

## Event Schedule and Descriptions

Thursday

### Thursday, June 19, 2008

11:00 AM – 5:30 PM	Registration Desk Open	Schaumburg Foyer North
1:00 PM – 1:45 PM	Welcome Ken Kavula, 2008 BINC Chair Linda Blay, 2008 BIVA Board Chair Announcements Ken Kavula Keynote Speaker Rodger O. Riney, CEO, Scottrade	Schaumburg East/West
2:00 PM – 5:30 PM	Computer Lab Open	Euphoria

### 2:00 PM – 2:50 PM CONCURRENT INVESTING SEMINARS

**DI 101 Why Invest?** (Beginner) *Jennifer Evans Penley • Schaumburg AB*  
Learn why investing is important, why you should learn and follow BetterInvesting's four basic principles, why time is on your side with compounding, and why you need to pay yourself first. We'll take a look at the Rule of 72, how to dollar cost average, and how to evaluate and choose a broker.

**OT 110 Using the Online Stock Selection Guide to Find Growth Companies** (Beginner) *Gretchen Hurt • Schaumburg CD*  
This is the first in a series of classes on using the Online Tools to do stock studies. We will discuss what makes a company a growth company, why we focus on growth companies, and how to use the online Stock Selection Guide to select quality growth companies for investment.

**BB 201 What Is Growth?** (Beginner/Intermediate) *Kim Butcher • Utopia A*  
This session will paint a framework using the Stock Check List to define growth and its origin. The following questions will be discussed: Is organic growth better than external growth? How do we get to EPS (Earnings per Share) from Sales? This class will point out the importance of "up-front" screening of stocks before entering projections into the Stock Selection Guide.

**IC 213 Forming an Investment Club** (All levels) *Sue Peterman • Utopia B*  
This class answers the following questions and more: What is an investment club? How does it work? Would you like to start an investment club with friends? What are the benefits of an investment club? What kind of start-up help can I get from BetterInvesting? What are the benefits of a club membership within BetterInvesting? How can I get one started?

**MF 224 An Introduction and Overview of Exchange-Traded Funds** (General) *Peter Breen • Utopia C*  
This class is a basic introduction to ETFs and how they contribute to your portfolio balance. It will also include an overview of the Ultra Long/Ultra Short ETFs and an introduction to BIXX and the new ETF created by BetterInvesting members.

**AR 236 The Annual Report: Getting A Beat on the Company** (Intermediate) *Ron Bruyn • Utopia D*  
The corporate annual report provides the key to understanding how a company's performance has improved or declined, how its strategic initiatives match its financial condition, and whether or not it has the resources to move forward and be successful. It can give you answers so that you can decide whether you should buy or hold on to the stock of the company.

**CS 257 Using Spreadsheets to Supplement Your Stock Studies** (Advanced) *Jim Thomas • Nirvana A*  
An overview of several Excel spreadsheets created by Jim Thomas that can supplement the information you get from the Stock Selection Guide (SSG) and BetterInvesting stock study software. Spreadsheets will be shown that help evaluate portfolio diversification; evaluate multiple judgment scenarios for an SSG; incorporate next 12-month EPS estimates into SSG analysis; produce an SSG using free stock data; etc. All spreadsheets shown can be downloaded and used free.

**G 266 Comparison Shopping for Stocks** (same as BB 208 Friday 3:05)  
(Beginner/Intermediate) *Diane Amendt • Nirvana B*  
In this class we will examine the Stock Comparison Guide to see how it can help us choose when several companies in the same industry meet our basic requirements for good investments. We will look at growth comparisons, management comparisons, price comparisons, and other miscellaneous comparisons to pick the winner.

**AT 277 Relative Value to Real Value** (Advanced) *Hugh McManus • Nirvana C*  
When completing a Stock Selection Guide, the relative value (current P/E ratio divided by historical P/E ratio) is assessed as one more measure of whether it's worth buying a particular company. For those who have a portfolio of companies to which they want to add regularly, relative value can be a powerful technique as to which company or companies are ripe for further investing. This class will focus on augmenting the Stock Selection Guide with an assessment of relative value as a way to work to enhance the performance of one's portfolio.

**IS 244 Doing an Industry Study** (Intermediate) *Ken Kavula • Schaumburg EF*  
When George Nicholson implored investment clubs to "Buy the Best!", he was really talking about not investing in isolation. He was urging investors to explore competitors in the same industry before making a stock purchase. If you or your club are having a hard time coming up with procedures for looking at a stock's peers, this class might help you develop a disciplined approach to studying an industry. Ken will guide you through a process that is successfully used by other clubs.

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### 3:05 PM – 4:20 PM INVESTING SEMINAR

**DI 102 Let's Start Building a Stock Portfolio** (Beginner) *Jennifer Evans Penley • Schaumburg AB*  
In this hands-on class, participants will pick 20 companies from a group of 50, with the goal of building a quality core portfolio. Learn to design a diversified portfolio, picking companies from different industries and companies of different sizes. Time and attention will be paid to looking at growth of sales and earnings. The 20-stock portfolio will be further refined in DI 104 (Friday 9:00 AM – 10:05 AM.) DI 105 (Friday 10:00 AM – 11:50 AM) and DI 106 (Friday 2:00 PM – 2:50 PM.) with the final goal being a quality portfolio of 5 of the original stock choices.

### 3:10 PM – 4:00 PM CONCURRENT INVESTING SEMINARS

**OT 111 Using the Online Stock Selection Guide to Evaluate Management** (Beginner) *James Hurt • Schaumburg CD*  
This is the second in our series of classes on using the BetterInvesting Online Tools. The best companies to invest in will be the companies with the best management. You will learn how to use the Online Stock Selection Guide to evaluate the management of the companies you are studying.

**BB 202 Evaluating the Future** (Beginner/intermediate) *Mary Enright • Utopia A*  
This class continues the framework of using the Stock Check List to develop skills in projecting future numbers. What does it mean when the sales and earnings are growing at different rates? How do you determine if a company "should" be able to continue growing? Does a company warrant further study as a growth company? We'll answer a series of questions to refine our skills.

**IC 214 The One Minute Treasurer** (All levels) *Rob Nagler • Utopia B*  
Anybody can be a club treasurer. Yes, even you! In this class, you will learn how you can reduce your club's bookkeeping tasks to about a minute a month. The techniques are simple, and bivio.com's customers have been taking advantage of them for years.

**PC 226 Portfolio Allocation** (All levels) *Gary Ball • Utopia C*  
Learn the importance of establishing investment objectives and setting a strategy that matches those objectives. We will look at the historical risk and returns of the major asset classes of stocks, bonds and cash and you will learn the merits of a balanced portfolio and the effects of diversification. We will discuss diversification of a stock portfolio in terms of industry, company size and number of stocks, as well as some aspects of Modern Portfolio Theory. At the end we will work up a practical example of an investment portfolio that can be used to support our retirement.

