

OKI TRI-STATE CHAPTER OF



Serving Investors In Southern Ohio,
Northern Kentucky and Southeastern
Indiana

Successful Investing Through Education

Company Presentations

Exhibitors

Classes & Seminars

Annual Reports

Continental
Breakfast

Lunch

Door Prizes

14 Fourteenth Annual Investors Fair® 2004

Friday Sept. 24, 6 to 9 P.M.
and Saturday, Sept. 25,
8:00 A.M. to 3:45 P.M.
Clarion Hotel & Suites
5901 Pfeiffer Road,
Cincinnati



BP (NYSE:BP) is one of the world's top energy companies on the basis of market capitalization and proven reserves. It is the largest company in the United Kingdom with about half of its assets, shareholding and employees in the United States. BP was formed by the combination of Amoco Corporation, British Petroleum Company, Atlantic Richfield Company and Burmah Castrol. We're one of the world's largest companies in terms of market capitalization. BP's main activities include exploration and production of crude oil and natural gas; refining and marketing of petroleum products; the manufacture and marketing of petrochemicals; and a burgeoning solar business. BP employs some 100,000 people in more than 100 countries in North and South America, Europe, Asia, and Australia, and serves more than 10 million customers around the globe daily. We were one of the first companies to voluntarily introduce cleaner fuels and are now selling them in more than 40 cities in the U. S. and over 100 cities around the world. We're one of the world's largest producers and users of solar energy



Presenter:
MARY JANE KLOCKE
Director, North American Shareholder Marketing

Mary Jane Klocke joined BP's Investor Relations office in the US in 2002. She had worked in BP's London headquarters for several years as Policy Advisor in the Government and Public Affairs Unit. In her current role as BP's Director of North American Shareholder marketing, Mary Jane is responsible for the design and execution of BP's marketing program to individual investors. She has been with BP for eighteen years.

Mary Jane holds a Bachelor of Science degree in Education from Iowa State University and a Master of Arts degree in Political Science from George Washington University. She is a member of the National Investor Relations Institute and the Investor Relations Society.



CEMEX (NYSE: CX) is one of the world's leading producers of cement and ready-mix concrete with operations on five continents, in 34 countries. We operate in some of the most dynamic international markets, serving thousands of customers every day. From homes to hospitals to highways, we are helping our clients to build their futures. Our industry expertise and our leading-edge technology have made us the industry's most profitable global player, creating a portfolio of cement assets that produce sustainable growth. Visit their web site at: www.cemex.com



Presenter:
BEATE MELTEN
Vice President of Administration and Manager Investor Relations

Ms. Melten joined CEMEX in 1996, setting up the company's New York office. She worked for 2 years in the Corporate Communication Department before she joined the Finance Department in 1998. Her present responsibilities incorporate designing and executing Cemex's retail efforts in the US as well as in Europe.

Beate grew up in Germany and holds an M.A. in Sociology from Georg-August University in Goettingen, Germany.



CHRIS DeSIMIO

For almost a decade Chris has been bringing his Saturday Morning WVXU radio program, "On the Money" to the OKI Chapter Investors Fair. Again this year he will be here, with an on-air discussion with the company representatives not only about the general prospects of the market, but also to take a closer look at their particular companies.

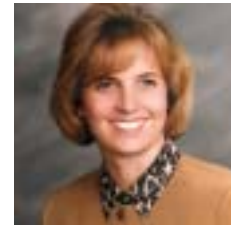
Chris is a Senior Vice President - Investments at a full service brokerage firm in Cincinnati. Look for him on Saturday.



PAN PACIFIC RETAIL PROPERTIES (NYSE:PNP) is an equity real estate investment trust (REIT) engaged in the acquisition and ownership of income producing retail properties located in the high-growth markets within the Western United States. The company focuses on creating long-term shareholder value by operating neighborhood and community shopping centers with tenants that provide everyday essentials. Today, the company's portfolio of 130 shopping centers encompasses more than 20 million square feet of rentable space and is anchored by supermarkets and pharmacies such as Safeway, Albertsons, Kroger, Rite Aid and Sav-on Drugs.

