

NEWSLETTER

FINANCIAL PLAN

INSIDE THIS ISSUE

- **Feature: 60-Year Milestone**
- **Teachable Moment: First Cut**
- **Must Attend Events**
- **Terms To Grow By**
- **Celebrating Milestones**



Ana McBayne,
MD Chapter President

Have You Checked Your Social Security Statement Lately?

The Social Security Administration (SSA) provides personalized Social Security Statements to help Americans age 18 and older better understand the benefits that Social Security offers. Your Statement contains a detailed record of your earnings and estimates of retirement, disability, and survivor benefits — information that can help you plan for your financial future.

Because estimates change over time, check your Social Security Statement annually to stay on top of future benefits you and your family members might receive.

Maryland Chapter 2025 Calendar @ A Glance

APRIL

12TH - SSG IN-PERSON CLASS @ PRINCE FREDERICK

MAY

3RD - MD CHAPTER TOTAL WINE MIXER

17TH - TOP 100/200 STOCKS

AUGUST

9TH - PATHWAYS TO WEALTH WITH KEYNOTE SPEAKER

30TH - STOCK PICKERS CONTEST ENDS

SEPTEMBER

20TH - GENERAL ANNUAL MEETING / NEW OFFICER ELECTIONS

OCTOBER

FALL - SSG IN-PERSON CLASS @ COLLEGE OF SOUTHERN MD

DECEMBER

MD CHAPTER GAME DAY / HOLIDAY GATHERING

ALL
INDIVIDUALS
& CLUB MEMBERS
ARE WELCOME
TO ALL EVENTS!
SAVE THE DATES
NOW!

"The Evolution of the Market Magnates Investment Club: A Legacy in the Making"

Market Magnates Investment Club

Historical Overview

As of February 21, 2025

60

YEAR
MILESTONE



Founding and Early Years

The Market Magnates Investment Club was founded in 1964, conceived by Bob Sanford, one of the founding partners, who also contributed to the naming of the club. The original group consisted of 14 founding partners, primarily young engineers and managers. Thirteen of these partners were from Aircraft Armaments, Inc. (later AAI and now a division of Textron), while one partner had a background in computer science. Most members were only a few years out of college at the time. Meetings were held monthly at each partner's residence on a rotating basis, with an initial monthly contribution set at \$10. Roberts' Rules of Order were rigorously followed in the early years, often leading to lively debates. Over time, the club has relaxed its strict adherence to these rules.

Club Activities and Culture

Since its inception, a Stock Contest has been held annually. This contest begins at the start of each year with a modest contribution from each partner. The goal is to achieve the highest return by the end of the year, with 1st, 2nd, and 3rd place prizes awarded at the December meeting. In the early days, each partner's name was written on 15 ping pong balls, and a blind draw divided them into teams of three. The groups worked collaboratively to conduct stock analyses, which were peer-reviewed to enhance the learning process for everyone involved.

Membership and Transitions

In 1966, several founding partners resigned, primarily due to career changes. These openings were quickly filled by colleagues from AAI and outside contacts. Over the years, the club has continued to evolve, with a current goal of maintaining a membership of around 10 partners.

Notable Membership Highlights

Among the current members, Bob Schuette holds the distinction of the longest continuous tenure. Bob began his career at AAI as a co-op student in 1955 and retired from the company in 1994. Bruce Jezek joined the club in 1967 and holds the second-longest tenure. Bob Sanford, after resigning in 1969 to join Merrill Lynch, now attends meetings as an expert observer, referred to as "Partner Emeritus". Charlie Gonnermann, who resigned in 1967, rejoined the club in 2002.

Modern Era

In recent years, the club's monthly meetings have been held at a centrally located retirement community. Partners who are unable to attend in person can participate via teleconference. While the original membership was made up entirely of engineers, the club diversified in 2010 and 2012 with the addition of Jim Kirschner and Mark Thernes, both of whom come from financial and banking backgrounds. Their expertise provides a valuable perspective on stock analysis and investing—and, as the club humorously notes, they are well-versed in understanding financial reports!