**AR 237 The Income Statement: Is This a Money Maker?** (Intermediate/Advanced) *Ron Bruyn • Utopia D*  
Most investors begin by reading the company's annual report to get a "feel" for a particular company, its products, and its management. You do need to know what is important to look for in financial reports, where to find it and what it means to you as a user of corporate financial information. The purpose of this class is to make reading the income statement reasonably understandable for the non-financially oriented individual. You will be provided with the means to better understand a company's financial health.

**CS 258 Using the Web Feature in Toolkit 5 (All levels)** *Sue Jensen • Nirvana A*  
Learn how to use and make the most of the web features in Toolkit 5. Learn to activate Internet access; download stock prices, company data, and Stock Selection Guides from the Internet; set up web destinations for your investment club and online brokerage; access company web sites and preset stock research sites; and create your own new url "favorites".

**G 267 The Discipline of Selling** (same as G 272, Friday, 2:00) *Mark Robertson • Nirvana B*  
(Intermediate/Advanced)

It's never been buy-and-hold. George Nicholson really intended the advice to be "Buy and hold ... as long as it makes sense to do so." How can we build a selling discipline for portfolio management? This session will explore selling guidelines and case studies.

**AT 278 Understanding Pre-Tax Profit** (Intermediate/Advanced) *Deane Jaeger • Nirvana C*  
It is important to buy companies with the best management teams. Section 2 of the Stock Selection Guide (SSG) is where we study the management and compare them with their competitors. In this class we will look at the pre-tax profit row, learn what the numbers mean, and how to determine what the problems are when the numbers go down.

**IS 245 Understanding ADRs** (Intermediate/Advanced) *Cy Lynch • Schaumburg EF*  
Over two-thirds of the world's economic output comes from outside the United States; US stocks constitute just one-half of the market capitalization of all the world's markets. Many of the largest, or most profitable, companies in an industry are foreign based. Join Cy as he explains what American Depositary Receipts (ADRs) are and shows how they are a convenient and cost-effective way for you to take advantage of the significant investment opportunities presented by non-US companies. He will also cover specifics for using the Stock Selection Guide to evaluate ADRs and how to avoid potential pitfalls.

### 4:20 PM - 5:10 PM CONCURRENT INVESTING SEMINARS

**OT 112 Using the Online Stock Selection Guide to Forecast Sales and Earnings Growth** (Beginner) *Suzi Artzberger • Schaumburg CD*

This is the third in our series of classes on using the Online Tools. In this class we will focus on what beginners must consider when they forecast the future growth of a company. We will discuss some basic rules that savvy investors follow when they make predictions.

## Event Schedule and Descriptions

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### **BB 203 Determining Quality in Stock Selection** (Intermediate)

*Ron Jaynes • Utopia A*

In this class we learn how to use BetterInvesting's Stock Selection Guide (SSG) to find quality companies. Finding great companies involves carefully reviewing each section on the SSG and comparing it to other companies. Where do we find quality on the SSG? Every section on the SSG is important but important for what? This session will illustrate how to identify indicators of quality.

### **IC 215 You are Not Alone! Help is Available.** (All levels)

*Irina Clements • Utopia B*

Too often investment club members feel that they are all alone, struggling to solve problems, provide education for their club members, and find answers to their questions. We will discuss the kinds of help that investment clubs can receive from their Chapter, from the online community and from the national headquarters.

## 4:20 PM – 5:30 PM Concurrent Investing Seminars

### **PC 227 Portfolio Management Using PERT** (Intermediate)

*Jim Thomas • Utopia C*

This class explores how to use the Portfolio Evaluation Review Technique (the PERT Report and PERT Worksheet A forms) to help evaluate the "quality" and "value" characteristics of a stock portfolio. Learn to read these reports and understand what they're telling you. Learn about taking defensive actions to protect portfolio quality and offensive actions to improve portfolio value. This class is for those who are new to the concept of Defensive/Offensive portfolio management.

### **IS 247 Analyzing Insurance Companies** (Intermediate/Advanced)

*James Hurt • Utopia D*

Analyzing insurance companies requires knowing and understanding some additional information beyond the Stock Selection Guide (SSG). In this class we will discuss what additional information is needed in order to pick the best insurance companies.

### **CS 259 Two Guys and Some Stock Talk** (All levels)

*Ken Kavula • Mark Robertson • Nirvana A*

Join Mark and Ken for a spirited, informal, entertaining and informative, no-holds-barred discussion of stocks. Join them as they discuss some of their current stock favorites and, if the spirit moves you, bring an idea or two of your own to add to the mix. The goal of the class is to have some fun and gain some insights into how these two guys look at stocks.

### **G 268 The Curse of Analysis Paralysis** (Intermediate)

*Ann Cuneaz • Nirvana B*

We all know it's important to do the research before investing in a stock, but when is enough, enough? Or where does one even begin? The Internet can be both a blessing and a curse, providing us with both a wealth and deluge of information, depending on your point of view. This class presents a systematic method to research stocks without going into information overload. Key reports, useful websites, and significant data items are identified.

### **AT 279 Understanding Return On Equity** (Intermediate/Advanced)

*Gretchen Hurt • Nirvana C*

Warren Buffett has stated that he believes Return on Equity is more important than Earnings when evaluating the management of a company. We will look at the components of Return on Equity and see what they tell us about the management of the company.

### **IS 246 Analyzing the Restaurant Industry** (Intermediate/Advanced)

*Cy Lynch • Schaumburg EF*

Investing in restaurant stocks presents special challenges: competition is stiff and customers can be fickle. But opportunities for significant return are there, too: folks have to eat and keep doing more of it away from home. Join Cy as he looks at characteristics of successful restaurants, discusses what same store sales are, and why they matter, and examine specific ways that you can improve your judgments when studying restaurant stocks.

## 4:40 PM – 5:55 PM Investing Seminar

### **DI 103 Laying the Foundation with Quick Analysis** (Beginner)

*Carol Crosta • Schaumburg AB*

The Quick Analysis is just that, a quick but thorough look at some key factors that an excellent company exhibits using historical data from Value Line. These include sales, earnings, and dividend history, management qualities such as operating margins and return on equity, financial management such as long-term debt and current ratio and five-year earnings estimates.

## 8:00 PM – 11:00 PM Welcome Reception

### Friday, June 20

7:00 AM – 4:00 PM Registration Desk Open

*Schaumburg Foyer North*

7:15 AM – 7:55 AM Breakfast

*Schaumburg East/West*

8:05 AM – 8:25 AM Corporate Presentation: Petrobras

8:30 AM – 8:50 AM Corporate Presentation: Petroleum & Resources Corp.