During 2003 Pan Pacific achieved a 37% total return for its stockholders. In February 2004 Pan Pacific raised the dividend by 6.4% to \$2.17 on an annualized basis.

In the six years since going public (August 1997) Pan Pacific has achieved a 268% total return to stockholders, while achieving a 41% increase in dividends per share. The company has grown its portfolio of shopping centers more than 425% from 25 centers to 130 centers. All of this has been accomplished while maintaining a strong, conservative balance sheet.



Presenter:
CAROL MERRIMAN
Director of Investor Relations and Marketing

Since Pan Pacific's initial public offering seven years ago, Ms. Merriman has been responsible for investor relations - communicating with both individual and institutional shareholders Pan Pacific's strategy, performance and prospects. For the last nine years at Pan Pacific Ms. Merriman has led the marketing team and its efforts to increase Pan Pacific's visibility in the business and trade press, as well as work with the individual retailers at Pan Pacific's shopping centers, helping the retailers gain visibility and marketability to the consumers who shop at its centers.

Ms. Merriman is a graduate of the University of Southern California, and is a board member for the San Diego chapter of the National Investor Relations Institute (NIRI).

Special Presentation:



Analyzing Procter and Gamble's Numbers Using the SSG

The Stock Selection Guide (SSG) is the basic tool that NAIC members use to help them study and analyze companies. This one tool gives us about 80% of the information we need in order to select the best stocks to buy. When we say best, we mean companies with growing fundamentals and that are well managed so that we can be reasonably certain that they will continue to grow in the future.

We are going to focus on four important areas of the Procter & Gamble SSG. Those four areas are: capitalization (debt); the top line (sales); and the bottom line (earnings); management (what these numbers tell us about management); and finally judgment and projections.

This study of the Procter & Gamble SSG will be presented by Denise Chambers, Individual Investors Program Coordinator for P & G, in conjunction with an OKI instructor.

PROCTER & GAMBLE (NYSE: PG), recognized leader in the development, distribution and marketing of superior products for home, family, and personal care, markets more than 300 products in over 160 countries around the world. Nearly 98,000 P&G people working in almost 80 countries worldwide make sure P&G brands live up to their promise to make everyday life just a little better. In the fiscal year ending June 30, 2003, P&G had worldwide sales of \$43.38 billion.

For more investment information about the Company, please visit our website at www.pg.com/investing.



Presenter:

DENISE CHAMBERS

Individual Investor Program Coordinator, Investor Relations

Denise joined Procter & Gamble in 1995. In addition to several assignments in Cincinnati, Denise has managed the Individual Investor Program since moving to Investor Relations in November 2000.

Denise is from Cincinnati, Ohio and is a graduate of Miami University.



SYNOVUS (NYSE: SNV) is a diversified financial services holding company, with more than \$21 billion in assets, based in Columbus, Georgia. Synovus provides integrated financial services including banking, financial management, insurance, mortgage and leasing services through 41 affiliate banks and other Synovus offices in Georgia, Alabama, South Carolina, Florida and Tennessee; and electronic payment processing through an 81 percent stake in TSYS (NYSE: TSS), the world's largest third-party processor of international payments. In 2004, FORTUNE magazine named Synovus as one of "America's Most Admired Companies" and also ranked Synovus No. 20 on its list of the "The 100 Best Companies To Work For". See Synovus on the web at www.synovus.com.



Presenter:

PATRICK A. REYNOLDS

Senior Vice President and Director of Investor Relations

Pat Reynolds is currently the Director of Investor Relations for Synovus Financial Corp. Reynolds joined Synovus Financial Corp. in 1991 as Director of Benefits for TSYS., the company's largest single employer. Reynolds previously served as a financial consultant with Merrill Lynch and as a Captain in the United States Army. Reynolds received his Bachelor of Science in Business Administration from Tennessee Technological University and his M.B.A. from Austin Peay State University.