How to Create a First Cut Stock Report

A First Cut Stock Report is a preliminary analysis of a stock based on the guidelines set by BetterInvesting (BI). Created by members for members, it supports the community in quickly assessing whether a company merits further study using BI's investing philosophy.

PURPOSE:

The goal of a First Cut Stock Report is to provide a concise yet structured evaluation of a company's financial strength, growth potential, and valuation. It aligns with BetterInvesting's philosophy of investing in high-quality, growth-oriented companies at reasonable prices.

Creating this report:

- Helps focus and document your stock analysis.
- Serves as a personal reference when monitoring or purchasing the stock.
- Allows for the addition of an exit strategy for ongoing evaluation.
- Contributes to the BI community and earns credit for your local chapter (if applicable).

Step 1: Gather Company Data

Before starting the report:

- Complete a Stock Selection Guide (SSG) to confirm the company qualifies as a quality investment.
- Use reliable data sources such as the company's 10-K and 10-Q (via the SEC's EDGAR database), Value Line, Morningstar, or Yahoo Finance.

Step 2: Enter Basic Information

Include the following in your report:

- Company Name and Ticker Symbol
- Date of Study and Current Stock Price
- Author's Name and Email (with consent to publish)
- Author's City and State
- Chapter Name (if applicable)

Step 3: Company Growth Evaluation

Overview:

Explain why this company qualifies as a high-quality growth stock and a candidate for a watch list or purchase. You may also include:

- An exit strategy
- Key factors to monitor

How to Create a First Cut Stock Report

(Cont.)

Business Summary:

Briefly describe how the company makes money in your own words. Avoid technical jargon or clearly define any necessary terms. Use insights from the SSG, Value Line, Morningstar, etc.

Key Metrics (from the SSG)

For each item below, enter the projected value and a brief justification based on your analysis:

- Sales Growth Rate – E.g., "Used historical rate due to consistent growth over the past 5 years."
- EPS Growth Rate – E.g., "Used sales growth as a conservative estimate since EPS grew faster."
- High P/E Ratio – E.g., "Used 5-year average high to stay conservative."
- Low P/E Ratio – E.g., "Used average low P/E."
- Low Price Estimate – E.g., "Based on dividend-supported level as a likely floor."

Also include:

- Buy/Hold/Sell at current price
- Upside/Downside Ratio
- Compound Annual Return (based on High P/E)

Final Recommendation:

Indicate your recommendation—Buy, Hold, or Sell—and provide your reasoning.

Example: "Stock is in the Buy zone. It is a high-quality company with room for earnings growth and P/E expansion."

Step 4: Review and Refine

Before submitting:

- Double-check your projections and calculations.
- Ensure your final recommendation matches your analysis.

FINAL THOUGHTS

A First Cut Stock Report is an essential tool in the BetterInvesting approach. It helps investors efficiently filter and evaluate stocks before conducting a full SSG analysis. By following this structured process, you can make more informed, confident investment decisions.

Refer to the First Cut Stock Study Template for details on:

- File naming conventions
- Creating a PDF version of your SSG
- Uploading your completed report

Published First Cut Stock Reports:

Download the First Cut Stock Report Template and Submit Your Report Using the Links Below...

- [First Cut Stock Report Template](#)
- [Publish First Cut Stock Report](#)



Analysis of the BetterInvesting™ Top 100 (and the Second 100)

**Presented Online by
Roger Cronshey, Director MD Chapter**

**Saturday, May 17, 2025
11:00 AM – 12:30 PM EST
GoToWebinar**






Curious how BetterInvesting (BI) clubs are applying BI principles—and whether their portfolios are actually meeting their goals?

You're not alone. During many Investment Clubs (IC) portfolio reviews, we often discover that clubs' goals can't be achieved due to poor portfolio construction.

Why spend hours combing through the April 2025 BetterInvesting™ magazine when you can join us for a clear and insightful analysis by longtime BI member and presenter Roger?

Now in its 10th year, this popular virtual event will dive into what ICs across the country are really holding—and how well those holdings align with BI guidelines.