9:00 AM – 11:45 AM Computer Lab Open

*Euphoria*

## Event Schedule and Descriptions

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### 9:00 AM – 10:05 AM Investing Seminar

#### **DI 104 What is a Quality Company?** (Beginner)

*Jennifer Evans Penley • Schaumburg AB*

Several different factors can help determine if you're looking at a quality company. We will look at growth of a company's sales and earnings. What percentage growth rate should we be looking for? Can it sustain this growth? What about future growth of sales and earnings? Should a company have debt? How can we tell if a company is well-managed? How do our 20 companies measure up and how do we reduce the number of companies to 10?

### 9:00 AM – 9:50 AM Concurrent Investing Seminars

#### **OT 113 Using the Online SSG to Determine Risk and Reward** (Beginner)

*Ken Kavula • Schaumburg CD*

This is the fourth in the series of classes on using the Online Tools. Our goal is to minimize the risk and maximize the reward when we are selecting stocks to buy. In this class we will show you how we use the online Stock Selection Guide to make sure we are buying companies with low risk and lots of potential reward. This class will wrap up with a discussion of total anticipated return.

#### **BB 204 Determining Value in Stock Selection** (Beginner/Intermediate)

*Mary Enright • Utopia A*

This class will look at another crucial step needed before purchase of a stock — calculating an entry price that supports the BetterInvesting philosophy of doubling value every five years. The “Value” process will review dividends as well as price appreciation. Is the “buy zone” good enough? What is the purpose of the low price? Risk and reward become key factors that will allow you to continue in the process of making sound decisions; determining the value of a stock is a critical component of investment analysis.

#### **IC 216 The Perfect Investment Club** (All levels)

*Mimi Rauschelbach • Utopia B*

Every investment club is unique. There is no perfect club but there are successful clubs. We will discuss what makes up the foundation of a successful club, its structure, resources, formats to use, and other aspects of an investment club.

#### **PC 228 When to Sell** (Beginner/Intermediate)

*Allen Holdsworth • Utopia C*

Selling is usually the hardest part of investing for people. Learn what to look for before selling, reasons to sell, and reasons NOT to sell. We will look at signals on the Stock Selection Guide and signals that are not on the Stock Selection Guide.

#### **AR 238 What We Learn from the Balance Sheet** (Intermediate)

*Gretchen Hurt • Utopia D*

It is important to know the financial condition of the companies you are going to invest in. The Balance Sheet provides the information we need to analyze a company's financial health. In this class we will take a close look at what the Balance Sheet tells us about the company and learn what some important Balance Sheet ratios tell us.

#### **CS 264 Stock Screening for Winners** (same as CS 270, Sunday, 11:10) (Intermediate)

*Diane Amendt • Nirvana A*

Why subscribe to a paid service? Use free screeners to find winners. Learn to screen for stocks that fit your individual or club portfolio and portfolio goals needed for industries or returns. We will compare what Yahoo, Morningstar, and MSN have to offer in free screening. One is bound to suit your style in finding winners for your portfolio.

#### **G 269 Using Value Line as a Supplement** (All Levels)

*Mike Berman • Nirvana B*

Even though most of us use the BetterInvesting S&P Data Service when we complete our Stock Selection Guides (SSG), many of us like to check to see what Value Line says about our stocks. In this class, Mike will look briefly at the three parts of the Value Line Investment Survey and then focus on the stock page: He will tell you what items he looks at first in Value Line and the significance of comparing SSG results with Value Line data.

#### **AT 280 Small Company Discovery** (Intermediate/Advanced)

*Mark Robertson • Nirvana C*

Why are small companies important to our portfolios? Is it really possible to select smaller companies without greater risk? This session makes the case for shopping for small companies and the positive impact that small companies can have on our portfolios.

#### **IS 248 Post Its and Pencils for Profit: Retail Industry Study**

(Beginner/Intermediate)

*Irina Clements • Schaumburg EF*

Retail can be a significant component of any portfolio as a source of significant growth. Using Staples as a case study, this industry study examines the retail industry, proposes a method for analysis and examines whether an office retailer has either a sustainable competitive advantage or an economic moat.

### 10:00 AM – 10:50 AM Concurrent Investing Seminars

#### **OT 114 Using the Online Stock Comparison Guide** (Beginner)

*Kim Butcher • Schaumburg CD*

This is the fifth in the series of classes using the Online Tools. The Stock Comparison Guide is the tool that Better Investing members use to compare the company they are studying with other companies. Our goal is to pick one of the two top companies in an industry. In this class we will learn how to use this tool to pick the best companies.

## Event Schedule and Descriptions

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### **BB 205 Hands-On Research: Part 1** (Beginner/Intermediate)

*Mary Enright and Ron Jaynes • Utopia A*

In this hands-on class, participants will break into small groups to dissect a growth company and practice basic research techniques. We will develop questions that can be useful in making judgments, and come up with a strategy to obtain needed information from various sources including the company's Investor Relations Representative. Each participant should copy the handouts from the website and bring to the session.

### **IC 217 Handling Investment Club Problems** (All levels)

*Gary Ball, Avi Horwitz, Mimi Rauschelbach, Bonnie Reyes • Utopia B*

Our panel of well known investment club experts will answer your questions on how to handle any problems your investment club is experiencing.

### **PC 229 Introduction to Diversification and Asset Allocation** (All levels)

*Matt Willms • Utopia C*

Diversification and asset allocation decisions are some of the most important decisions that can be made when constructing a portfolio. This session will review Portfolio Manager software's diversification and allocation tools and the importance diversification and allocation play in long-term investing success.

### **AR 239 Cash Flows: What is the Company Doing with My Money?** (Intermediate/Advanced) *Ron Bruyn • Utopia D*

The Cash Flow Statement is one of the three main financial statements of a business. The Cash Flow Statement categorizes a company's cash receipts and disbursements by three major activities: operations, investing and financing. If you believe in the old adage that "it takes money to make money," then you have grasped the essence of cash flow. An adequate cash flow is the single most important element to a company's survival. Because of the level of importance of cash flow, you should have a solid understanding of how the cash flow statement works.

### **CS 261 Using Excel with Toolkit and Internet Data: Part 1** (Advanced)

*Jim Thomas • Nirvana A*

This class will be presented as TWO 50-minute sessions. Does using Excel spreadsheets to analyze investment information interest you? Do you want to avoid reentering information that's already in Toolkit or that's available on the Internet? Learn how Excel can import and analyze data from Toolkit or the Internet. Learn a variety of techniques for accessing and showing information the way "you" want to see it. This class is not a basic Excel tutorial; it's intended for people who are very comfortable with the fundamentals of using Microsoft Excel. We will focus on intermediate to advanced Excel techniques (VLOOKUP, MATCH and INDEX functions; named ranges; conditional formatting; web queries; etc.). Some of the techniques work best with Microsoft Excel XP or later. Several completed spreadsheets (available for free download) will be shown as examples of what's possible.