TOYOTA MOTOR CORPORATION (NYSE: TM) is one of the world's leading automakers and together with its subsidiaries produces a full range of model offerings - from minivehicles to large trucks. Global sales of its Toyota and Lexus brands, combined with those of Daihatsu and Hino, totaled 6.78 million units (retail basis) in the 2003 calendar year. The company manufactures vehicles in 26 countries and locations, and markets vehicles in more than 140 countries and locations.

Appearing from Toyota Motor North America, Toyota's North American holding company, will be Yoshiro Toura, Investor Relations Coordinator and Victor Vanov, Investor Relations Specialist. Both Toura and Vanov coordinate and support Toyota Motor Corporation's investor relations activities from their offices in New York City.



FEATURED SPEAKER:

MARK ROBERTSON
of National Association of Investors Corporation

Mark Robertson is the Director of Online Resources for N.A.I.C. and has served as Senior Contributing Editor for Better Investing for more than five years. He is a member of the magazine's Editorial Advisory and Securities Review Committee and vice president of the Mutual Investment Club of Detroit. Mark founded an investment club in Chicago in 1992 and served in a number of roles for the Chicago Chapter from 1996 to 1998.

The theme for Mark's speech will be "The Case For Investing Better", how to discover opportunities and why the N.A.I.C. approach works.

EXHIBITORS:

*Delta Natural Gas
Manitowoc Company
Jack Henry & Associates
The Andersons*

*McCormick & Co.
Tyson Foods
Due to early publication a complete list is not available at this time.*

2004 OKI-NAIC INVESTORS FAIR® SEMINARS & CLASSES:

FRIDAY EVENING:

***NEW - EDUCATION SEGMENTS TO TAKE HOME TO YOUR CLUB**

Unfortunately, it is not always possible for everyone in an investment club to attend our classes or Investors Fair®, so we have designed a series of 15 to 20 minute education segments (see below, first listing at the top of each Level) that you can take home and present at future club meetings. The Friday evening seminars have become a popular feature of our Investors Fair®. This year we have added on a third track of seminars that are computer related. All the seminars are new and have never before been presented at an OKI event.

BASIC LEVEL:

***6:30 P.M. Looking for a Good Company to Present to Your Club? Some Things to Check -** There are some clues on the Value Line page for a company that can help you quickly decide if you are looking at a high quality company whose stock is at a reasonable price. We will explain what those items are telling you about the company so that you won't waste your time studying second rate companies.

7:00 P.M. Exploring the NAIC Web Site - There is a wealth of investing information at www.better-investing.org. If you are new to investing all this information might seem overwhelming. We will help you sort through all this information so that you will find this site a valuable tool for both the new and experienced investor.

8:00 P.M. Annual Reports : A Primer - We will demystify the Annual Report by breaking it apart into its separate sections and explaining what is in each section and why you should read this material.

COMPUTER TRACK:

***6:30 P.M. An Introduction to NAIC Take Stock Software -** Take Stock is an all-in-one beginner's software package to help people new to investing and new to NAIC start evaluating stocks right away and learn the NAIC concepts as they go. Take Stock will evaluate the quality of companies and tell you a "buy price."

7:00 P.M. What's New in Toolkit 5 - The new Toolkit 5 has just come out. We will explore some of the new features of this popular software package. If you are wondering if you should upgrade, this is your chance to see the new features in Toolkit.

8:00 P.M. Doing Balance Sheet Ratios with the New Stock Analyst - Stock Analyst Software has the most advanced features. Experienced investors often like to use several of the Balance Sheet Ratios to help refine their judgment. We will discuss some of these ratios and how they can help you improve your judgment on the SSG.

