



A Message From The Atlanta Chapter President



W. O. Smith

Chapter President

As President of the Atlanta Chapter, NAIC®, I have noticed that when the stock market is down some investors tend to take a wait-and-see approach while others, myself included (except in December), continue to invest in the stock market each and every month.

Last year was a great year for some investors and a year on the sidelines for others. Did you decide early in the year that you were going to continue to follow the principles of the NAIC® or did you decide to try to time the market?

If you waited on the sidelines, you had a good chance of missing out on the rise in the market. You may also have missed out on investing in some good stocks that were waiting to be purchased at attractive prices.

If you followed NAIC®'s approach to investing and did your homework prior to buying any stock, you should know what's in your portfolio; which companies are growing at around 15%; what management is doing; which stocks are in the buy range; whether the stocks have the potential to double in five years; and what the relative values are of your stocks.

I am not an expert nor do I pretend to be an expert. I do use the sound investment principles of the NAIC®, and, for the year 2004, my portfolio grew over 27%.

NAIC® programs are designed to help you make wise decisions on investing in the stock market. The Atlanta Chapter is here to help you as well, whenever the need arises. Do not give up. The stock market is a winner and always will be a winner. Do your homework and watch your investments grow.



BILLY WILLIAMS

RECEIVES AWARDS AT

NATIONAL CONVENTION IN PHOENIX

The Atlanta Chapter would like to congratulate Billy M. Williams on his receipt of the prestigious "Kenneth S. Janke Lifetime Achievement Award". This award is bestowed on special NAIC® volunteers who have given 25+ years to the NAIC® family in an exemplary manner. The plaque presented to Billy reads "This award recognizes the outstanding contributions and the enthusiasm for the mission of NAIC® of a chapter director who has dedicated over a quarter of a century sharing sound investment principles with individuals and clubs. This sustained dedication and untiring service in helping others become knowledgeable investors is an inspiration to all in the NAIC volunteer community". Billy is the fourth recipient of this award.



Billy and his wife, Virginia, have given their time, talents and energy to the NAIC and Atlanta Chapter for over four decades. Since 1961, Billy has personally helped form over 100 investment clubs. He has been instrumental in teaching many individuals how to recognize a good company in which to invest their money at a reasonable price (good P/E). He has always stressed the four NAIC principles for investing to all who are interested. The Atlanta Chapter, organized by Billy in 1963, is one of the more successful chapters in the United States and we owe much of our success to Billy and his leadership through the years.

Billy was also honored with the title "Director Emeritus" after serving in an outstanding manner the maximum 12 years as a NIA Board Director. "It would be very hard if at all possible to think of anyone who was more deserving to receive this honor", stated Joe Smith, a New Jersey NIA board member.



Congratulations Billy, and thanks to you and Virginia, from the Board, for always being there to help.



November 3 - 6, 2005 BINC Comes to Atlanta

Details may be found at

www.better-investing.org/biconvention

Atlanta Chapter Class Descriptions 2003

100 Introduction to Investing the NAIC® Way – Introduces the novice investor to financial terminology, NAIC® principles, data sources, reading stock tables, and the NAIC® Checklist

101 Stock Selection Guide® - Front Side – Teaches the new NAIC® investor how to plot and interpret historical sales, earnings per share, and price data on the front side of the SSG.

102 Stock Selection Guide® - Back Side – Teaches the new NAIC® investor how to complete the back side of the SSG by Evaluating Management, plotting the Price-Earnings History, evaluating Risk vs. Reward, and calculating possible Total Return. Pre-requisite for this class is 101 SSG-Front Side

103 Stock Selection Guide® - Judgment – Specifically targets areas where one makes judgments on the SSG and demonstrates these judgments with various companies' examples (cyclical, slowing growth situations, etc). One should have a good understanding of the SSG or have completed 101-102 or 104 as a pre-requisite to attending this class

Investors College - Bachelor Program – includes 100, 101, 102, and 103 over four weeks

Investors College - Masters Program – includes 201, 202, 203, and When To Sell

104 Stock Selection Guide® Complete – Covers NAIC® principles, financial concepts and definitions, data sources, completion of the Stock Selection Guide®. This class is suitable for the novice investor who wants the complete overview without hands-on completion of the form.