Key highlights include:

-  Sales & EPS growth rates vs. BI-recommended targets (by company size)
-  Club portfolio alignment with BI principles of growth & size diversification
-  Sector breakdown by company size and Debt-to-Capital ratios
-  Future 5-year return expectations
-  Comparisons with previous years' trends

Note: No individual stock analysis will be included.

**Don't miss this eye-opening look into what BI clubs are really doing
— versus what they should be doing.**

Maryland Chapter of
BetterInvesting hosts

WINE

Bites & Insights

Come network with members of the Maryland Board and like-minded Investors while gathering valuable insights for your investment Journey!

\$24
per person



MAY 3, 2025

10:00 AM - 12:00 PM
3335 Corridor Marketplace
Laurel, MD 20707



JOIN US



(301) 617-8507



TOTAL WINE, LAUREL MD

PATHWAYS TO WEALTH

Strategies for Financial Independence

\$35
PER PERSON

SATURDAY | AUGUST 9 2025
10:00 am - 12:00 pm EST

LUNCH PROVIDED FOLLOWING THE PROGRAM

MARITIME CONFERENCE CENTER

692 MARITIME BOULEVARD, LINTHICUM HEIGHTS, MD 21090

KEYNOTE
JACKIE CUMMINGS KOSKI



BOOK GIVE-A-WAY!

BOOK WILL BE AVAILABLE FOR PURCHASE

\$30 **EARLY BIRD SPECIAL**
FIRST 10 REGISTRANTS
TICKET SALES START

APRIL 15, 2025

REGISTER HERE!

Jackie will share her invaluable insights on strategies for achieving financial success, focusing on areas like financial independence, investing, growing your net worth, and building generational wealth. This is a unique opportunity to learn from her inspiring journey and gain practical advice to strengthen your financial legacy. Discover effective strategies to grow wealth, create legacy, and take control of your financial future.

2025 BI Maryland Chapter Stock Pickers Bragging Rights Competition 4th Week Summary

As of **Mar 29**

Participant	Investment	Cash	Total Value	% Gain or Loss	
AICorral	\$38,383.40	\$7,786.95	\$46,170.35	-7.7%	
BEK	\$40,177.00	\$8,596.60	\$48,773.60	-2.5%	
Dr. K	\$48,490.81	\$42.36	\$48,533.17	-2.9%	
Enigma1845	\$45,244.76	\$33.90	\$45,278.66	-9.4%	
InTheBlack	\$41,595.34	\$4,822.43	\$46,417.77	-7.2%	
PI3	\$47,704.24	\$169.14	\$47,873.38	-4.3%	
Win or Lose	\$47,811.55	\$1,222.43	\$49,033.98	-1.9%	<<< Leader

S&P 500 Index **-6.3%**

Contest Winner will be announced @ the Sept. 2025 Maryland Chapter Annual Meeting

WEEK #4 DETAILS: (reference chart above)

- The stock market is still headed in the wrong direction.
- All seven (7) contestants are in the red.
- Four (4) contestants are doing better than the S&P 500.
- Twenty-nine (29) of the fifty (50) stocks in the contest were up in the last two (2) weeks.

FUN IN FINANCE!

Looking forward to more chapter members & investment club participation
in the 2026 Stock Picker Contest!

The 2024 BetterInvesting Maryland Chapter Stock Pickers Contest
The Contest Rules and Entry form will be posted on the Maryland Chapter's web page
in late December.

CONTEST HIGHLIGHTS:

- **NO ENTRY FEE**
- Contest runs for **26 WEEKS...** March 1 to Saturday, August 30, 2025
- Contestants receive '**A MYTHICAL**' **\$50,000** to invest in 5 to 15 stocks.
- 2 Trading days (Week 10 & Week 20) to make changes to their portfolio.
- Open to all MD Chapter members & Investment Clubs

PRIZE STRUCTURE:

- 12 or more entrants - 1st place \$100; 2nd Place \$50; 3rd Place \$25
- 7 to 11 entrants - 1st Place \$25
- Must have at least 7 entrants for the contest to run.

TERMS TO GROW BY...