ADVANCED LEVEL:

***6:30 P.M. Using Preferred Procedure to Check your Earnings Growth Rate -** Earnings come from sales. The Preferred Procedure is a tool to assist us in determining what our earnings would be based on our sales projections. The Preferred Procedure is a reality check on your earnings projection.

7:00 P.M. How to Analyze and Do a SSG for a REIT (Real Estate Investment Trust) - Many people like to have a REIT in their portfolio for the income. We will talk about some characteristics of REITs that you should keep in mind and those places where the Stock Selection Guide (SSG) needs to be modified in order to analyze a REIT.

8:00 P.M. International Investing (ADRs) - Many people like to diversify by adding a foreign stock or two to their portfolio. Instead of buying shares of foreign-based companies in overseas markets many Americans prefer to buy ADRs (American Depositary Receipts) for foreign companies.

SATURDAY MORNING:

BASIC LEVEL

***11:30 A.M. Understanding P/E's -** The Price to Earnings Ratio (P/E) is one of the most commonly used tools to help people decide if the current price is a fair price to pay. We will explain what the P/E is and how to use it so that you don't pay too much for stocks you purchase.

* This is a "TAKE HOME TO YOUR CLUB" Educational Segment of 15 - 20 minutes.

ADVANCED LEVEL

***11:30 A.M. Using the Implied Growth Rate to Check Your Earnings Projections -** Experienced NAIC members like to have additional tools to assist them with their judgment. The Implied Growth Rate is one tool you can use. We will explain what Implied Growth Rate is and how to use it to check on your earnings projection.

FREE CLASS:

A FREE, SPECIAL, ONE-HOUR CLASS will be given to any club who has ten or more attendees registered together. CALL 513-248-4353 FOR INFORMATION.

FAIR REGISTRATION FORM:

Mail to: OKI Tri-State Chapter NAIC c/o Ruth Peace, 1215 Kercher Street, Miamisburg, OH 45342
Please make reservations for ___ (# people) listed below to attend the Investors Fair Sept. 24 - 25, 2004

Enclosed is my check for: (One fee covers both Friday night and Saturday.)

___ \$30/each in groups of 5 or more, pre-paid by Sept. 16 (Use add'l sheet)
___ \$35/NAIC member, pre-paid
___ \$40/Non-NAIC member, pre-paid
___ \$45/Postmarked after Sept.16
___ Total Amount

Please carefully select the classes you wish to attend, and refer to the times indicated above. Registration packets will include the appropriate class handouts.



Name: _____ NAIC Number: _____

Address: _____ Phone Number: _____

City, State, Zip: _____ Email: _____

Reservations are due by Sept. 16, and will not be confirmed. Pick up tickets and reservation packet at the door. We reserve the right to make refunds to late registrants. Facility is wheel chair accessible. call 513-248-4353 by Sept. 1 for any other handicap accommodation. Vegetarian meals available upon request by Sept. 16.

Select three classes you wish to attend
FRIDAY EVENING:

BASIC LEVEL:

- Looking For a Good Company To Present to Your Club?
- Exploring the NAIC Web Site
- Annual Reports: A Primer

COMPUTER TRACK:

- Introduction to NAIC "Take Stock"
- What's New in "Toolkit 5"
- Doing Balance Sheet Ratios With New "Stock Analyst"

ADVANCED LEVEL:

- Using Preferred Procedure to Check Your Earnings Growth Rate
- How to Analyze and Do a SSG for a REIT (Real Estate Investment Trust)
- International Investing (ADRs)

SATURDAY, select one class below:

- Understanding P/E's
- Using the Implied Growth Rate to Check Your Earnings Projections



Investment Education Since 1951
www.better-investing.org

Investment Education for
Individual Investors and Investment Clubs in
Southern Ohio, Northern Kentucky and Southeastern Indiana

OKI TRI-STATE CHAPTER NEWSLETTER

FALL, 2004

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The best way to know about all the activities in the OKI Chapter is to visit our website listing all current events, classes, dates, times and locations:

better-investing.org
/chapter/okitri

OKI President's Message

The Investors Fair®, September 24th & 25th, is the major event which remains to conclude a busy, successful fiscal 2004 for the OKI Chapter. The first four pages of this newsletter give you specifics on the program which promises to be the most dynamic fair ever. Put it on your calendar, and bring a friend!

