

## SPECIAL ISSUE HONORING “PHIL” KEATING

Fall 2022

Newsletter

Volume 35, Issue 2

### *The President's Message*

“Thirty-five years ago, with a vision and a dream, the Southeast Florida Chapter of BetterInvesting (BI) was chartered. **Phil Keating** was the dreamer that made it happen.

If you were to spend any length of time with Phil, you would soon realize that despite his depth and breadth of knowledge regarding investing and world history, he actually cares more about people than he does money. This is a rare trait to find in people that spend their entire professional career managing other people's money. This is what makes Phil unique. This is why Phil is a star.

Thirty-five years ago, is actually before my time. Literally before I was born. But just like a newborn's memory, whenever I think back to my beginning with BetterInvesting 25 years ago, I think of Phil Keating...and a few other young men...Ellis Traub, David Traub and Doug Gerlach. These gentlemen taught me everything I needed to know about investing at an early age and over the long-haul.

The South Florida Chapter (formerly known as Southeast Florida Chapter) has always been the home of some of the most pivotal BetterInvesting Members and Volunteers throughout the history of the organization. I feel honored to have joined BetterInvesting during such a stellar period, during the turn of the century and the dawn of the personal computer. Yes, I was around during the paper and colored pencil era. Yes, I was involved during the computerization of the SSG (Stock Selection Guide). The stars must have been aligned to bring me such good fortune to have Phil Keating as my teacher, Ellis and David Traub as my tutors and Doug Gerlach as a friend. I was birthed by my parents but raised by the community of BetterInvesting and especially mentored by The Illustrious Phil Keating. Phil and others provided the stardust that created this

shooting star and I am ever so grateful that it was written in the stars for me to cross their paths. I am the better for it because of them, because of Phil. Thank you, Phil for all that you've done, gave, shared and sowed in the lives of others. We have all benefited because of you.

So, here is a salute to the 35<sup>th</sup> Anniversary of the South Florida Chapter of BetterInvesting and a Special Salute to the Founder and Chairman Emeritus of our local Chapter.”

**Ionnie McNeill**, President and Director, BI South Florida Chapter and NAIC/BetterInvesting Director



“There’s a reason Phil Keating was recently awarded the organization’s Kenneth S. Janke Lifetime Achievement Award. Well, actually, there’s not one reason; the reasons are too many to count! *Phil has truly helped to further our investment education mission. Listing all of his numerous contributions to the BetterInvesting mission of educating individual investors and investment clubs to become successful lifelong investors would take more than the short space I have been allotted.*

*His teaching, advising and mentoring efforts have meant so much, to so many. In addition, he has served the organization in a myriad of different ways from his leadership within the former Computer Group to his tenure on the NAIC Board of Directors. Phil continues his service currently as an integral member of the Editorial Advisory and Securities Review Committee.*

*Thanks for allowing me to join the celebration of the dedication of this issue to one of the founding directors of the South Florida Chapter, Phil Keating. I am honored to know him.”*

*Cheers to Phil!*

**Ken Zendel**, CEO, NAIC/BetterInvesting



The South Florida Chapter Newsletter is an online and print publication created to serve BetterInvesting members and those seeking investor information. The newsletter is published in August (Fall Issue) and January (Winter/Spring Issue). BetterInvesting (BI) is a nonprofit organization celebrating 70 years of educating investors. Visit the website: <https://www.betterinvesting.org/chapters/south-florida> Send inquiries to: <https://www.betterinvesting.org/chapters/south-florida/contacts>

Ionnie McNeill, President and BI National Board Director  
Barbara B. Cobb, Director and Editor

**Share your club or individual investor news for consideration in a future publication**

*“Upon joining BetterInvesting as CEO back in 2009, many board members and Directors of the Volunteer Advisory Board encouraged me to get to know Phil. In fact, I heard his name so much, I made it a point to meet him whenever I was at a BI event. He was the individual who could help me better understand the organization, and more importantly, what was needed to help fulfill our investment education mission.*

*That’s because it’s his life’s work. Over the years, he helped thousands of people truly understand how to build personal wealth through stock ownership by sharing his expertise by way of his popular local and national BI programs, participating on the BetterInvesting Magazine Securities Review Committee, and as past President and Program Chair for the South Florida Society of CFAs. His educational endeavors continue to help both individuals and professionals better manage money, whether their own or their clients. BetterInvesting Volunteers recently acknowledged his contributions to the BI Community by awarding him the Ken Janke Lifetime Achievement Award. A well-deserved honor.*

*I know Phil personally through his past participation on the BetterInvesting Board of Directors. He served on the board for several years and could always be relied upon to provide historical context and reinforcement of our investing principles. His comments were insightful, invaluable, and always aligned with the organization’s investing philosophy.*

It is my sincere pleasure to know Phil. He is a person of integrity; he walks his talk. And, Phil is so willing to impart his financial acumen to help others prosper with stock investing. The BetterInvesting Community is all the richer for Phil’s engagement and support of the organization.”

