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

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

- Special Notes
- Commentary
- Chapter Classes/Events
  - Better Investing Seminar - February 2**
  - Annual Meeting - February 4**
  - Investment Education Classes - February 4, February 25, 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](mailto: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](mailto: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](mailto:sgallemore@georgiasouthern.edu).

### **COMMENTARY**

Sandy Gallemore, Chapter President

Morningstar StockInvestor often encourages investors to look for companies with "wide economic moats" that are selling for reasonable (cheap) prices. Certainly, this is a goal of BetterInvesting members, although finding such companies provides us with a big challenge. Frequently, these quality companies fall outside of our buy zones. Once in awhile, though, something may happen to bring them "down to earth," so many investors keep a watch list of potential companies that are quality companies, but not good values at this time.

Investors would have an easy time if the companies with a strong competitive advantage and few if any competitors had quality fundamentals and were selling at reasonable prices. We can find companies selling at cheap prices, but perhaps the stocks are cheap for a reason. Many of these cheap stocks have no economic moat to protect them from competitors. They may be what Warren Buffett has called "cigar butts," so named because they are something you pick off the ground hoping you'll get one more good puff from them.

Buying a stock that has no competitive advantage gives us little room for error. Often these companies have limited or poor long-term earnings outlooks. This will cause the stock price to decline, or at best remain stable. We want stocks that will increase in value over time. Weak companies cannot do this.

By doing our Stock Selection Guides on companies in which we are interested, and by comparing the data from those SSGs for competing companies, we will have a much better chance than the average investor of locating quality companies with great potential for the future.

Join us for our Stock Selection Series of classes!

## Upcoming national events:

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

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

## CHAPTER CLASSES/EVENTS

### **Better Investing Seminar (“Becoming a Successful Lifetime Investor”)**

**Date:** February 2, 2006

**Time:** 6:30 - 8:00 pm

**Location:** Statesboro Regional Library (S Main Street)

**Cost:** free

**Topics:** money management and risk, key investment principles, reasons to invest in stocks, getting started with a small amount of money, and investment clubs

### **Annual Meeting**

**Date:** February 4, 2006

**Time:** 9:30 am - 11:30 am

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

**Cost:** free

**Program:** “Stock Screening Using the Internet” plus information about classes for Winter/Spring 2006, election of members of the Chapter Board of Directors, update on services of the Chapter and BetterInvesting

### **Basics of Investing and Tools for Finding the Best Companies to Study**

**Date:** February 4, 2006, Saturday.

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

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

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

**Full Five-Class Series Cost** (all five classes on 2/04, 2/25, and 3/11): \$85.00  
preregistration by January 28 (includes copy of Stock Selection Handbook)

### **Using the Stock Selection Guide to Find Quality Growth Companies**

**Date:** February 25, 2006, Saturday.

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

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

**Cost:** \$20.00 preregistration by February 11 (on-site: \$25.00)

**Four-Class Series Cost** (all four workshops on 2/25 and 3/11): \$75.00 preregistration  
(includes copy of Stock Selection Handbook)

### **Evaluating the Risk and Reward of a Company using the Stock Selection Guide**

**Date:** February 25, 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 11 (on-site: \$25.00)

**Four-Class Series Cost** (all four workshops on 2/26 and 3/12): \$75.00 preregistration (includes copy of Stock Selection Handbook)

### **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 9:00 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)

**Four-Class Series Cost** (all four workshops on 2/26 and 3/12): \$75.00 preregistration

### **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)

**Four-Class Series Cost** (all four workshops on 2/26 and 3/12): \$75.00 preregistration

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

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

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

#### **Registration Notes:**

- Preregistration deadline is postmark two weeks prior to the event
- Series of all five classes\*: \$85 preregistration
- Series of four-class series on February 25 am & pm plus March 11 am & pm\*: \$75 preregistration/\$80 on-site registration
- Any one class: \$20 preregistration/\$25 on-site registration

\* Four-class series and five-class series: attendees receive a complimentary Stock Selection Handbook (a \$15 value)

#### **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.

Generally, a full-day class or two half-day classes must be scheduled. Email us for information about available topics. [pilgrimdi@netscape.net](mailto: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](mailto: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](mailto: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](mailto: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](mailto:valsburns@comcast.net)