The OKI Board recently concluded a Strategic Planning Day during which the program for the coming year was structured. Specifics for the initial half of the year are included on the calendar. Again, it is structured to meet the perceived needs of our customers – the NAIC members in the region.



At the April "President's Breakfast" meeting, President Jerry Sutton gave a "Chapter Overview" outlining the many programs available through the OKI Tri-State Chapter.



The "President's Breakfast" meeting, all participants were involved in group discussions. Many topics were assigned, such as: Club Management, Education Programs, Running an Effective Meeting, Club Programs, Portfolio Management and NAIC Resources.

We strive to provide programs, which will aid individuals and strengthen the clubs in our area. We hope you will take advantage of our offerings and challenge us to meet your club's needs.

One of the successful events from this last season was our 1st Annual Presidents' Day, an event targeted to the informational needs of the 500 club presidents in our region. Although attendance was less than hoped for, attendees were very complimentary of the event, information provided, discussions, etc. The 2nd Annual Presidents' Day will be held April 2nd, 2005, in the Cincinnati area. Mark your calendar; plan on attending. Registration information will be in our next Newsletter.

Have you ever attended a company's annual meeting? Why not? Now you have an opportunity to attend something very similar - the OKI Tri-State Chapter's Annual

Meeting is being held November 10th, 2004 at the Clarion in Blue Ash, which is on Pfeiffer Road just off I-71. In addition to a short general meeting, the program will include a couple of instructive sessions and recognition of clubs with 5, 10, 15, or more years of longevity. This is your Chapter and the Annual Meeting, just like that of a company, is an opportunity for the 'stakeholders' both to observe it in action and provide feedback on our programs. Space is limited, so registration is required. See the enclosed notice and registration form on page six.

It promises to be another great year for OKI – your participation will ensure its success. Keep current by periodically checking our website: www.better-investing.org/chapter/okitri

In structuring our programs and offerings, the Board needs feedback from YOU, the customers of the OKI Chapter Board. If you have needs you feel we can help you with – please contact me at:

jpsutton@woh.rr.com or write me at:

OKI Tri-State Chapter,
NAIC, P.O. Box 751,
Yellow Springs, OH 45387

Sincerely,
Jerry Sutton

OKI TRI-STATE ANNUAL MEETING

When: Wed, Nov 10th, 2004
Where: Clarion Hotel & Suites, 5901 Pfeiffer Rd, Cincinnati, OH
Time: 6:30 P.M. – 7:00 P.M. Registration & Refreshments
 7:00 P.M. – 7:30 P.M. Formal meeting
 7:30 P.M. – 8:00 P.M. Club Recognition
 8:00 P.M. – 9:00 P.M. Seminars
 9:00 P.M. Adjourn

Cost: Attendees **\$15.00** [Clubs being recognized for an anniversary receive one free registration]

Registration Deadline: Nov. 1, 2004

Every NAIC member within the OKI Tri-State Chapter is invited and encouraged to participate in the Chapter's Annual Meeting held November 10th. Following the formal meeting, as in prior years, over sixty clubs will receive recognition for their 5th, 10th, 15th, etc. anniversary. We have at least four clubs celebrating their 35th anniversary. In addition to the presentation of awards, two short seminars will be presented. They are titled:

- n A Quick Check of Cash Flow
- n Easy Portfolio Maintenance With Toolkit.

All members are encouraged to attend. Light refreshments will be served.

