



PUGET SOUNDINGS

Puget Sound Chapter - BETTERINVESTING

Fall 2020

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Puget Soundings is published by the Puget Sound Chapter, BetterInvesting. The chapter's mission is to provide members with investing education and club development services.

Circulation: 1100

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Gary Ball: The Epitome of a BI Volunteer

If you've been a member of BetterInvesting in the past 30 years, you've probably met Gary Ball, Puget Sound Chapter instructor and volunteer extraordinaire.

Gary has a long history of volunteering with BI at all levels. He has taught literally countless hours of classes — the Stock Selection Guide core series, at our chapter's annual Investors Education Conference and at BI's national convention. We wish we had a count of how many clubs Gary has visited over the years, helping several get off the ground and mentoring many others. He also served many years on the national BI Board of Directors and as president of the Puget Sound Chapter. In recognition of that service, Gary this year was honored with BI's Kenneth S. Janke Lifetime Achievement Award, for sustained, long term and outstanding contributions to BI and its ideals.

Gary started investing in 1971, but "very haphazardly" he said. "I did not have an



investment strategy." In 1984, he joined the Golden Years Investment Club in Seattle. (The club is celebrating its 50th anniversary.) "I took an SSG class (when we did everything by paper, colored pencils and straightedge) and quickly learned the methodology. Being an engineer, I loved the logic behind the SSG."

Within a couple of years, he volunteered to teach the easier portions of the SSG in chapter classes, alongside seasoned instructors. "I loved it and within another

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Submit a First Cut Report; Be Entered to Win \$100

Are you familiar with the First Cut Stock Reports created by BetterInvesting members and posted on the BI website? These reports consist of a completed Stock Selection Guide (SSG) showing the judgments made by the author and a written report sharing why each judgment was made. BI members use these reports to find possible investments and to compare their SSGs with others from our community. The First Cut report template provides a simple format to capture your rationale

about your completed SSG. Complete instructions are included.

Any clubs in the Puget Sound Chapter that submit a First Cut report between Sept. 1, 2020 and Aug. 31, 2021 will be entered in a drawing for a \$100 Amazon gift card. When you submit your report, cc contact@puget.betterinvesting.net so we can enter you in the drawing. Find details at betterinvesting.org

Gary Ball: The Epitome of a BI Volunteer

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year or so, I was teaching the more advanced parts at the SSG.

Teaching has been my favorite part of being involved with BetterInvesting.”

Gary has a bachelor’s degree from the University of Washington and a master’s degree from the University of Santa Clara, both in electrical engineering. After five years working in Silicon Valley, he moved back to Seattle and spent the rest of his career working for the Fluke Corporation, in engineering and manufacturing management. In 1994, he became investor relations manager, a position he held until he retired, at age 51. **“Following BI principles helped me become a better investor and allowed me to retire early. Through BI, I learned the importance of holding steady or buying more on market declines.”**

In 2006, Gary and his wife, Judy, moved from Seattle to the Jubilee retirement community in Lacey and there he started a new investment club. It has disbanded but Gary continues to be an individual BI member.

Nowadays, Gary has cut back on his BI involvement at the national level. But he’s still an active and vital member of the Puget Sound Chapter’s Board of Directors, helping organize the IEC every year, teaching classes and making club visits. Gary has been crucial in the chapter’s efforts to reach out to non-BI members, teaching classes in beginning investing and retirement planning.

Gary and Judy are active boaters, owning a sailboat for many years and then switching to a power boat. They spend most summers boating in northern British Columbia, and they have gone as far as Glacier Bay, Alaska. Gary also teaches boating classes and is a ham radio enthusiast. **“But, as I have always said, investing was my best hobby because it always paid for all the other hobbies.”**

Why has Gary spent thousands of hours volunteering with BetterInvesting? **“BI is geared to the individual investor who wants to create a better life for themselves and their family. The SSG brings a methodology and strategy to stock market investing that is easy and logical. Over the years, investing has been good to me and my family. I have always felt that it is important to help teach others the benefit of investing so that they can reap the same benefits in their lives.”**

Gary has also been a great mentor and adviser to other volunteers in the Puget Sound Chapter, coaching in an encouraging and supportive way. Beyond his teaching and leadership roles, Gary is a doer and rarely says no. Ask him to write an article for a newsletter, Gary does it. Ask him to participate on a committee, Gary does it. Ask him to help set up or tear down tables and chairs, Gary does it.

Says chapter President Carol Theine: **“Gary is the epitome of what it means to be a volunteer and team player. He has contributed so much to our organization from the smallest details to driving the strategic future of the organization.”**

