class will cover some of the monthly activities of the club Treas- urer and outline some pitfalls to avoid.	\$20
March 27th Saturday	9 AM -1 PM	Stock Screening How to prepare screen for research using Value Line and other sources, criteria to select and what it means. Stock Prospector software will be demonstrated to screen 10,000+ stocks.	\$15
May 22 Saturday	9 AM -1 PM	VL, OPS & S&P Data This class will cover the material con- tained in each and the differences between the data; the usefulness of the NAIC web site to aid and lighten the research tasks.	\$15

Location

Lewis-Clark State College
Student Union Bldg, Rm.
143
500 8th Ave
Lewiston, ID

Registrations:

Evelyn Fleming
NAIC Registrations
PO Box 2098
Lewiston ID 83501-2098

Phone: 208-746-6805

Lewis Clark Satellite Class Schedule

Date	Time	Class	Cost
Continuing course will use NAIC stock study course, guide and other resources. Class fee includes study materials. Refreshments are \$1.50 extra.			
January 10	9:30 am - 12 noon	Stock Selection Guide and Report Review.	\$6.00
January 24	9:30 am - 12 noon	Stock Comparison Guide	\$6.00
February 7	9:30 am - 12 noon	(SCG Cont.) Comparisons based on industry characteris- tics	\$6.00
February 21	9:30 am - 12 noon	Port folio Management Guide	\$6.00
March 6	9:30 am - 12 noon	Portfolio Evaluation & Review Technique (PERT)	\$6.00
March 20	9:30 am - 12 noon	PERT continued	\$6.00
April 3	9:30 am - 12 noon	When to Sell	\$6.00
April 17	9:30 am - 12 noon	Challenge Tree	\$6.00

**"Ownership really doesn't
have to include an actual
stock certificate. ... An
introduction to investing
at a very young age is a
gift that can last a
lifetime."**

-Kenneth S. Janke, Sr.

CLASSES ON THE MOVE
- Carole Madden

The Inland Empire Chapter of NAIC is offering what we are calling "Classes on the Move". Our investment instructors will come to your area or club to teach a NAIC offering of your choice.

We ask a minimum of 10 participants for a two hour class. The charge will be \$5.00 per hour per participant. In addition, you will be asked to provide the class facility and materials cost.

Possible course offerings could be Investing for Life; Successful Investing; Stock Selection; Portfolio Management; Mutual Funds; Computerized Investing and the Internet; Investment Club Operations; or Investment Club Accounting.

We hope this will help your club become more astute in picking and selling stocks. Please contact Carole Madden at 509-467-5789 or jpmadd@comcast.net for more information or send e-mail to: inlandempirechapterk57@hotmail.com.

Looking forward to hearing from many of you!

Inland Empire Chapter Class Registration Forms

Class Loca-	_____	Date of Event	_____
Class Name	_____	Fee Enclosed	_____
Name	_____		
Address	_____		
City/State/	_____		
E-Mail	_____		
Phone-Day	_____	Evening	_____
Club Name	_____	NAIC Member #	_____
.....			
Class Loca-	_____	Date of Event	_____
Class Name	_____	Fee Enclosed	_____
Name	_____		
Address	_____		
City/State/	_____		
E-Mail	_____		
Phone-Day	_____	Evening	_____
Club Name	_____	NAIC Member #	_____

Chapter This 'n That

CHAPTER MEETING

You're invited to attend on the second (2nd) Thursday of each month. Please join us for dinner (optional), education, and good conversation about investing and the stock market.

Meeting Format:

- 5:30-6:45 PM
No Host Dinner
- 6:45-7:00 PM
Educational Topic
- 7:00-8:30 PM
Business Meeting

Meeting Location:

Shari's Restaurant
320 N. Sullivan Road,
Veradale WA 99037
Take I-90 to Sullivan Road Exit. Turn south. Shari's is on east

FOR ANY LAST MINUTE CLASS CHANGES!!

While we strive to adhere to the published schedule, changes do occur. Please check our website at www.better-investing.org/regions/inland.html for class changes or cancellations. The website is the place to go to verify where, when, or if classes are being held. If you do not have internet access, call your local registrar.

WEBSITE CONTENT

If you need to get information included on the website, contact Mike McKinlay at 509.327.1848 or e-

Stocks are a safe bet, but only if you stay invested long enough to ride out the corrections.

—Peter Lynch

BE PREPARED

All classes begin promptly at the times listed. Class check-in and material hand-out starts half hour before class begins. Please **BRING** a hand calculator, clear ruler and three colored pencils to all Stock Analysts classes. Pre-registration is required as space is limited. Same day registration allowed only if space is available. Please include a legible e-mail address with your registration so we can easily contact you is there is

Inland Empire Chapter Officers and Contacts

Vicki Redlin, President:
victoriar@icehouse.net
509.536.9323
Carole Madden, Past Pres., Regional Contact
jpmadd@comcast.net
509.467.5789
Paula Ricelli, Treasurer
paularic@worldnet.att.net
509.448.2533
Carla Davis, Secretary
harrytec@omnicast.net
208.664.3255
Mike McKinlay, Computer & Website Contact
dadad@icehouse.net
509.327.1848
Chuck McVey, Tri-Cities
Charles.mcvey@gte.net
509.628.1775
Dorothy Fritz, Lewis Clark
Fritzetc@valint.net
208.743.6837

Visit our website for a complete list of your directors and associates.



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Spokane, WA 99209-0227

Mailing Address Line 1
Mailing Address Line 2
Mailing Address Line 3
Mailing Address Line 4
Mailing Address Line 5

WE'RE ON THE WEB!
WWW.BETTER-INVESTING.ORG/REGION/INLAND.HTML

Member Referral Program Update

To date there are 2,179 new members across the nation who NAIC through the new Member Referral Program. National continues to average 70 new members each who join as a result of referral members. The majority of members referred continues to club members who did not prepay the \$14 dues.

We want to remind everyone you can earn NAIC DOLLARS simply by spreading the word about and encouraging others to

Let's try and get all Inland Chapter investment clubs members on the NAIC team. You with NAIC DOLLARS and they by receiving their own copy of magazine, this newsletter, and give information available members at the Better-site. See "your" copy of Better Investing Magazine for more

Calling All Club Presidents and Treasurers!!

—Paula Ricelli

Does your club need motivation? Do you have questions about club accounting? Are you seeking new members? Does your club need more investment education? Do you have some ideas that are really working for you and your club?

The Board of Directors of the Inland Empire Chapter NAIC invites you to join with us for an **Idea Exchange** at our March Board meeting.

Mark your calendar for Wednesday, March 10, 2004. The meeting site will be in the Spokane Valley and location posted on our Chapter web page.

5:30 PM No host dinner & visiting
6:45 PM Idea Exchange
7:30 PM Board meeting (You are invited to stay if you choose.)

Exciting, free appreciation gift for each club represented. Please call Paula at 509.448.9270 or Sula at 509.448.9742 by Monday, March

May We Ask a Couple Questions?

In our efforts to meet the needs and expectation of the NAIC members, we need some *help and insight from you* in order to achieve our Chapter goals. It would be very much appreciated if you would take the time to answer two questions.

You may mail, phone or e-mail your response ... whatever makes it easiest to get your input back to the Chapter.

1. **What can we do for you** – what are your investing education needs as an individual or club?
2. **Would you be willing to volunteer at some future event** that the Chapter may sponsor? Pass out handouts, name tags?

Responses may go to the return address PO Box listed at top of this page, or call Sula at 509.448.9742, or e-mail us your comments at: inlandempirechapterk57@hotmail.com. The Chapter most sincerely thanks you for your response.