ANNUAL MEETING REGISTRATION

Deadline for registration is Monday, November 1st, 2004.
 Make checks payable to **OKI Chapter, N.A.I.C.**

Mail to: Yolanda Moschella, P.O.Box 19214, Cincinnati, OH 45219
 Phone: 513-921-6788, Email: YOLOMO@AOL.com

Club Name: _____

Your Name: _____ NAIC #: _____

Address: _____

City/ State/Zip: _____

Phone: _____

Total Enclosed: _____

Email Address: _____

ALSO SCHEDULED THIS FALL :

LIBRARY SCHEDULE:

The directors of the OKI Board of Directors are contacting libraries to have a short presentation to describe Better Investing, how it is done and who can do it. If you have a library near you where you would like us to hold a meeting please contact Nancy Luddeke (513) 474-1311 or luddeke-n@fuse.net. Library meetings are free and everyone is welcome.

ZIP CODE EVENTS:

Would your club like to have some classes in your neighborhood but you don't know any other investors to invite to join your class? Zip Code Events provide the best way to meet other NAIC investors in your area. Zip Code Events are interactive, social and informative meetings put on by the OKI Chapter of NAIC. Please check the website: www.better-investing.org/chapter/okitri for zip code events this fall.

OKI TRI-STATE CHAPTER OF NAIC REGISTRATION FORM FOR CLASSES

Pre-registration is required for all classes, deadline is one week prior to class.

Date of Class: _____ NAIC #: _____

Name of Class: _____

Club Name: _____

Your Name: _____

Address: _____

City/ State/Zip: _____

Phone: _____ Fee Per Person: _____

Total Enclosed: _____ No. Registering: _____

Email Address: _____

Please attach sheet with full information for each person.

Make checks payable to **OKI Chapter, N.A.I.C.** Check-in opens 1/2 hour before class begins. Refunds are made only if class is canceled. Deadline for registration is three days before class. All facilities are handicap accessible. Notify of special needs two weeks ahead of final registration date.

MAIL TO: **Yolanda Moschella,**
P.O. 19214
Cincinnati, OH 45219
Phone: 513-921-6188, Email: YOLOMO@AOL.com

CLASS LOCATIONS:

Hamilton County Educational Service Center (HCESC):

11083 Hamilton Avenue, Cincinnati, OH 45231
 Just south of I-275, Exit 36, on Hamilton Ave., south of Waycross.

Southminster Presbyterian Church:

7001 Far Hills Avenue, Centerville, OH 45459
 Just south of I-675, Exits 4A or 4B, on Far Hills Ave., south of Alex Bell.

All classes, activities and events are posted on the OKI website. All postings include MAPS to each activity.

Go to: www.better-investing.org/chapter/okitri and scroll down to the activity desired and click on the hyperlink "(map)" posted after each address location. This will automatically download a map of the location.