### **G 270 How to Recognize and Avoid Fraud** (All levels)

*Jack McCreery • Nirvana B*

Learn about investment scams so you can avoid them without losing time and money. From advance fee fraud, to ponzi schemes to affinity fraud, if you study the patterns, you can spot them before they have an effect on you.

### **AT 281 Red Flags NOT on the SSG** (Intermediate/Advanced)

*Ann Cuneaz • Nirvana C*

Learn about a number of easy-to-check warning signals and red flags, the so-called "other 20%," that are not evident on the Stock Selection Guide. The class points out useful information in Value Line, on the balance sheet, cash flow statement, annual report, and even in a press release.

### **IS 249 Analyzing the Banking Industry** (Intermediate/Advanced)

*Cy Lynch • Schaumburg EF*

Investing in a bank stock presents special challenges. Calculating "revenues" to use on the Stock Selection Guide (SSG) can be confusing. Concern over the lending "crisis" and the direction of interest rates often scare potential investors away, but many banks are high quality companies in a growing industry. Join Cy as he gives you simple ways to calculate revenues, project future revenues and earnings and improve your judgments in using the SSG to study bank stocks.

## **10:25 AM – 11:40 AM Investing Seminar**

### **DI 105 It's Not Just Quality: Did You Build in Value?** (Beginner)

*Diane Amendt • Schaumburg AB*

A quality company at the wrong price is a poor investment. What is the right price to pay for a stock? How can we determine if we are paying too much? What role do the company's earnings play in this scenario? Using Value Line, we will examine several aspects of the Price-Earnings Ratio and show how it is used to determine potential future pricing and value. You'll spend a few minutes reviewing your 10 companies (previously refined in DI 104, Friday, 9:00 AM – 9:50 AM) for value and reducing that number to 5.

## **11:00 AM – 11:50 AM Concurrent Investing Seminars**

### **OT 115 Making Money with Mutual Funds Using BetterInvesting Online Tools** (Beginner)

(same as MF 276, Sunday 11:10)

*Dennis Genord • Schaumburg CD*

Whether investing in mutual funds on your own or in a company-sponsored retirement plan, stock mutual funds are the drivers of growth in a fund portfolio. This class takes you step by step through BetterInvesting's mutual fund selection process and demonstrates how to identify stock mutual funds that will make you money. We will focus on the key elements associated with how a fund invests, what the fund invests in, the quality and performance of management, and fund costs. BetterInvesting's online mutual fund research tools and data will be used to aid us in the process and work through an example using a specific fund.

## Event Schedule and Descriptions

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**BB 206 Hands-on Research Part 2** (Beginner/Intermediate) *Kim Butcher, Mary Enright, and Ron Jaynes • Utopia A*  
In this session we will complete our discussion and analysis of a high growth company. For further information, please refer to the description of Hands-on Research Part 1 (Friday, 9:45 AM). For this session, each participant should copy the handouts from the website and bring to the session.

**IC 218 Demystify the Club Reports** (All levels) *Noreen Carpenter • Utopia B*  
Every club member has access to any club report. Do you know what they report and what they mean? Explore those reports to get a better understanding of what information is generated regarding the investments in your club.

**PC 230 Avoiding Concentrated Positions in your Portfolio: The Elephant in the Room** (Beginner/Intermediate), (same as PC 235, Sunday, 11:10 ) *Matt Willms • Utopia C*  
Managing a portfolio around one or more concentrated positions can be a difficult investing task for many investors. Concentrated positions result in one or more securities representing a disproportionate percentage within a portfolio, leaving the portfolio with a higher degree of specific risk. Often a concentrated position(s) will have a very low tax basis, making an outright sale of the security difficult from a tax perspective. In addition, there are often strong emotional attachments associated with the holding(s). For these reasons, many investors choose to ignore "the elephant(s) in the room", hoping the rest of their portfolio will perform effectively. This class will explain how to manage concentrated positions in a portfolio, the reasons to prevent the buildup, and the steps for rebalancing to improve long-term results.

**AR 240 Putting It All Together: Tools to Simplify Your Analysis** (Intermediate/Advanced) *Ron Bruyn • Utopia D*  
The objective of this class is to introduce tools that will assist in analyzing and understanding financial statements. We will introduce software, spreadsheets and ratios and highlight where they become relevant and useful. This will help you understand the tools that are available to make important financial decisions. Using these tools will enable you to feel confident in your analysis.

**CS 262 Using Excel with Toolkit and Internet Data: Part 2** (Advanced) *Jim Thomas • Nirvana A*  
The objective of this class is to introduce tools that will assist in analyzing and understanding financial statements. We will introduce software, spreadsheets and ratios and highlight where they become relevant and useful. This will help you understand the tools that are available to make important financial decisions. Using these tools will enable you to feel confident in your analysis.

**G 271 Bonds: The Other Part of Your Portfolio (All levels)** *Gary Ball • Nirvana B*  
Learn the basics of investing in bonds. We will discuss the different types of bonds that are available to investors, quality ratings of bonds and the different ways to measure yield as well as learn how bonds are quoted in the media. We will also learn about the risks associated with investing in bonds, the Tax Equivalent Yield as it relates to municipal bonds, how to purchase bonds and why you might want bonds in your portfolio.

**IS 282 The Pharmaceutical Industry: Is There a Future?** (Intermediate/Advanced) *Hugh McManus • Nirvana C*  
For the past five years, the once high-flying pharmaceutical industry has been in a serious lag. Stalwarts such as Pfizer and Merck have returned poor performances; many investors have abandoned the industry. In this class, an overview of the industry will be provided together with an analysis of where things currently stand. The pipelines of the major pharmaceutical and biotechnology companies will be presented as well as a prescription for the future.

**FP 253 Suddenly, a Widow or Widower Be!** (All levels) *Anne Uno • Schaumburg EF*  
As we age, death becomes a certainty, but we never know exactly when it will occur. Planning for the final stages of our lives gives our beneficiaries and heirs a structure for beyond-the-grave planning. Getting our affairs in order can help loved ones suffer less the loss they feel. Only you can help them move on. We will examine preparing for our heirs and beneficiaries, looking at probate, estate, inheritance and personal taxes. We will think of our legacy.

