



Chapter Newsletter

Fall Issue

Make a Plan, not a Resolution

How are you managing your 2022 resolutions? What is your success in keeping them? What is your ratio? Did you keep all, a few, maybe one out of all the resolutions you made for 2022?

My messages to you this year have been about cutting your resolutions to manageable size. My first message encouraged you to think about your motivations. What is the true reason for making the resolution? Is it the popular thing to do or is it defined by society or external motivators? Maybe its for internal motivators; because it allows you to improve you and your family to an improved mental, emotional or physical position?

My second message addressed your picking bite size goals that are achievable. Avoid pie-in-the-sky wishes and focus instead on goals that are doable and easily measurable. If you set giant, non-specific, unattainable goals and fail, are you going to ever try again? Resolving to save money, might be too vague.

The third message in this series is about making plans, not resolutions. As the year comes to an end, hopefully it will prepare you for making resolutions in 2023. Having goals is great, but how will you achieve them? If you want to make more money, what are the steps you need to take to do that, and how much extra income would you need to hit your goal? If you're employed, is overtime a possibility or are you aiming at a promotion? Do you need to go back to school to learn a new skill set? The more you dissect your goals, the easier it is to break it into actionable steps.

And you'll be more likely to follow through with your goals if these steps are detailed. Often when you come up with a plan, you anticipate what the obstacles are going to be. When people change sustainably, its because they anticipated where they'll fail, and they've come up with some kind of recovery plan in advance.

Join me at our next issue where, hopefully, I will share with you on how to shorten your goal lists and cut yourself some slack if you don't meet all your goals.

Highlights From 8th Annual Investor Fair

In August 2022, there were over 70 people who attended our 8th Annual Investor Fair at the Morrow Center. There were 6 National speakers teaching over 15 classes on all levels from beginner to advanced. 63% of the attendees stated that the Investor Fair exceeded their expectations. **Save the Date for 2023—August 20, 2023.**



Did You Know?

The following Georgia Directors won National Awards



Congratulations!

Howard Johnson—2021 George Nicholson Award

Kyra Slack –2022 Kenfield—Burriss Award

Larry Reno—2020 Gretchen Hurt

Jim Vandersall—2021 Dick Dwyer Award

Clair Redmond—2020 Thomas O'Hara Award

Be Careful of their Claimed Returns

I have been dubious of returns from newsletters---some that go back 30 years or more. The most notable tracker of returns is Mark Hulbert's "The Hulbert Financial Digest". Some of the newsletters followed track mutual funds, others recommend stocks. Even BetterInvesting's "Investor Advisory Service" is tracked in the digest.

I tried to get a handle on the methodology used by Hulbert. It is not too transparent as to how returns are determined. Hulbert does state that he does not calculate after-tax returns on the stocks/funds he tracks nor does he estimate the portfolio turnover rate of the newsletters he follows.

A very high portfolio turnover rate would have very high tax consequences which can eat at the returns on any portfolio. Hulbert's methodology does not indicate how securities that leave a newsletter is treated. Does he consider losses from securities the newsletter author jettisons from his portfolio?

Taxes can be a very high cost to a portfolio when a stock/fund is dropped. For example, a federal capital gains tax rate of 20% plus a state rate of 6%, as occurs in Georgia, results in a 26% ding to any gains in that security. If the newsletter has a loss, that is also a drag on returns. Even the returns we can get from our Club Accounting report of Portfolio Performance would have to be less than what is calculated. An example of two stocks that Hulbert follows is in the following table:

News Letter	5 Yr. Return	10 Yr. Return	15 Yr. Return	20 Yr. Return
Investors' Ad- visory Service	13.9%	13.8%	11.97%	13.1%
Investment Reporter— higher risk stocks	27.9%	26.95%	22.19%	16.9%
Benchmark— Wilshire 5000	11.48%	10.72%	9.75%	8.16%

Be Careful of their Claimed Returns (CONTINUED)

20 Year Risk Rating:	
Investment Advisory Service	4.96
Investment Reporter—higher risk stocks	10.11
Wilshire 5000 Total Stock Market	4.27

The Investment Reporter—high risk stock, a Canadian small cap newsletter that invests in, apparently, very small stocks. According to Hulbert it has more than doubled the return of the benchmark index Wilshire 5000. The Investment Advisory Service was about 5% greater than the index over 20 years. To achieve this extraordinary return over 20 years the Investment reporter had to take on 236% more risk while the Investment Advisory service took on 16% more risk than the index.

I don't know if any real money was put into the Investment Reporter, but it must have been a rocky ride. I would also bet that the editor of this newsletter was in and out of many stocks over the 20 years. If taxes were taken into account his return would not be so glamorous.