CLASS AND EVENT CALENDAR FALL, 2004

CLASS DESCRIPTIONS:	Date/Time:	Location:	Instructor:
<p>Introduction to Investing (Three parts, but each can stand alone) -</p> <p>Part 1: Investing for the Beginner is for people who are new to investing and covers the basic information you need to learn.</p> <p>Part 2: Learning about the Value Line Investment Survey is a detailed walk through of the information found on a Value Line Sheet.</p> <p>Part 3 - Using the Stock Check List. This is the simplest of the NAIC tools. You may sign up for one, two or all three sessions.</p> <p>Fee is \$45 for all three sessions or \$15 for each individual session.</p>	<p style="text-align: center;">Cincinnati Oct. 5, 7, and 12 6:30 - 8:30 P.M.</p> <p style="text-align: center;">Dayton Oct. 7, 14, and 21 7 - 9 P.M.</p>	<p style="text-align: center;">Cincinnati HCEC</p> <p style="text-align: center;">Dayton Southminster Presbyterian</p>	<p style="text-align: center;">Cincinnati L. Hatch, M. Thomas, D. Bebo</p> <p style="text-align: center;">Dayton D. Jordon, M. Anderson, C. Hightower</p>
<p>Understanding and Doing A Stock Selection Guide (4 Parts): Covers the “why” and “how” to do a Stock Selection Guide. Designed for both “Newbies” and as a refresher course. People who know how to do a SSG but would like a refresher course on what the SSG tells them may sign up for the first three sessions as a refresher course. Session 4 is a three hour session on how to do the calculations.</p> <p>Fee for the full course (4 sessions - 9 hours) is \$60. Fee for the first three sessions refresher course is \$45. Prerequisite: Introduction to Investing</p>	<p style="text-align: center;">Cincinnati Oct.19, 26, 28 and Nov. 2 6:30 - 8:30 P.M</p> <p style="text-align: center;">Dayton Oct.28, Nov. 4, 11, and 18 7-9 P.M.</p>	<p style="text-align: center;">Cincinnati HCEC</p> <p style="text-align: center;">Dayton Southminster Presbyterian</p>	<p style="text-align: center;">Cincinnati M. Daniels, C. Jacobsen</p> <p style="text-align: center;">Dayton- J. Falter, T. Salmon</p>
<p>Club Accounting: This class is designed as an overview for newly elected treasurers and a review of issues and concerns for current treasurers. Basic principles of keeping a club’s books will be illustrated. We will be running the latest version of the club accounting software using data from real clubs and solving typical problems. We will be in a computer tech lab with accounting software on each computer. You will have hands on.</p> <p>Fee \$23 Discount of \$5 for treasurers bringing their assistant treasurer.</p>	<p style="text-align: center;">Cincinnati Oct.23 9:00 AM to 12:00</p>	<p style="text-align: center;">Cincinnati HCEC</p>	<p style="text-align: center;">Cincinnati R. Stafford</p>
<p>Club Accounting: This class is designed as an overview for newly elected treasurers and a review of issues and concerns for current treasurers. The first hour will be devoted to reviewing NAIC’s Club Accounting software to illustrate the basic principles of keeping a club’s books. The second hour will be devoted to a discussion on issues and concerns for current treasurers. There will be interaction between current and future treasurers.</p> <p>Fee \$15 for first person from each club, \$10 for each additional one.</p>	<p style="text-align: center;">Dayton Dec. 9 7 - 9 PM</p>	<p style="text-align: center;">Dayton Southminster Presbyterian</p>	<p style="text-align: center;">Dayton Sharon Lindquist-Skelley</p>
<p>Advanced Judgment: (3 Parts) Adds advanced judgment concepts to the analysis of a completed SSG. It reviews how to analyze ownership, capitalization, debt, sales, earnings, price history and how to do industry comparisons. Advanced concepts including Preferred Procedure, various types of P/Es, outliers, Relative Value and PEG Ratio are covered.</p> <p>Fee \$45 for three parts. Prerequisite: familiarity with SSG.</p>	<p style="text-align: center;">Cincinnati Nov. 4, 9, and 16 6:30 - 8:30 P.M.</p>	<p style="text-align: center;">Cincinnati HCEC</p>	<p style="text-align: center;">Cincinnati S. Lowery G. Hurt</p>

CINCINNATI MODEL INVESTMENT CLUB (CinMIC):

CinMIC is a functioning investment club composed of experienced Board Members and non-Board NAIC members. The purpose of a model investment club is to demonstrate how a club works, how to conduct a meeting, how to present a stock to the club, and how to manage a portfolio. The second purpose of the model club is to provide investment education by presenting an education segment and an SSG presentation. The meeting is open to the public and visitors are welcome. **It is held on the third Saturday morning of each month at the Greenhills Municipal Building, 11000 Winton Rd, Cincinnati, OH 45218.**

NEW! DAYTON MODEL INVESTMENT CLUB (DayMIC):
Dayton Model Investment Club: Meets on third Wednesday of every month. Aley United Methodist Church, 4143 Kemp Road, Beavercreek, Ohio, 45431. Enter into building at the side door facing the cemetery, walk back to office and go upstairs. We meet in the first room on the left. If you are planning to attend, please e-mail or call Ruth Mazzone (937) 426-6019, prmazzone@sbcglobal.net, just in case meeting is held elsewhere and we can have enough printed materials on hand to share.