Club Anniversaries

Years	Club Name	City	Years	Club Name	City
50	GOLDEN YEARS INVESTMENT CLUB	BELLEVUE	25	RAINY DAY INVESTORS	FIFE
45	B & B INVESTMENTS	EVERETT	25	LAKESHORE LADIES INV CLUB	MARYSVILLE
35	NORTH END WOMEN IN STOCK	TACOMA	25	CLASS EIGHT INVESTMENT CLUB	SHORELINE
35	FI-TECH INVESTMENT CLUB	SEATTLE	25	WISE	BURIEN
30	WOMEN EARNING & LEARNING	SEATTLE	25	DOW BUSTERS	ISSAQUAH
30	PUYALLUP EXPERIMENTAL	PUYALLUP	25	PROFIT PROPHETS	KENT
30	CMI-CRITICAL MASS INVESTMENTS	KIRKLAND	25	PSP INVESTMENT CLUB	CLYDE HILL
25	WOMEN IN NEW GROWTH STOCKS	BELLINGHAM	20	PROGRESSIVE INVESTMENT GROUP	ELLENSBURG
25	FIRE INVESTMENT CLUB	BREMERTON	20	MSM PROJECT	ISSAQUAH
25	BEAR BONES INVESTMENT CLUB	ALLYN	20	FORWARD INVESTMENTS	TACOMA
25	WOMEN INVESTORS:TEAM SEATTLE	SEATTLE	20	SHARE IN THE PROFITS (SIPS)	PUYALLUP
25	EVERGREEN INVESTMENT CLUB	MAPLE VALLEY	10	FRIDAY DEPOSITORS INVESTMENT CLUB, LLC	FRIDAY HARBOR

Free Online Portfolio Management Class: Sept. 28, Oct. 1 and Oct. 5

One of the goals of most BetterInvesting members and clubs is to earn a 5-year annualized return of 15% or better. That doesn't mean that every stock will earn 15% – some will earn more, some less. That's where **portfolio management** comes in – learning when to sell stocks that are dragging your portfolio down and add stocks that will make your portfolio better.



This fall, BI instructor Mike Torbenson will continue his core Stock Selection Guide (SSG) series with three classes on portfolio management.

When you register for the class series, you will be given access to a comprehensive guide to the SSG in PDF format. The guide is divided into short

chapters, and you will be asked to read one or two chapters before each class. You will also have a chance to practice what you have learned in each class.

Whether you're new to the BetterInvesting methodology or you'd just like a refresher on this important topic, these classes are for you. And what better time to take advantage of our online classes than now, when many of us are still staying home!

Here's the lineup:

Monday, September 28: Overview and Diversification
Thursday, October 1: Quality and Valuation
Monday, October 5: Performance & Buy/Sell Decisions
All classes will run from 6:30 to 8 p.m., Pacific time.

Register here: <https://attendee.gotowebinar.com/register/2360166989033705740>

Online IEC to Be Held Nov. 10 and 17; Check Out the Class Offerings

Due to the COVID-19 pandemic, our annual Investors Education Conference will be held online. These four topics were selected by our members from the 16 classes originally planned for the conference.

Tuesday, November 10, 7 p.m.

Doug's 20-Point Stock Checklist

Most of the task of researching and analyzing a stock can be accomplished using the Stock Selection Guide, but smart investors will consider some additional items. This class will give your club the talking points to deepen your understanding of a company's fundamentals before you make a buy. Instructor: Doug Gerlach

Tuesday, November 10, 8 p.m.

Analyzing the Annual Report the Easy Way

If you find the information in a company's annual report daunting, this class is for you. Only minutes are required for the entire analysis. First—what to read, what's important, what's not. Second—how to analyze all those numbers. A computerized tool (spreadsheet), available at no cost, quickly guides you to useful conclusions. Instructor: Bob Adams

Tuesday, November 17, 7 p.m.

Reducing Investment Risks

Any investment, be it a high-flyer stock, an FDIC-insured CD or gold coin, is inherently risky one way or another. Investment risks cannot be eliminated, but they can be managed to improve the odds of financial success and mental peace. This class covers how to think about various forms of investment risks in terms of specific financial goals for different stages of life. It describes a few strategies and tradeoffs to prepare for investment uncertainties. Instructor: Sanjib Saha

Tuesday, November 17, 8 p.m.

Estimating Future P/E Ratios on the SSG

This class discusses interpreting historical P/E values, projecting future P/Es and determining reasonable future high average and low average P/Es. We will also discuss factors that affect the P/E ratio such as interest rates, company growth rates and investor sentiment. By the end of this class you will be able to estimate and justify average high and low P/Es. Instructor: Gary Ball

Register here: <https://attendee.gotowebinar.com/register/5831580284938123019>



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Kitsap Investor Discussion Group

The Kitsap Investor Discussion Group has moved its monthly meetings to Tuesdays, 10:30 a.m to noon. Fall 2020 meetings will be held online. This is a good chance for those who do not live in the Kitsap area to check out this great group. Contact Al Valencia for registration info: coach_al@hotmail.com

September 15 – Successful Steps to Investing

A basic blueprint to start with for gaining the knowledge of stock study.

October 13– Intrinsic Value

How can I find this Buffetesque quality and apply it to a stock study?

November 10 – What Have We Learned About Investing? Let's take a test and score ourselves by discussing the answers with our shared investing knowledge.

Struggling with Online Meetings? Check Out the Model Club

Is your club still trying to get used to online meetings? The Puget Sound Chapter Model Stock Investment Club has been meeting online for years and has found it works well. Visit one of our meetings and check us out!

The Model Club is an operating stock investment club, open to BI members and the public as an educational opportunity. We welcome guests to observe meeting operations, stock studies and investment decisions. Membership is open to investors of all levels located in the state of Washington.

Most meetings are online and are usually held on the third Monday of the month, from 7 to 8:30 p.m. Advance registration required. For links to online meetings: betterinvesting.org/puget