12:00 PM – 12:45 PM Lunch

12:55 PM – 1:15 PM Corporate Presentation: Baldor Electric *Schaumburg East/West*

1:25 PM – 1:45 PM Corporate Presentation: Aflac Incorporated

2:00 PM – 3:55 PM Investing Seminar

**OT 116 Creating a Stock Study Using the Online SSG** (Beginner) *Shanna Rendon • Euphoria*  
This is a two-hour class. In this hands-on class in the computer lab, the participants will create a stock study using the Online Stock Selection Guide and, time permitting, will practice using the Stock Comparison Guide.

## Event Schedule and Descriptions

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### 2:00 PM – 2:50 PM Concurrent Investing Seminars

#### **DI 106 What Should Our Portfolio Look Like?** (Beginner)

*Jennifer Evans Penley • Schaumburg AB*

A look at the good, the bad, and the ugly from the original group of 50 stocks selected in the Beginners series. How did your picks stack up and what were your final 5 companies? Did you build a portfolio based on quality and value? Is your portfolio diversified between industries and company size based on revenues? Using BetterInvesting's guidelines, we will look at the Stock Selection Guide for some of these companies.

#### **BB 207 Discussion of a Growth Company** (Beginner/Intermediate)

*Moderator: Ron Jaynes; Panelists: Carol Crosta, Avi Horwitz and Julie Werner • Utopia A*

Three well known long-term investors will examine a company using the knowledge they have gained through the years to analyze stocks. While it would seem that they all should agree on different points of reference, the results might surprise you. Find out what each of these experienced BetterInvesting investors think when they look at a growth company.

#### **IC 219 The Only Performance Number You Need** (All levels)

*Rob Nagler • Utopia B*

You may hear people talk about all kinds of other numbers, but the Number (also known as the AIRR) is simply the best measure you can use to calculate your club's performance. It's fully automatic on [bivio.com](http://bivio.com), and it is The Only Number that gives you a true apples-to-apples comparison. More importantly, [bivio.com](http://bivio.com)'s Performance Benchmark Report provides you with an instantaneous apples-to-apples comparison of the Number with the same investment benchmarks as hedge funds.

#### **PC 231 Benchmarking: Are You Beating the Market?** (Beginner)

*Jim Thomas • Utopia C*

How well your investments have done vs. "the market" depends on how you make the comparisons. In this beginning class on benchmarking we will look at several ways investment performance is measured. We'll look at using Club Accounting software, BetterInvesting Portfolio Manager software (formerly PRK) and [bivio](http://bivio.com) to measure performance. We'll define and work through some examples.

#### **AR 241 Footnotes: Finding the Hidden Messages** (Intermediate/Advanced)

*Bonnie Reyes • Utopia D*

Footnotes! The best place to find hidden information. We will look at a company's footnotes and begin to explore where we might look for signs of impending disaster. We will discuss accounting methods (including revenue recognition), stock options and pension liabilities among other topics.

#### **CS 266 Research What You Own or How to Continue Learning**

##### **About What's in Your Portfolio** (Intermediate)

*Ken Kavula • Nirvana A*

Most of us have a procedure for researching stocks we are considering for purchase but, in so many cases, the collection of relevant information ceases when we buy the stock. This class will focus on ongoing research for your club or personal portfolio. Using forms developed for use by the Mid-Michigan Model Investment Club, Ken will highlight tips and tricks of locating relevant information on the stocks you own and then make suggestions on how to share what's important. If you have a job watching a particular stock for your club, this class will help you focus on what you should be doing on a regular basis.

#### **G 272 The Discipline of Selling** (Intermediate/Advanced)

(same as G 267, Thursday, 3:10)

*Mark Robertson • Nirvana B*

It's never been buy-and-hold. George Nicholson really intended the advice to be "Buy and hold ... as long as it makes sense to do so." How can we build a selling discipline for portfolio management? This session will explore selling guidelines and case studies.

#### **AT 283 Using Sustainable Growth to Make Projections** (Advanced)

*Jim Hurt • Nirvana C*

Determining a company's Sustainable Growth Rate (also called Implied Growth Rate) is one way of determining how realistic your projections are. We will look at the components that are used to calculate the sustainable growth rate and learn how to use this number as a reality check on our projections.

#### **FP 254 Evaluating Risk: Eldercare** (All levels)

*Anne Uno • Schaumburg EF*

Our loved ones are living longer and longer, but living longer is a mixed blessing. With the happiness of a longer life comes the responsibility of decision-making and managing care for our elderly loved ones. Join us as we discuss alternatives, health issues, life expectancy considerations and setting up for the final stages. We will also look at working with Elder Care professionals and discussing long term care issues. If you feel you are part of the sandwich generation, this session is for you.

### 3:05 PM – 3:55 PM Concurrent Investing Seminars

#### **DI 107 Getting the Most Out of EXPO and Investor Relations** (All levels)

*Gary Ball • Schaumburg AB*

Gary will discuss why companies go to investor conferences and the difference between retail and institutional conferences. You will learn the benefits of visiting the company booths in the EXPO area, as well as what questions to ask the investor relations people in the booth to help you with your investment analysis. You will learn how to analyze answers you are given to determine if you are

## Event Schedule and Descriptions

Friday

looking at short-term or long-term problems. Short-term problems may represent buying opportunities; long-term problems may represent a reason to sell.

### **BB 208 Comparison Shopping for Stocks, Repeat** (Beginner/Intermediate)

(same as G 266, Thursday, 2:00)

*Diane Amendt • Utopia A*

In this class we will examine the Stock Comparison Guide to see how it can help us choose when several companies in the same industry meet our basic requirements for good investments. We will look at growth comparisons, management comparisons, price comparisons, and other miscellaneous comparisons to pick the winner.

### **IC 220 Is Your Investment Club Successful?** (All levels)

*Ron Jaynes • Utopia B*

Is your Investment Club running effectively? How can you tell? This workshop examines “best practices” of effective investment clubs and will offer means to examine your own investment club to determine how effective it is and how it may be improved.

### **PC 232 Portfolio Evaluation Review Technique (PERT) for Stocks** (Beginner/Intermediate)

(same as BB 212, Sunday, 11:10)

*Sue Jensen • Utopia C*

The decision to buy, hold, or sell each stock is aided by the Portfolio Evaluation Review Technique (PERT) tools: PERT-A Worksheet, PERT-A Graph, and PERT-B. We will review what data is used for these forms, then briefly explain how to enter the data. We will review each form in detail and explain how to interpret the information. Sample stocks of varying “quality” will be used to help bring this information alive.

### **AR 242 Financial Shenanigans** (Intermediate/Advanced)

*Ron Bruyn • Utopia D*

The objective of this class is to explain accounting tricks with detailed, engaging stories of companies and the officials who committed a spectacular version of that method of fictitious financial accounting. There are many lessons to be learned from the barrage of fraud hammering Corporate America. This class will empower you with the skills to spot signs of potential accounting fraud so you can be forewarned of future financial shocks.