DOLLAR-COST AVERAGING (DCA):

A strategy where an investor consistently invests a fixed amount of money into a particular stock or asset at regular intervals, regardless of price. This reduces the impact of market volatility by purchasing more shares when prices are low and fewer shares when prices are high. Over time, DCA can lower the average cost per share, minimizing the risk of making poor investment decisions based on short-term market fluctuations. It helps investors avoid trying to time the market, promotes disciplined investing and reduces the emotional stress of market timing.

CAPITAL GAINS:

Capital gains refer to the profit from selling an asset — such as stocks, real estate, bonds or other investments — for a higher price than its original purchase cost. These gains are typically classified as short-term (held for one year or less) or long-term (held for more than one year), with different tax rates applied. Efficiently managing capital gains can significantly enhance returns and minimize taxes, making it a key factor in investment strategy and planning.

COMPOUNDING:

The process where earnings generated from an asset are reinvested to generate additional earnings on that asset over time. For stock investors, these earnings mainly come as dividends from stocks in their portfolio. Reinvesting these earnings into additional shares of the same stock or new dividend-paying stock(s) compounds your return due to the increase in shares paying dividends in the portfolio. When you invest in good quality companies that pay dividends, you benefit from the dividends being reinvested to buy additional shares, as well as the dividend payout growing along with the company.



Introducing a New Era of Camaraderie: Investment Club Connect

Investment Club *Connect*

With Investment Club Connect, it's now easier than ever for clubs to find like-minded members who are interested in joining an investment club.

Investment Club Connect is an exciting program designed to help individuals and investment clubs connect seamlessly. Many individuals have expressed a desire to join existing investment clubs, while clubs have struggled to find new members when someone leaves.

HERE'S HOW IT WORKS...

1. Individual members express their interest in joining a club, and we maintain a confidential list of these individuals, along with clubs open to adding new members.
2. Our custom matching technology considers factors like gender, distance, and other preferences to present individual member information to existing clubs.
3. Clubs can then decide whether they wish to connect with a prospective new member, and if interested they can reach out directly.
4. There's no obligation for either party... think of it as investment club dating!

Best of all, this service is entirely free for BetterInvesting members!

MUST ATTEND MD CHAPTER EVENTS!

3
MAY
2025

MD CHAPTER
TOTAL WINE
MIXER

12
APRIL
2025

IN-PERSON
SSG CLASS
PRINCE FREDRICK, MD

17
may

TOP 100 / 200
STOCKS
VIRTUAL PRESENTATION

AUGUST

ANNUAL PLANNING MEETING
WITH KEYNOTE SPEAKER
JACKIE KOSKI

30
AUGUST

STOCK PICKERS
CONTEST
ENDS!

Volunteering with BetterInvesting - Maryland Chapter
Learn More by Getting Involved!

They say the best way to learn is by doing—and investing is no exception!

Want to deepen your understanding of the Stock Selection Guide, Portfolio
Evaluation Review Technique, or Local & National Events?

You won't master them by simply reading forms at home.

Get out! Get involved! and learn alongside experienced investors in our
programs and classes.

A little of your time can lead to tremendous benefits!

Maryland Chapter Board of Directors Meetings

When: 3rd Thursday of the month | 7:00 – 9:00 PM

Where: GoToMeeting (Virtual).

BetterInvesting members are welcome to join the
Chapter Directors in this valuable learning experience.



Congrats!

5-YEAR INCREMENTAL

MILESTONE

The Maryland Chapter proudly recognizes clubs celebrating milestone anniversaries in five-year increments. Reaching these milestones is a significant achievement and deserves both recognition and congratulations.

1906 Investment Club (25)

Baltimore Blues (30)

Capital Appreciation Investment Club (60)

Carolina Investment Club of Maryland (25)

CDC Investment Group (5)

Legacy Investment Club LLC (5)

Shiloh Investment Club #2 (50)

Women Moving Money (25)

Diversified Divas Investment Club (20)

First Investment Club (30)

Generational Wealth Investment Club (5)

Inheritors Investment Club (20)

Investing Ladies' League-Issue (30)

Pearl Investors III (20)

Tropix N'Vestors (25)