Clair Redmond



Macon Money Makers— Celebrating 40 Years



Pictured: Pat Carson, Barbara Lathrop, Glenna Meyer, Carolyn Rainey, Pat Boyd (Charter Member), Lisa Winters, Lois Johnson (Presiding Partner), Lynn Waldron, Heather Senn, Lyn Hicks.

Not pictured: Maxine Batcha, Renee Cole, Glenda Earwood, Candace Fry, Elizabeth Hardin (Financial Partner), Lee Laughter, Alisa Rehberg, Pat Schaible (Charter Member), Chris Teel Mayo (Charter Member), Sandra Thompson, Heather Waldron, Lucille Williams.

We would love to visit your club. Let a director be a support to your investment club. Email contact@betterinvesting.georgia.net

Schedule a Club Visit

As Directors, one of our many responsibilities is to partner with investments clubs and individuals to make them as successful as possible. We are able to visit clubs in person or virtually. We can train on BI tools, provide portfolio analysis and even provide treasurer assistance. We currently have approximately 1000 active members, including 125 BI clubs plus approximately 225 individual investors. In our efforts to reach out to our members, our role is to make sure you have a positive BI experience and to offer any training or educational program you feel you need. Another part of our support is to celebrate club anniversaries. We typically recognize clubs at various milestones.

To schedule your club visit, email contact@georgia.betterinvesting.net



ACME ARTICLE

ACME currently has 13 active members overseeing 13 stocks in our current portfolio. We are averaging around 4 to 5 guests per meeting but welcome anyone interested in attending our meetings. Since the onset of the COVID pandemic, we have been meeting online via the new and improved GoToMeeting. This process has worked out very well as everyone uses their own computer screens to view all documentation including Stock Study Guide's (SSG's) and Power Point presentations.

All guests are provided the GoToMeeting log-in information so that they can participate in the monthly ACME Club meetings. Our stock portfolio is housed at Fidelity which offers so many wonderful tools for our members to use to analyze the stock that they are following and reporting on each month. We continue to purchase new stocks and add to existing stock purchases to boost our stock portfolio performance after analyzing our investments.

The ACME Investment Club portfolio is currently performing at 9.4% versus the Vanguard Total Stock Market Index of 9.5% for the same period of September 11, 2022. Our goal is to try and reach a 15% overall return. We continue to welcome all guests to our monthly meetings and have plenty of room to vote in new members. Please reach out to request an invite to attend one of our virtual monthly meetings to learn more about how you can learn how to invest the BetterInvesting way to secure your financial future. Again, all meetings are held online via GoToMeeting the second Saturday of each month from 12-2 PM at the following link: <https://global.gotomeeting.com/join/594493789>.

Zuwena Johnson, President of ACME Model Investment Club



Calling all Georgia Chapter clubs and individual members!

The Georgia Chapter is pleased to announce the kickoff of the 1st annual Georgia Chapter First Cut Contest!

Are you familiar with the First Cut Stock Report? Every week critically reviewed stock studies are submitted by fellow members and are available on the First Cut Stock Report webpage. If you're looking for quality companies to potentially add to your portfolio and would like insight to how other BI members go about assessing and analyzing a company, then check out the First Cuts.

Now, the Georgia Chapter has launched the Chapter-wide First Cut Contest. Submit your First Cut stock reports to the Georgia Chapter and earn a chance for prizes! To Participate:

1. Download the First Cut Stock Report from the Georgia Chapter webpage.
2. Complete the report on the company of your choice.
3. Submit your report to education@georgia.betterinvesting.net
4. All First Cut reports that are accepted into the First Cut library will be counted towards the Contest.
5. First Cut reports must be submitted before November 30, 2022, to be counted in the Contest.

Prizes: • 1st, 2nd, & 3rd Place Gift Certificates in the amounts of \$25, \$15, & \$10 respectively, to the Individuals or Clubs who have the most First Cut Reports accepted into the First Cut Library • Entry into the Contest Drawing for all accepted First Cuts – Winner receives Free Admission to the GA Chapter Investor Education Fair • Special Recognition of all Participants

Not sure how to complete a First Cut report? Don't worry, the Georgia Chapter has you covered! Check out the recordings of our First Cut Workshops, by Georgia Regional Director, Bob Houle and Georgia Director, Debra Johnson.

* All First Cut submissions must be accepted into the First Cut Library to be counted in the Contest. Gift Certificates will be awarded to the individual or club based on the number of accepted First Cut reports. * Only 1 member per club will be eligible to win a prize. Still have questions? Email us at education@georgia.betterinvesting.net org





Upcoming Events

Check our website for the most up to date events

[Mentoring - Every 2nd Thursday of the month @7pm](#)

Model Club Meetings:

[ACME—Every 2nd Saturday @ 12 noon](#)

[CGMIC—Every 3rd Saturday @ 12 noon](#)

[Town Hall Meeting— Thursday, October 28 @ 7pm](#)



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