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## NAIC LowCountry GA/SC Chapter April 2004 Announcements

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**Below is information related to the following:**

- Special Notes
- President's Message
- Computer Group
- Chapter Workshops
- 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 [sgallemore@georgiasouthern.edu](mailto:sgallemore@georgiasouthern.edu).

#### **Postcards to Clubs:**

Please note that only one person per investment club receives the NAIC postcards announcing chapter workshops and activities. This NAIC 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](mailto:sgallemore@georgiasouthern.edu).

#### **Better Investing Seminars:**

If you know of a group that would like a free *Better Investing Seminar* presentation (overview of NAIC investment principles, how to get started investing, information about investment clubs, etc.), ask them to contact [sgallemore@georgiasouthern.edu](mailto:sgallemore@georgiasouthern.edu) for more information.

### **PRESIDENT'S MESSAGE**

Roland da Silva

This will be my last monthly message to you. Anna-J and I will be leaving Savannah in June to live closer to her 85-year mother. We are going to The Villages and plan to become involved with NAIC activities there. Probably we'll see some of you from time to time at CompuFest or at the Better Investing National Convention (BINC). You will be informed about the reorganizations, which will take place as result of our resignations.

I regret to say that we again are receiving a mixed bag of advice and suggestions, some positive, others negative. The first two months saw above average gains in the S&P 500. In the last 24 years when this happened the average gain was 14.9%. However, you should keep in mind that averages can hide large variances. The highest gain, in 1954, was 45%; the greatest loss (1931) was 47.1%.

Some investors see the present market weakness as a standard correction due partly to present market/world

uncertainties. They say it gives us a good buying opportunity. Their reasoning is that market rallies rarely flair out this quickly; the second year of a market rally is generally good for large-cap stocks, an increase in dividend-paying stocks, a large increase in tax refunds estimated to total about \$250 billion, I repeat BILLION. Furthermore the expectation is that the favorable trend for dividends may be here to stay since political realities will dictate that they cannot be changed soon.

On the negative side the unemployment numbers are sending conflicting signals to the market. The terrorist attack in Madrid and the recent killings in the Middle-East are very worrisome. As a result scared consumers could reduce their spending leading to a decrease in earnings. Furthermore, the ultra-low interest rates have lead some investors to take big risks. We are seeing a continued flow of money into equity mutual funds. Many of these have high PE's and PEG's! This is worldwide. For example the German DAX index gained 40%, despite the fact that the country's economy is close to recession.

As I mentioned last month, some investors have started to drop risky, high-priced assets. Risk, as we saw in the period 2000-2002, generally is ill rewarded. Our advice, as in the past months, is to closely analyze any stock you might be interested in. Those of you who attended our last series of workshops now have more tools to do this. Among other indices, keep you eye on the Free Cash Flow, stock price and the PE and PEG ratios. The careful, seasoned investor should still be able to get good returns in spite of some possible bumps along the way.

## CHAPTER COMPUTER GROUP

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

## CHAPTER WORKSHOPS

### Off-Site Workshops (club sponsored)

**Workshop requests:** The Chapter is prepared to provide workshops for clubs or other groups of NAIC investors. Requests for a workshop must reach the Chapter at least six weeks prior to the requested time of the workshop. Generally, a full-day workshop or two half-day workshops must be scheduled. For information about workshop topics available, email [sgallemore@georgiasouthern.edu](mailto:sgallemore@georgiasouthern.edu).

**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, and table space for the presenter(s).

**Registration requirements:** The Chapter must receive the pre-registration forms with fees enclosed at least 14 days in advance of the planned workshop date. Chapter registration forms must be used – see chapter web site: <http://www.better-investing.org/chapter/low-country> or email [sgallemore@georgiasouthern.edu](mailto:sgallemore@georgiasouthern.edu) for a copy of the form.

## CLUB NEWS

The Club News section is a new feature of the Chapter's Email Newsletter. This will provide an opportunity for clubs to highlight their successes/ideas or to invite visitors to meetings. For meeting invitations, we will publish days/dates, times, and email contact. We will not publish locations, so that those wishing to schedule a visit will first contact the club. Please see the announcement at the end of this feature for further information.

Please note: The Chapter cannot publish any advertisements for new club members, nor can we publish any requests of individuals to be hooked up 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.

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

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. Please contact [sgallemore@georgiasouthern.edu](mailto:sgallemore@georgiasouthern.edu) if interested in attending.

### **CHAPTER VOLUNTEER OPPORTUNITIES**

The LowCountry Chapter has openings for a few Associate Directors and Volunteers who are prepared to assist with operating the Chapter, with publicity for our workshops and activities, with continuing to increase the number and variety of our workshops offered, and with providing other services to our membership.

Please contact our Volunteer Coordinator, Valjean Stell-Burns, at [valburns@aol.com](mailto:valburns@aol.com) or our President, Roland da Silva, at [silvarn@bellsouth.net](mailto:silvarn@bellsouth.net) if you are interested in serving as a chapter volunteer. 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 NAIC and Chapter director training programs.