OKI President, Jerry Sutton, leads a discussion at the new Dayton Model Investment Club.

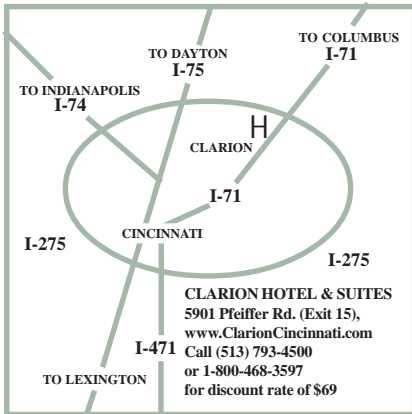
For a detailed description of seminars & events or any schedule changes or additions, visit our web site at www.better-investing.org/chapter/okitri. Be prepared for all seminars by bringing a calculator, pencils, pen and highlighter.



**OKI Tri-State
Chapter of
N.A.I.C.,**

c/o Ruth Peace,
1215 Kercher Street,
Miamisburg, OH 45342

Visit OKI website for
a complete listing of all events:
better-investing.org/chapter/okitri



Clarion Hotel & Suites is located at Exit 15 off Interstate 71 (first exit south of I-275). Turn west and Hotel entrance is the first light west of the freeway, entrance lies between the BP Station and Bob Evans.

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OKI COMPUTER USERS GROUP

The OKI Computer Users Group will be starting an exciting new educational project this fall. NAIC encourages us to invest in growth companies, and in almost all of our Chapter classes we use growth companies for our teaching examples. However there are other types of stocks such as cyclical, income stocks, and value stocks, so the Computer Users Group is going to embark on a series of programs on how to study other types of stocks and how to modify the SSG for growth companies with special characteristics such as banks and insurance companies. Each month we will learn about a different type of stock and look at the SSGs for two or three companies in that category. Then the group will decide which one we want to add to our Virtual Portfolio. We will track these stocks as the year progresses and see how successful we were at selecting good companies.

The following are the types of companies we will be studying:

SEPTEMBER we will look at Micro Caps (very small companies),
OCTOBER we will look at Insurance Companies using Value Line,
NOVEMBER we will consider American Depositary Receipts (ADRs),
DECEMBER we will look at Cyclical Stocks and in
JANUARY we will look at some Value Stocks.

Later in the year we will learn about Income stocks, Banks and Thrifts, REITs (Real Estate Investment Trusts) and diversified companies.

Each program will begin with an education segment about the type of stock we are going to be looking at and then we will discuss the Stock Selection Guides for two or three companies and select the company we want to add to our portfolio.

As we build the portfolio people will be able to challenge the stocks in the portfolio which will give us an opportunity to learn more about using the Challenge Tree as a tool to help manage our portfolios.

The Computer Users Group meets on the third Monday of every month from Sept. through May at the Lane Public Library, 1485 Corydale Drive, Fairfield, Ohio. Meetings begin at 6:30 P.M. and end at 8:45 P.M.



*OKI TriState Directors
attended NAIC CompuFest
this past June in St. Louis.*

Front row, left to right:

*Dene Alden, Sandy
McHugh, Marge Daniels,
Mary Lyn Fledderman,
Gretchen Hurt, Mary
Thomas.*

*Rear left to right: Roger
Stafford, Jerry Sutton, Jim*

*Hurt, Harvey Pickrum,
Virginia Purdy, Bob and
Janice Chappell.*