### **CS 260 Which Software is Right for You?** (All levels)

*Deane Jaeger • Nirvana A*

This class will take a closer look at the Better Investing Online Tools and Toolkit 5. We will discuss how an online tool is different from a software package, who should use the Online Tools, how to use the Online Tools to compare companies. We will also discuss some of the special features of Toolkit such as libraries and the web tool.

### **G 273 Using Internet Resources to Empower Investors** (All levels)

*Kristin Kaepplein • Nirvana B*

Learn what information is available free from the SEC. Securities and Exchange Commission investor information section offers calculators, podcasts, claims funds and investor alerts. You can also learn what forms are important to investors, such as annual reports, prospectuses, and where to find them.

### **AT 284 Investing for Cash Flow** (All levels)

*Allen Holdsworth • Nirvana C*

We will look at the alternatives to certificates of deposit bonds, treasury bills, preferred stocks, closed-end funds, and mutual funds will be examined for the ability to generate cash from your investments.

### **FP 255 Finding and Working with a Financial Planner** (All levels)

*Cy Lynch • Schaumburg EF*

Financial fitness involves more than investing; estate planning, retirement planning and managing risk through savings and insurance matter, too. Financial planners can help us see that “big picture” even when we make our own investment decisions. The right planner can help you invest the BetterInvesting way by suggesting growth companies to study, being an information source and a sounding board to help you improve your Stock Selection Guide judgments. Join Cy as he gives practical suggestions on where and how to find the best match for you, reviews alternatives in paying your planner and discusses your respective responsibilities in working together.

### **4:00 PM – 5:00 PM Computer Lab Open**

*Euphoria*

### **4:10 PM – 5:00 PM Concurrent Investing Seminars**

#### **OT 117 Stock Research for Beginners** (Beginner)

*Noreen Carpenter • Schaumburg CD*

No one is going to come to teach you one-on-one; YOU must determine your destiny. Books, magazines and the internet, as well as TV, have a barrage of information. How to start, how to sift through...join us as we show you a path to investing. Added features will be reducing debt, saving, budgeting, compounding, IRA, and 401Ks. Don't we all wish the investing fairy tapped us on the shoulder?

#### **BB 209 Estimating EPS Using the Preferred Procedure** (Beginner/Intermediate)

*Ann Cuneaz • Utopia A*

Estimating the growth rate of a company's future earnings is one of the most difficult judgments to make on a Stock Selection Guide. Learn how to use the Preferred Procedure, or “revenue-based EPS projection,” to provide a useful second opinion. The class breaks down the Preferred Procedure into easy-to-understand concepts and demonstrates how the use of the Preferred Procedure helps investors gain insight into how a company makes money.

## Event Schedule and Descriptions

Friday – Saturday

### **MF 221 Closed-End Funds: What's Old is New Again** (All levels)

Thomas Dinsmore • Utopia B

Closed-End Funds are one of the older forms of equity investments open to the general public. Prior to 1929, they were virtually the only way for an individual to invest in equities. Today they are making a comeback. Learn why more and more investors are looking into Closed-End Funds as a stable income-producing investment. Find out how they are structured, some of the basic investment philosophies of Closed-End Fund portfolio managers and the advantages and disadvantages of Closed-End Funds versus ETFs and Open-End Funds.

### **PC 236 Armchair Quarterbacking Your Portfolio** (Beginner/Intermediate)

Matt Willms • Utopia C

Are you effectively managing your portfolio(s) as a general manager does a sports team? If you divide your portfolio into 3 groups or 'squads', you may find the process of managing your holdings more easily accomplished. This class will review how to divide your portfolio into: a practice squad/injured reserve, core starters, and all-stars. We'll review characteristics of these groups, and how to use BetterInvesting tools such as the Portfolio Manager and Investor's Toolkit software programs to identify when former 'starters' are falling onto the injured reserve and may need to be replaced by potential new core players, or when practice players look to have the fundamentals to become all-stars.

### **AR 243 Case Studies: The Financial Statements** (Intermediate)

Bonnie Reyes • Utopia D

The objective of this class is to use all the tools learned in the prior sessions and look at case studies. We will look at the financials and see what distinguishes weak companies from great companies. Why are some companies really great performers and others are not? What determines their greatness and are they going to be successful in the future?

### **CS 265 Toolkit 5 Power Users Tips** (Intermediate/Advanced)

Jim Thomas • Nirvana A

Jim Thomas will demonstrate how to use a variety of intermediate and advanced level features of Investor's Toolkit 5th Edition. See how to get graphs of profit margin and price-to-earnings ratio history. Evaluate stock replacement using the "Smart Challenger". Learn about multiple stock libraries. Use future EPS estimates with PERT Report. Discover undocumented features you might find useful.

### **G 274 Using Manifest Investing to Center Portfolio Decision-Making** (Intermediate)

Cy Lynch • Nirvana B

Not confident about the overall direction and quality of your portfolio? Can't decide which stock to buy more of? Not sure when you should sell a stock? Join Cy as he shows why you should make buy, accumulate and sell decisions about a stock based on the impact that the decision will have on your portfolio as a whole rather than in isolation. He'll then use practical examples to show how portfolio-centered decision-making tools at ManifestInvesting.com can simplify your investment decisions and take emotion out of portfolio management, especially the dreaded decision to sell. This method is a supplement to the BetterInvesting method of evaluating stocks, not a substitute. (This is a subscription site, which has a free trial period.)

### **AT 285 Effective Resources for Stock Studies** (Intermediate/Advanced)

Mark Robertson • Nirvana C

What are some of the best resources for investing ideas? How about "auditing" data and seeking reliable second opinions? This session will demonstrate some effective web-based resources for performing fundamental research and share Mark's favorites.

### **FP 256 Distribution and Taxation of Retirement Plans** (All levels)

Anne Uno • Schaumburg EF

The key to successful retirement distributions is a clever and sound withdrawal of non-taxed monies that one has saved for during one's working life. Critical issues such as when, how and in what manner to withdraw retirement funds confuse many people. Caveats and penalties abound if wrong distribution amounts are taken too early or too late. What choices does one have for leaving a legacy to one's beneficiaries? What are the differences between IRAs, to stretch or not?

