

SEMINAR DESCRIPTIONS (Arranged Alphabetically)

Title of Class	Description	Teacher
Analyzing Insurance Companies	Analyzing insurance companies requires knowing and understanding some additional information beyond the SSG. In this class we will discuss what additional information is needed in order to pick the best insurance companies.	James Hurt
Analyzing the Banking Industry	Investing in bank stocks 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.	Cy Lynch
Analyzing the Restaurant Industry	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 you look at characteristics of successful restaurants, discuss what same store sales are and why they matter and examine specific ways that you can improve your judgments when studying restaurant stocks.	Cy Lynch
Annual Report: Getting A Beat On the Company	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.	Ron Bruyn
Armchair Quarterbacking Your Portfolio	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.	Matt Willms
Avoiding Concentrated Positions in your Portfolio: The Elephant in the Room	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.	Matt Willms
Balancing Taxable and Non-Taxable Portfolios	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 <u>overall</u> portfolio allocation in order to identify any rebalancing adjustments consistent with long-term goals.	Matt Willms
Benchmarking : Are You Beating the Market?	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 to measure performance. We'll define and work through some examples.	Jim Thomas
Bonds: The Other Part of Your Portfolio	Learn the basics of investing in bonds. We will discuss the different types of bonds that are available to investors. We will discuss quality ratings of bonds and the different ways to measure yield and learn how bonds are quoted in the media. We will also learn about the risks associated with investing in bonds. We will discuss Tax Equivalent Yield as it relates to municipal bonds. You will learn how to purchase bonds and why you might want bonds in your portfolio.	Gary Ball

Case Studies: The Financial Statements	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?	Bonnie Reyes
Case Study: Analyzing a Bank	This is a real-time interactive analysis of a bank stock. Participants' questions, comments and suggestions will be encouraged. Attendance at the Analyzing the Banking Industry class is not a prerequisite; however, we do encourage you to read those class notes ahead of time.	Cy Lynch
Case Study: Analyzing a Restaurant	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!	Cy Lynch
Case Study: Analyzing an Insurance Company	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	Gretchen Hurt
Cash Flows: What Is the Company Doing With My Money?	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.	Ron Bruyn
Closed-End Funds: What's Old Is New Again	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 investor's 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.	TBA
Closer Look Using PERT Worksheet-A	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.	Ann Cuneaz
Comparison Shopping for Stocks	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.	Diane Amendt
Creating a Stock Study Using the Online Stock Selection Guide: Hands-on class in Computer Lab	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.	Shanna Rendon
Curse of Analysis Paralysis	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.	Ann Cuneaz
Demystify the Club Reports	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.	Noreen Carpenter
Determining Quality in Stock Selection	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.	Ron Jaynes

Determining Value in Stock Selection	This class will look at another crucial step before purchasing 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.	Mary Enright
Devil and the Dough are in the Details	Twenty ideas for the twenty percent you need to know after creating an SSG. Don't be the one saying "Gee, that wasn't in the press release!"	Candis King
Disaster Planning	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?	Anne Uno
Discipline of Selling	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.	Mark Robertson
Discover Investing in the Computer Lab	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.	Jennifer Evans Penley
Discussion of a Growth Company	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 <i>should</i> 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. Moderator: Ron Jaynes; Panelists: Carol Crosta, Avi Horwitz, Julie Werner	Ron Jaynes Carol Crosta Avi Horwitz Julie Werner
Distribution and Taxation of Retirement Plans	The key to successful retirement distributions is a clever and sound withdrawal of non-taxed monies that one has saved 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?	Anne Uno
Dividends Matter!	Think outside the box. There is more to successful investing than fast growing companies with steep lines on the Stock Selection Guide. Discover the slowly-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.	Shanna Rendon
Doing an Industry Study	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.	Ken Kavula
Effective Resources for Stock Studies	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.	Mark Robertson
Estimating EPS Using the Preferred Procedure	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.	Ann Cuneaz
Evaluating Risk: Eldercare	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. We will be discussing long term care issues. If you feel you are part of the sandwich generation, this session is for you.	Anne Uno

Evaluating the Future	This class continues the framework of using the Stock Check List developed in "What is Growth?" 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.	Mary Enright
Exchange-Traded Funds: The Hottest New Investment	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.	Allen Holdsworth
Financial Shenanigans	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.	Ron Bruyn
Finding and Working with a Financial Planner	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.	Cy Lynch
Footnotes: Finding the Hidden Messages	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.	Bonnie Reyes
Forming an Investment Club	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?	Sue Peterman
Genentech: The First Major Biotechnology Company	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.	Hugh McManus
Getting the Most Out of EXPO and Investor Relations	We 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. You will learn questions to ask the investor relations people who are in the booth to help you with your investment analysis. We will learn how to analyze answers we are given to determine if we are looking at short-term problems or long-term problems. Short-term problems may represent buying opportunities; long-term problems may represent a reason to sell.	Gary Ball
Handling Investment Club Problems	Our panel of well known investment club experts will answer your questions on how to handle any problems your investment club is experiencing.	Gary Ball Avi Horwitz Mimi Rauschelbach Bonnie Reyes
Hands-on Research: Part 1	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 CD and bring to the session.	Mary Enright, Ron Jaynes
Hands-on Research: Part 2	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). For this session, each participant should copy the handouts from the CD and bring to the session.	Kim Butcher Mary Enright Ron Jaynes
How to Recognize and Avoid Fraud	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.	Jack McCreery

