
**NAIC's *BetterInvesting*™ Coastal GA/SC Chapter
March 2006 Newsletter**

Below is information related to the following:

- Special Notes
- Commentary
- Chapter Classes/Events
 - Investment Education Classes - March 11**
- Computer Group
- Club News
- Volunteer Opportunities

SPECIAL NOTES:

Email Announcements:

Please remember to share our chapter announcements with others who may not be receiving these messages. If you know of others with email who would like to be on this list, please ask them to email us. sgallemore@georgiasouthern.edu

Chapter Web Page:

Members and other interested investors may find information about our events, past email newsletters, and other chapter information at:

<http://www.betterinvesting.org/chapter/coastal-chapter> or
<http://www.georgiasouthern.edu/~sgallemo/coastal-chapter>.

Postcards to Clubs:

Please note that only one person per investment club receives the Chapter postcards announcing chapter workshops and activities. This BetterInvesting contact person should share information on that postcard with all club members. Postcards come out a maximum of once per month.

Club Visits:

Chapter Directors would like to visit your club to assist with club operations and provide a brief portfolio review of your club's holdings, to learn of your education interests, and to provide information about other services the chapter may be able to provide, and of

course to provide an opportunity for club members to participate in a question/answer session. Please let us know if you would like to schedule a visit.

sgallemore@georgiasouthern.edu

Better Investing Seminars:

If you know of a group that would like a free *Better Investing Seminar* presentation (overview of the BetterInvesting investment principles, how to get started investing, information about investment clubs, etc.), please let us know. For more information: sgallemore@georgiasouthern.edu.

COMMENTARY

Sandy Gallemore, Chapter President

Jim Cramer, the wild man on CNBC, has quite a following, and his enthusiasm and assertiveness cause some investors to believe he has all of the answers. While BetterInvesting members most likely are focused on his assessment of the economy and the future, less educated investors may just be buying and selling what he recommends on a given night. Personally, I try to jot down the ticker symbols of companies he mentions so that I might do my own research and make my own determinations, as I'm sure many of you do the same. Although his TV style may be a bit over the top for some of us, Cramer does have some strategies or philosophies about stocks that compliments the BetterInvesting methodology.

He advises us to buy the "best of breed" companies. This strategy goes along with what other high power investors promote. When we choose cheap alternatives to the best companies, we often lose. He advises us that we will find "few bargains in the world of second-rate players." How does he view the high valuations of those top companies? He suggests that we should purchase good companies even if the prices (and price to earnings ratios) are more expensive, reasoning that these high quality businesses likely will be able to hold up during market downturns and will make us money in the future. Of course, we must use our own good judgment about just how high a P/E ratio we will accept. If we buy when a stock is out of the ballpark, we'll be chasing that home run for a very long time! I suspect many Better Investing members choose not to purchase when the P/E ratio is too high, even if Cramer thinks all will be well over the long term.

Another suggestion Cramer offers is to sell stocks when the CEO or CFO suddenly leaves the company. Although companies often indicate the vacating of these top positions was for personal or family reasons, more likely is the scenario that they were asked to resign (or be fired). Generally, the CEO fought to get that position and is not likely to give it up without another better position in the wings. The astute investor will want to determine the real reason for the abrupt departure. While we may not want to jump out immediately, we will want to learn as much as we can about the new company

leadership.

My suggestion: Use Jim Cramer and other high-profile investors and money gurus for ideas. Take the parts of their strategies, philosophies, and so forth as food for thought. Take ideas for stock studies from them; don't buy on their say-so. Learn to do your own research and your own stock studies and rely on your own good judgments.

Learn more about investing by attending chapter classes, such as the ones that will be offered on March 11. See more information below.

Upcoming national events:

BetterInvesting CompuFest, Reno NV, June 23-25, 2006

BetterInvesting National Convention, Columbus OH, September 7-10, 2006

CHAPTER CLASSES/EVENTS

Portfolio Management (Performance Evaluation Review Technique and Portfolio Management Guide)

Date: March 11, 2006, Saturday.

Time: 9:30 am - 12:00 pm (registration opens at 9:15 am)

Location: Mighty Eighth Air Force Heritage Museum in Pooler GA (Hwy 80 and I-95 intersection)

Cost: \$20.00 preregistration by February 28 (on-site: \$25.00)

Analyzing the Company Annual Report

Date: March 11, 2006, Saturday.

Time: 1:00 pm - 3:30 pm (registration opens at 12:45 pm)

Location: Mighty Eighth Air Force Heritage Museum in Pooler GA (Hwy 80 and I-95 intersection)

Cost: \$20.00 preregistration by February 28 (on-site: \$25.00)

For all classes, please use **registration form** on webpage.

<http://www.betterinvesting.org/chapter/coastal-chapter> or

<http://www.georgiasouthern.edu/~sgallemo/coastal-chapter>

Off-Site Classes (club sponsored)

Class requests: The Chapter is prepared to provide classes for clubs or other groups of the BetterInvesting community (including individual members). Requests for an event must reach the Chapter at least six weeks prior to the requested time of the class.

Email us for information about available topics. pilgrimdi@netscape.net

Responsibilities of the host: The host must guarantee a minimum of 10 pre-registrations for the day and is responsible for arranging suitable classroom accommodations, including a large screen, podium, table space for the presenter(s), etc. Further information is available on our webpage.

Registration requirements: The Chapter must receive the pre-registration forms with fees enclosed at least 14 days in advance of the planned date. Chapter registration forms must be used – see our chapter web site (or alternate site) or email us for a copy of the form. <http://www.betterinvesting.org/chapter/coastal-chapter> or <http://www.georgiasouthern.edu/~sgallemo/coastal-chapter> or email pilgrimdi@netscape.net.

CHAPTER COMPUTER GROUP

Please respond to this email if you are interested in assisting with the re-formation of a Chapter Computer Group.

INVESTMENT CLUB NEWS

If your club would like to highlight its successes or share ideas, let us know and we will include the information in this section of the Newsletter:
sgallemore@georgiasouthern.edu.

Should you have a group of people interested in forming a new club, please let the Chapter know (you may reply to this memo with that message). We love to help new clubs form.

Clubs Currently Welcoming Visitors

Women Investing Now (WIN) Investment Club of Statesboro GA welcomes visitors to most of its monthly club meetings, which are held on the fourth Tuesday of the month. Visits to the club do not constitute any commitment on the part of the individual or the club regarding potential club membership. Please contact the club if interested in visiting. sgallemore@georgiasouthern.edu

Please note: The Chapter cannot publish any advertisements for new club members, nor can we publish any requests of individuals to be put into contact with a club. The best way to determine if a match-up exists is to attend workshops and look for others in your area, or to mention your interest in investment clubs to people you see in your area.

CHAPTER VOLUNTEER OPPORTUNITIES

The Coastal GA/SC Chapter has openings for a few Associate Directors and Volunteers who would like to assist with Chapter operations, publicity for our workshop classes and activities, teaching, and/or with providing other services to our membership.

If you are interested in serving as a chapter volunteer, please respond to this email or contact our Volunteer Coordinator. Not only will you be sharing your talents to help others improve their investment skills, but also you will have unique opportunities to improve your own investment knowledge by attending national BetterInvesting and Chapter director training programs. Volunteer Coordinator: Valjean Stell-Burns, valsburns@comcast.net