## Evening DISCOVER CHICAGO/SCHAUMBURG/A NIGHT ON THE TOWN (on your own)

### Saturday, June 21, 2008

7:00 AM – 5:00 PM	Registration Desk Open	Schaumburg Foyer North
7:15 AM – 7:55 AM	Breakfast	Schaumburg East/West
8:00 AM – 8:20 AM	Corporate Presentation: SAP AG	
8:25 AM – 8:45 AM	Corporate Presentation: Enerplus Resources	
9:00 AM	Youth Day Activities	Nirvana AB
9:00 AM – 9:25 AM	Concurrent Corporate Presentations:	
	NAREIT	Schaumburg AB
	CVS Caremark Corporation	Schaumburg CD
	RPM International Inc.	Schaumburg EF
	TESSCO Technologies	Schaumburg GH

## Event Schedule and Descriptions

Saturday – Sunday

9:40 AM – 10:05 AM	<b>Concurrent Corporate Presentations:</b>	
	Petrobras	Schaumburg AB
	National Retail Properties	Schaumburg CD
	P&G	Schaumburg EF
	BB&T	Schaumburg GH
10:20 AM – 10:45 AM	<b>Concurrent Corporate Presentations:</b>	
	The Manitowoc Company, Inc.	Schaumburg AB
	TSYS	Schaumburg CD
	Staples, Inc.	Schaumburg EF
	Royal Gold, Inc.	Schaumburg GH
11:00 AM	Investors EXPO Hall Opens and will remain open through lunch.	Exploration Hall
12:00 Noon – 12:45 PM	Lunch for BINC Registrants	Schaumburg East/West
12:30 PM – 12:50 PM	Corporate Presentation: Deutsche Telekom	
12:50 PM – 1:00 PM	Growth Company of the Year Award	
12:10 PM – 12:25 PM	Classes to Go! (Mini-Educational Session)*	Exploration Hall
1:10 PM – 1:25 PM	Classes to Go! (Mini-Educational Session)*	
1:10 PM	Town Hall meeting concerning BetterInvesting with Roger Ganser, Chairman of the NAIC Board of Directors and Bonnie Reyes, President and COO of BetterInvesting.	
2:00 PM	Door Prize Drawing	
2:10 PM – 2:25 PM	Classes to Go! (Mini-Educational Session)*	
3:00 PM	Door Prize Drawing	
3:10 PM – 3:25 PM	Classes to Go! (Mini-Educational Session)*	
3:10 PM	Town Hall meeting concerning BetterInvesting with Roger Ganser, Chairman of the NAIC Board of Directors and Bonnie Reyes, President and COO of BetterInvesting.	
4:00 PM	Door Prize Drawing	
4:10 PM – 4:25 PM	Classes to Go! (Mini-Educational Session)*	
5:00 PM – 5:45 PM	Featured Session: Let's Talk Stock Mark Robertson, Ken Kavula, Peggy Schmeltz, Hugh McManus and Ann Cuneaz, with Final Door Prize Drawing at 5:45 PM	Schaumburg EF
6:15 PM	Cash Bar Open	Schaumburg Foyer
7:00 PM – 11:00 PM	Saturday Evening Dinner and Entertainment	Schaumburg East West

## Sunday, June 22, 2008

7:00 AM – 1:00 PM	Registration Desk Open	Schaumburg Foyer North
7:15 AM – 7:55 AM	Breakfast	Schaumburg East West
8:00 AM – 8:20 AM	Corporate Presentation: sanofi-aventis	
8:25 AM – 8:45 AM	Corporate Presentation: Consolidated Mortgage	
9:00 AM – 9:50 AM	Computer Lab Open	Euphoria

### 9:00 AM – 9:50 AM Concurrent Investing Seminars

**BB 210 SSG Bloopers – Adding Judgment** (Beginner/Intermediate) *Gary Ball • Utopia A*  
 In this seminar we will look at various Stock Selection Guides and explore how to apply judgment to them. We will see the effects of over-estimating sales and earnings growth and explore some methods for properly estimating the future growth rates, as well as discuss the effects of increasing and declining profit margins and its effect on earnings growth rates. We will learn how to eliminate P/E outliers, discuss how to determine the selected estimated low price on the SSG and see the ramifications of upside-downside ratios that appear to be too high.

**FP 276 Is a Roth IRA Conversion Right for You in 2010?** (All levels) *Carol Crosta • Utopia B*  
 In this class we will discuss the changes in the law that allow anyone to convert their IRA in 2010, the tax situation, and comparison to actually doing it versus the required minimum distribution (RMD) and how it impacts your heirs.

\*Classes to Go! Mini-Educational Session – see page 9

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## Event Schedule and Descriptions

Sunday

### **PC 233 Balancing Taxable and Non-Taxable Portfolios** (Intermediate/Advanced)

*Matt Wilms • Utopia C*

Asset allocation decisions are some of the most important decisions that can be made when constructing a portfolio. However, many investors fail to recognize the importance of selecting appropriate investments and balancing their allocation with consideration of all portfolios they may own. This class will review how an investor must consider both taxable accounts with non-taxable accounts to get a true measure of the investor's overall portfolio allocation in order to identify any rebalancing adjustments consistent with long-term goals.

### **IW 250 Case Study: Analyzing a Restaurant** (Intermediate/Advanced)

*Cy Lynch • Utopia D*

This session will be a real-time, interactive analysis of a stock. Active participation, both questions and suggestions, is encouraged. "Analyzing The Restaurant Industry" is not a prerequisite. If you're not able to attend that seminar, consider reviewing that session's handouts ahead of time. Restaurant stocks can play a useful role in a portfolio. Join us and let's analyze one together!

### **OT 119 Workshop Using Online Tools, Double Session** (Beginner/Intermediate)

*Jim Hurt and Ken Kavula • Nirvana A*

This is a 2-hour class. Join Jim Hurt and Ken Kavula for an interactive class in which they will use the Online Tools to analyze some of the companies that were at the Investor Expo on Saturday. Participants will select some of the stocks they are most interested in and the group will review the Stock Selection Guide, make some projections and determine if these companies might be good candidates for more research

### **DI 108 Internet Tools for Investing** (Beginner)

*Jennifer Evans Penley • Nirvana B*

This class is an introduction to using the Internet to find investing information needed for successful stock analysis.

### **AT 288 Understanding and Using P/E Ratios** (All levels)

*Allen Holdsworth • Nirvana C*

This class starts with a basic introduction to P/E ratios and how they are calculated and used. You will learn how the return you get from a stock is based on the increase in EPS as well as the change in P/E ratio. We will spend time on Section 3 of the SSG and show how we use a range of P/Es on stocks to help determine the future possibilities for the company. This class is for people who want to move to a more advanced discussion of Section 3. We will show several examples of how P/E ratios can be different for different types of companies and for different industries as well.

## **10:00 AM – 12:00 Noon Investing Seminar**

### **DI 109 Discover Investing in the Computer Lab** (Beginner)

*Jennifer Evans Penley • Euphoria*

This final session of the Discover Investing Track is designed to launch our track graduates on their way to investing success. This session will provide attendees with hands-on time with Stock Selection Guide software Investor's Toolkit 5.