**Kamie Zaracki**, Retired CEO, NAIC/BetterInvesting



**Phil reminds often, “If it’s too good to be true.....”**

(You know the completion to his statement!)

*"In the 2017 book **"The Wisdom of Finance: How the Humanities Can Illuminate and Improve Finance,"** Harvard professor Mihir Desai writes about the many ways that investigations into literature, history, philosophy, music, movies, and religion can help us better understand investing, risk, and return. It is not enough Desai argues, to simply study financial ratios and business textbooks if we want to truly master the fundamentals of investing.*

*The conclusions of Desai are old news to Phil Keating, though. I know of no one who better embodies the beliefs that attempting to understand the world makes not only for a better portfolio, but for a better life as well. While Phil can easily share insights about what makes companies great or how portfolios must be fed and weeded regularly over time, he is equally adept at discussing the geopolitics of Europe prior to World War II or how a Greek philosopher's observations can still guide life choices today.*

*But Phil's intellectual curiosity would be nothing without his endless empathy and desire to help others increase their knowledge about personal finance and investing. Besides his long relationship with the CFA Society of South Florida, the local branch of the organization that supports the rigorous Chartered Financial Analysts designation that Phil has held since 1991, the list of his volunteer leadership roles with NAIC/BetterInvesting is impressive. Not only was he a founder and first President of the Southeast Florida Chapter of BetterInvesting in 1987 (and continues to serve as an advisor today) Phil founded BetterInvesting's influential annual CompuFest conference in 1991. He was President and Chair of BetterInvesting's Computer Group Advisory Board, and was a member of the BetterInvesting Board of Directors for the maximum term of 12 years, and remains today a member of the Editorial Advisory and Securities Review Committee of BetterInvesting Magazine, the group that selects the "Stock to Study" in each issue. The magazine has published innumerable articles by Phil over the years, as well.*

*Demonstrating his conviction that being a leader is tied inextricably to being a teacher, Phil has shared the depth and breadth of his financial knowledge with educational presentations at countless local and national events. Here, Phil's humanity shines through with the gift of wisdom about BetterInvesting's core principles.*

*For me personally, Phil's unwavering support and mentorship since I became involved with BetterInvesting in 1994 has been invaluable, both professionally and personally. I relish the opportunities to chat with him about Jane Austen, Charles Dickens, or Anthony Trollope, as well as about the history of the markets or the fascinations of behavioral finance. Our conversations drift with ease from classic movies and travel to the laws of market supply and demand.*

*I deeply value the many lessons I have learned from Phil through the years, and my gift to him is my attempt to serve others as he has done, and thus carry forward Phil's legacy to future generations."*

**Doug Gerlach**, President, ICLUBcentral, Inc.



*"I met Phil Keating around 1990 when the Georgia and South Florida Chapters began holding annual joint meetings to coordinate educational and member service programs. At the time, I was the Vice President of Education for the Georgia Chapter and we incorporated many ideas learned from Phil, Ellis Traub and the rest of the South Florida Chapter. One of those ideas, an "Investor College" education series became the premier education program during the 1990s for the Georgia Chapter averaging between 150 and 200 attendees annually.*

*Phil was instrumental in organizing both the Computer Group Board and its national educational event, Compufest. In the 1990s, Compufest set the standard for investment education in the BI community and became the example for BI National Conventions today. I always made sure to attend Phil's popular and well-attended classes at BI national events, including his classic, "Weeding and Feeding Your Portfolio." Phil was always willing to share his passion for investing and for educating individuals to invest better.*

*Today, investing software and Online Tools are the norm, in large part due to Phil's role in bringing computerization of the BI tools and the underlying data from mere possibilities to widely adopted reality."*  
**Cy Lynch**, Longtime BI Educator and NAIC/BetterInvesting Director

*"I joined BetterInvesting in 2006 when I was taught, mentored and encouraged by Phil Keating and Irving Roth. Overtime, I got to know Phil better and was amazed that a man with such a successful career would be willing to volunteer his time to teach everyday people how to plan for their future and amass wealth using the BetterInvesting methodology. Phil and his wife, Gizella, are avid readers and have a thirst for knowledge which they are always willing to share with others. Phil's ability to explain effectively how to invest using BetterInvesting tools and other resources are a direct result from his vast knowledge of finance, history and psychology. He has enriched my life by helping me become a more confident investor, a teacher and volunteer. I want to thank him for helping me grow as a person and teaching me the importance of paying it forward to others."*