201 Stock Comparison Guide® – includes creation and interpretation of the SCG using the featured company and its primary competitors. This tool allows comparison of companies across an industry.

202 Portfolio Management – covers the basics of managing one's portfolio of individual stocks and includes creation and use of the Stock Supervisor's Report and NAIC®'s Portfolio Management Guide for tracking one's portfolio.

203 PERT® (Portfolio Evaluation Review Technique) – includes the completion and interpretation the various components of PERT® and how to use these forms in tandem with the PMG to track individual stock performance.

204 When to Sell – "The most difficult task in investing" will present numerous case studies demonstrating when it is appropriate to sell stocks based on performance related criteria.

205 Getting the Most Out of Value Line – a comprehensive look at the Value Line, its' components, specific data and relationships to NAIC® tools.

300 Club Accounting Software – Teaches club treasurers how to use this software package for an investment club.

301 Club Accounting - Close Out Your Year – teaches treasurers to prepare tax forms

302 Using Investors' Toolkit for the SSG – teaches how to use the program to create the Stock Selection Guide®.

303 Using Stock Analyst for the SSG – teaches how to use the program for the Stock Selection Guide®.

304 Basic Computer Skills For the NAIC® Investor – Includes File/Folder management, Import/Export of SSG files, Datafiles, finding and saving company research online

305 Screening – includes how to screen for Industries/ Sectors and individual companies using a variety of print and online resources.

400 How to Read an Annual Report – defines the major components and terminology of the annual report, teaches key financial ratios, and includes use of a worksheet to aid in company analysis.

403 Advanced Judgment-the Finer Points of the Stock Selection Guide® – provides the intermediate or advanced investor with an in-depth look at the "Preferred Procedure", Return on Equity, P/E Ratios, & Balance Sheet items which can influence decision making.

404 Analysis of Financial Stocks (Banks and Insurance Companies) – examines the differences between the businesses of financial companies and "normal" industrial and service companies and enables the investor to find the data needed to complete the SSG for these types of companies

500 Wealth Building the NAIC® Way – presents an overview of fundamental investing in stocks, NAIC® principles, and what NAIC® provides its members

501 How to Start and Operate an Investment Club

502 Mutual Fund Analysis the NAIC® Way – provides a systematic framework for evaluating stock mutual funds using the NAIC® Mutual Fund Checklist and Comparison Guide.

600 Youth Investing – This class includes an introduction to NAIC®, what is money, basics of savings and investing, investing terms, importance of time and compounding, and where to learn more.

601 Youth Investing – This class will include a study on interest rates, rule of 72, compounding, more investing terms and researching companies.

700 Panel - Favorite Stocks for the Year Ahead – Chapter Directors discuss the merits of their favorite stocks for the year ahead and beyond. A great way to get ideas for your portfolio.

For Maps of all locations go to naicatl.org

Education Update – May 2005

A word about the schedule Courses are grouped together by location. Class descriptions are on the previous page.

Want to receive Emails about Chapter Events?

Email your request to chinton@worldnet.att.net

Questions or comments?

770 478-7467 or Email valnaic@aol.com

Maps, registration forms current information – www.naicat.org

All classes are \$25.00 unless noted and require registration

Date	Time	Event or Class Schedule for 2005
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Investors College, All 4 Classes: 100,101,102,103, \$90.00 or \$25.00 ea

Jonesboro Location - Clayton Co. Water Authority

Meeting Room in Back I-75 south to Mt. Zion Blvd. Exit #231, Turn right, go to 4th traffic light, turn right on Battle Creek Road, Water Authority Building, is on the right. Park in back, enter back door. Signs will be posted.