## **10:05 AM – 10:55 AM Concurrent Investing Seminars**

### **BB 211 Improving SSG Judgment** (Intermediate)

*Mary Enright • Utopia A*

This class will review various topics, bringing experience gained from applying the BetterInvesting principles and tools into making better judgment decisions on the Stock Selection Guide (SSG). Join us for a look at where we can improve our decision-making process. We'll look at data and some ratios that will enable us to purchase investments that can drive our portfolio to success.

### **MF 225 Exchange-Traded Funds: The Hottest New Investment** (General)

*Allen Holdsworth • Utopia B*

Exchange-Traded Funds are mutual funds that trade like a share of stock. Learn about these funds that are growing both in number of funds and in dollars invested. We will cover the pros and cons of owning exchange-traded funds.

### **PC 234 A Closer Look Using PERT Worksheet-A** (Beginner/Intermediate)

*Ann Cuneaz • Utopia C*

Like the Stock Selection Guide, the PERT Worksheet A (PERT-A) is a tool that helps us spot trends in a company's fundamental performance. Learn how to use and interpret the PERT-A to help you make better buy and sell decisions.

### **IW 251 Case Study: Analyzing a Bank** (Intermediate/Advanced)

*Cy Lynch • Utopia D*

This is a real-time interactive analysis of a bank stock. Participants' questions, comments and suggestions will be encouraged. Attendance at the "Analyzing a Bank Stock" class on Friday is not a prerequisite however we do encourage you to read those class notes ahead of time.

### **OT 119 Workshop Using Online Tools** (Beginner/Intermediate)

*James Hurt and Ken Kavula • Nirvana A*

*Continuation of workshop offered at 9:00 AM Sunday*

### **FP 275 Disaster Planning** (All levels)

*Anne Uno • Nirvana B*

What can one do in the event of a disaster? Are you prepared to deal with the consequences of nature's wrath, human error, or accidental occurrence? What will be the main objective for survival or control of the situation? Some concerns for planning include documenting keepsakes for insurance purposes, digital storage and inventorying all one's assets. Do you have a safe haven to keep your life's accumulations?

## Event Schedule and Descriptions

Sunday

### **AT 287 Manifest Investing: A Guided Tour** (Intermediate)

Mark Robertson • Nirvana C

Come discover how any investment can be measured by (1) Projected Returns and (2) Quality. MANIFEST analysis focuses less on where a stock or fund has been – a whole lot more on where it seems to be headed. This session will explore dashboards and our portfolio-centered approach. Learn about our StockSearch feature and time-honored discussions on our Forum. This method is a supplement to the BetterInvesting method of evaluating stocks, not a substitute. (This is a subscription site, which has a free trial period.)

### **11:10 AM – Noon Concurrent Investing Seminars**

### **BB 212 Portfolio Evaluation Review Technique (PERT) for Stocks** (Beginner/Intermediate)

(same as PC 232, Friday, 3:05)

Sue Jensen • Utopia A

The decision to buy, hold, or sell each stock is aided by the Portfolio Evaluation Review Technique (PERT) tools: PERT-A Worksheet, PERT-A Graph, and PERT-B. We will review what data is used for these forms, and briefly explain how to enter the data. We will review each form in detail and explain how to interpret the information. Sample stocks of varying “quality” will be used to help bring this information alive.

### **IW 253 Genentech: The First Major Biotechnology Company** (Intermediate)

Hugh McManus • Nirvana B

Genentech Inc. (NYSE:DNA) is arguably the first, major biotechnology company. Founded in the early 1980s, Genentech received approval for its first drug, Protopin® in late 1985. The company today has a broad portfolio of products, an expanding workforce and strong stock. This class will focus on the history of the company; what distinguishes Genentech from other biotechnology and pharmaceutical companies and where the company could be headed.

### **CS 270 Stock Screening for Winners** (Intermediate) (same as G 264, Friday, 9:00)

Diane Amendt • Nirvana A

Why subscribe to a paid service? Use free screeners to find winners. Learn to screen for stocks that fit your individual or club stock and portfolio goals needed for industries or returns. We will compare what Yahoo, Morningstar, and MSN have to offer in free screening. One is bound to suit your style in finding winners for your portfolio.

### **IW 252 Case Study: Analyzing an Insurance Company** (Intermediate/Advanced)

Gretchen Hurt • Utopia D

This session will be a real-time, interactive analysis of an insurance company. Participants will be encouraged to share their analysis, ask questions and join in the discussion. Attendance at the Analyzing Insurance Companies class on Thursday afternoon is not a prerequisite; however if you did not attend that class we do encourage you to read those class notes ahead of time

### **MF 276 Making Money with Mutual Funds Using BetterInvesting Online Tools, Repeat** (Beginner)

(same as OT 115, Friday, 11:00)

Dennis Genord • Utopia B

Whether investing in mutual funds on your own or in a company-sponsored retirement plan, stock mutual funds are the drivers of growth in a fund portfolio. This class takes you step by step through BetterInvesting's mutual fund selection process and demonstrates how to identify stock mutual funds that will make you money. We will focus on the key elements associated with how a fund invests, what the fund invests in, the quality and performance of management, and fund costs. BetterInvesting's online mutual fund research tools and data will be used to aid us in the process and work through an example using a specific fund.

### **PC 235 Avoiding Concentrated Positions in Your Portfolio: The Elephant in the Room**

Repeat (Beginner/Intermediate) (same as PC 230, Friday, 11:00)

Matt Willms • Utopia C

Managing a portfolio around one or more concentrated positions can be a difficult investing task for many investors. Concentrated positions result in one or more securities representing a disproportionate percentage within a portfolio, leaving the portfolio with a higher degree of specific risk. Often a concentrated position(s) will have a very low tax basis, making an outright sale of the security difficult from a tax perspective. In addition, there are often strong emotional attachments associated with the holding(s). For these reasons, many investors choose to ignore ‘the elephant(s) in the room,’ hoping the rest of their portfolio will perform effectively. This class will explain how to manage concentrated positions in a portfolio, the reasons to prevent the buildup, and the steps for rebalancing to improve long-term results.

### **AT 286 Dividends Matter!** (Intermediate)

Shanna Rendon • Nirvana C

Think outside the box. There is more to successful investing than fast growing companies with steep lines on the Stock Selection Guide. Discover the slow-growing, dull, but successful companies that can provide both income and capital appreciation. Learn how the combination of dividends and stock price gains can yield solid returns on your investment.

12:15 PM – 1:00 PM Lunch

12:45 PM – 1:30 PM Corporate Presentation: Yum! Brands

1:30 PM – 1:45 PM Annual Update Meeting

1:45 PM – 2:00 PM Wrap-Up/Door Prizes/Adjournment Ken Kavula

Schaumburg East West