Improving SSG Judgment	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.	Mary Enright
Income Statement: Is This a Money Maker?	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 use 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.	Ron Bruyn
Internet Tools for Investing	This class is an introduction to using the Internet to find investing information needed for successful stock analysis.	Jennifer Evans Penley
Introduction and Overview of Exchange Traded Funds	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.	Peter Breen
Introduction to Diversification and Asset Allocation	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.	Matt Willms
Investing for Cash Flow	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.	Allen Holdsworth
Is a Roth IRA Conversion Right for You in 2010?	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.	Carol Crosta
Is Your Investment Club Successful?	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.	Ron Jaynes
It's Not Just Quality: Did You Build In Value?	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 D! 104) for value and reducing that number to 5 companies.	Diane Amendt
Laying the Foundation with Quick Analysis	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.	Carol Crosta
Let's Start Building a Stock Portfolio	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 D 104-106 with the final goal being a quality portfolio of 5 of the original stock choices.	Jennifer Evans Penley
Making Money with Mutual Funds using BetterInvesting's Online Tools	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.	Dennis Genord
One Minute Treasurer	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.	Rob Nagler

Only Performance Number You Need	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, and it is The Only Number that gives you a true apples-to-apples comparison. More importantly, 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.	Rob Nagler
Perfect Investment Club	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.	Mimi Rauschelbach
Pharmaceutical Industry: Is There a Future?	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.	Hugh McManus
Portfolio Allocation	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. 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.	Gary Ball
Portfolio Evaluation Review Technique (PERT) for Stocks	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.	Sue Jensen
Portfolio Management Using PERT	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.	Jim Thomas
Post Its and Pencils for Profit: Retail Industry Study	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.	Irina Clements
Putting It All Together: Tools to Simplify Your Analysis	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.	Ron Bruyn
Red Flags NOT on the Stock Selection Guide	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.	Ann Cuneaz
Relative Value to Real Value	When completing a Stock Selection Guide, the relative value (current PE ratio divided by historical PE 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.	Hugh McManus
Research What You Own or How to Continue Learning About What's in Your Portfolio	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.	Ken Kavula

Small Company Discovery	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.	Mark Robertson
SSG Bloopers: Adding Judgment	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. We will discuss how to determine the selected estimated low price on the SSG and we will see the ramifications of upside-downside ratios that appear to be too high.	Gary Ball
Stock Research for Beginners	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 in will be reducing debt, saving, budgeting, compounding, IRA, and 401Ks. Don't we all wish the investing fairy tapped us on the shoulder?	Noreen Carpenter
Stock Screening for Winners	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 portfolios.	Diane Amendt
Suddenly, a Widow or Widower Be!	As we age, death becomes a certainty, but we never know exactly when. 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.	Anne Uno
Toolkit 5 Power Users Tips	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.	Jim Thomas
Two Guys and Some Stock Talk	Mark Robertson, founder and president of Manifest Investing, and Ken Kavula, past-president of the Mid-Michigan Chapter, invite you to join them in 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.	Ken Kavula Mark Robertson
Understanding ADRs	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.	Cy Lynch
Understanding and Using P/E Ratios	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 PEs 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.	Allen Holdsworth
Understanding Pre-tax Profit	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.	Deane Jaeger
Understanding Return On Equity	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.	Gretchen Hurt

Using Excel with Toolkit and Internet Data: Part 1	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.	Jim Thomas
Using Excel with Toolkit and Internet Data: Part 2	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.	Jim Thomas
Using Internet Resources to Empower Investors	Kristi Kaepplein, Director of the Office of Investor Resources at the SEC, will discuss sites available to investors.	Kristi Kaepplein
Using Spreadsheets to Supplement Your Stock Studies	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.	Jim Thomas
Using Sustainable Growth to Make Projections	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.	James Hurt
Using the Online Stock Selection Guide to Determine Risk and Reward	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.	Ken Kavula
Using the Online Stock Selection Guide to Evaluate Management	This is the second in the series of classes on using the 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.	James Hurt
Using the Online Stock Selection Guide to Find Growth Companies	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.	Gretchen Hurt
Using the Online Stock Selection Guide to Forecast Sales and Earnings Growth	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.	Suzi Artzberger
Using the Online Stock Comparison Guide	This is the fifth in a series of classes on 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.	Kim Butcher
Using the Web Feature in Toolkit 5	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 SSGs 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".	Sue Jensen
Using Value Line as a Supplement	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.	Mike Berman

What Is A Quality Company?	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 they 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?	Jennifer Evans Penley
What is Growth?	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.	Kim Butcher
What Should Our Portfolio Look Like?	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 <u>and</u> 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.	Jennifer Evans Penley
What We Learn from the Balance Sheet	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.	Gretchen Hurt
What's in your Nest Egg? The Good, the Bad and the Ugly of Portfolio Management	See actual club portfolios to decide if they are good, bad or ugly.	Candis King
When To Sell	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.	Allen Holdsworth
Which Software is Right for You?	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.	Deane Jaeger
Why Invest?	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.	Jennifer Evans Penley
Workshop Using Online Tools (Double Session)	This is a 2-hour class. Join Jim Hurt and Ken Kavula for an interactive class where 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.	James Hurt Ken Kavula
You Are Not Alone! Help Is Available.	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	Irina Clements