Sat., Aug 20	9:30 - Noon	Analysis Fin'l stocks 404
(No Charge)	1:00 - 3:30 pm	Favorite Stock Panel 700)

Sheraton Buckhead Hotel - 3405 Lenox Rd. NE, Atlanta

Sat., June 11 1:00 - 3:00 p.m. Annual Meeting (No Charge)

with Special Guest Speaker: Lilly Correa, CFP
Sr. Vice Pres.- Investments, Smith Barney
“Demographics: Baby Boomers Revisited”

Marietta - Mountain View Community Center

3400 Sandy Plains Rd. in NE Cobb County Take I-75 north, exit 267A, (Hwy 5 North to Canton) go 1.2 mi, turn right onto Sandy Plains Rd. at stop light. Go 4.8 miles, turn right past Cobb Co. Fire Station. Community Center up the hill to the right.

Sat., May 14	9:30 - Noon	SSG 101 or Annual Reports
	1:00 - 3:30	SSG 102 or Adv. Judgment 403
Wed., July 20	7:00 - 9:30 pm	SSG Using Toolkit 302
Sat., Sep 10	9:00 - 11:30 am	Investor's College 100
Sat., Sep 17	9:00 - 11:30 am	Investor's College 101
Sat., Sep 24	9:00 - 11:30 am	Investor's College 102
Sat., Oct 1	9:00 - 11:30 am	Investor's College 103

Location TBA

Sat., Oct 15 9:30 - 4 pm Computer Fair – The must see event of the year – All NAIC® Programs demonstrated and all Questions Answered – Current Information at www.naicat.org

Atlanta Chapter Model Education Investment Club,

ACME is an investment club started by the Atlanta Chapter of the NAIC® to serve as an example of how an investment club can be run. It is an active investment club that operates using the NAIC long-term investing principles.

Visitors Welcome-Meets 4th Saturday each Month

Know Your Directors

Howard Johnson



First a little background. I began investing in June 2000. I joined a club to learn more about investing and to get my two sons interested. The club followed NAIC® guidelines, required members to take classes on completing the Stock Selection Guide® (SSG), and attend three club meetings prior to joining. This let me know that the club was serious. I thought that taking two classes and reading the book “Running a Successful Investment Club” would be the extent of my formal investing education. I was very much mistaken.

I attended the Atlanta Chapter sponsored events later that year, including the Computer Fair and the Investors Fair 2001. Since then I have attended all events and find that I always come away with new ideas and insights on investing. I began attending the national NAIC® “Compufest” in 2002, and the Better Investing National Convention (BINC) in 2004. With Compufest and BINC, you have to guard against being overwhelmed by the number and diversity of the courses being offered. First, I took the “Beginners” track and selected classes that were in areas where I felt my knowledge and skills needed improvement. Last year I promoted myself to the “Intermediate” track. We use this information in our club’s monthly educational sessions.

While a member for five years now, I realize that there is still more to learn. I am impressed by the knowledge of the directors and class instructors in the Atlanta Chapter. I am currently auditing the Investors College, and the information received over four Saturdays for a total of \$90.00 is what a college or university would at least charge for each session. I think the information available through these classes is one of the best-kept secrets in the Atlanta area.

I volunteered to be on the Atlanta Chapter Board of Directors because I wanted to help spread investing knowledge across my community. I expect the Atlanta Chapter to continue to be a catalyst for growth of investment clubs throughout the metropolitan area and state and to assist schools and school boards, churches, civic and social organizations if they want investing as a part of their group’s activities. I look forward to working with the other volunteer Atlanta directors to spread the NAIC® philosophy and its sound investing strategies.

Howard L. Johnson, Atlanta Chapter, Associate Director

**We're on the web:
better-investing.org****Atlanta Chapter, Board of Directors**

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ABOUT NAIC®

The Atlanta Chapter is the chartered local arm of the National Association of Investors Corporation. The organization, run by volunteers, exists to help club members or individuals learn about corporate investing mainly through common stock.

The Chapter helps clubs learn and individuals discover sound investment practices with NAIC® educational and analytical aids by sponsoring investment workshops. Other chapter functions include helping individuals affiliate with existing clubs or form new clubs and aid the club treasurer in adopting NAIC® time-proven accounting practices.

Officers also Directors

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