**Nick Nikiforos**, Former President, Instructor, and Director, BI South Florida Chapter

## What Makes a Good Portfolio?

Phil shares annually in his *Portfolio Competition Evaluation and Seminar* that a good portfolio includes the following:

- ❖ Purposeful holdings selected to meet goals
- ❖ Good stocks, "best of breed" companies
- ❖ Bought and held at attractive valuations
- ❖ Balanced structure by
  - Size of position
  - Factor exposures (Quality, Growth, Value.....)
- ❖ Diversification by issue, economic sector
- ❖ Monitor and judiciously "weed and feed"





*"I first met Phil Keating in 1997 when he was conducting a seminar on a complicated topic. Although I don't remember the topic, I'll never forget Phil tapping his pocket and telling us that he keeps a list of companies he would buy or sell if their CEO's plane went down! He still keeps that list in his wallet to this day.*

*Phil's memory is amazing. He has knowledge of a broad range of topics and history, and he recalls little personal details as well, with ease and grace.*

*Through the years, I have watched Phil encourage members of the BI community to become Board Members and then guide the Board Members to excel. South Florida BI Chapter is privileged to have Phil's knowledge, experience and willingness to share. He is a true leader and a great coach. He not only shows the way, but also walks the way with the team that he helped create. Thank you, Mr. Keating!"*

**Joni Hansen**, Director Emeritus, BI South Florida Chapter

*"I owe more to my friend and mentor, Phil Keating, than anyone else I can think of—and for so many reasons.*

*As he did for so many others, he volunteered most of his free time to teach the simple methodology that enabled me to be a successful investor.*

*From him, I also learned a lot about leadership and the other qualities that are required to meet the challenges one faces in building and running an organization.*

*He also helped me develop software products to implement that methodology and, later, inspired me to write a book and ultimately to start a company that I sold and retired from.*

*Because of Phil, I have enough money to allow me and to live comfortably for the rest of my life.*

*And today, at 92 years of age, I am proud to have joined the ranks of SCORE (Service Corps of Retired Executives)—all of whom are successful businessmen who, now retired, volunteer their free time to help thousands of aspiring entrepreneurs enjoy the same success they did. Although they may never know it, the clients I mentor also have Phil Keating to thank for their success."*

**Ellis Traub**, Author of Take Stock, Entrepreneur, Developer of Toolkit Software, and former BI South Florida Chapter Director

*“Phil has left an indelible mark on the South Florida Chapter of the CFA organization over the past 30 years. Phil initially became involved as a director with CFA Society South Florida’s predecessor organization in 1990. After receiving his charter in 1991, Phil served as a director (1990-1994), vice president of programs (1991-1992), and President (1992-1993). Later, he served eight two-year terms as director of the CFA Society of South Florida (2004-2020), including two terms as President (2006-2008). Importantly, Phil stayed committed to honing his craft and received recognition of 25 years of Professional Development (continuing education) in 2016.*

*Phil’s passion for learning left its mark as he pushed the society toward educational events that featured guest speakers discussing their expertise. As a result, the chapter has hosted investing luminaries such as Jeremy Siegel and Doug Kass. Phil also loved mentoring, serving as a critical resource and sounding board for Society leaders, including past presidents Ursula Auger and Jim Murphy. Meanwhile, one of Phil’s greatest joys was the introduction and honoring of new local charter holders each year. Phil believed curating local talent was critical in the Society’s mission.*

*Phil also worked very hard to further the Society’s reach. He worked with CFA Institute’s leadership to get the Society recognized nationally as a model for other Societies to emulate. For his tireless efforts, the board awarded Phil the Ferris Award in 2021, which was created to recognize exemplary members of the Society and local community. Furthermore, the Society renamed the Volunteer of the Year award to the Keating Volunteer award to honor Phil for his commendable service. These honors reflect how the CFA Society of South Florida has been forever changed by Phil’s efforts.”*

**Ursula Auger, CFA, CFP** – Executive Director, CFA (Chartered Financial Analyst) Society of Florida

*“Phil, Thank you for 30 plus years of dedication to the South Florida chapter and the BetterInvesting philosophy.”*

**Adrian Lewis**, Director, BI South Florida Chapter

*“Becoming a better investor can change your life. It did for me with much gratitude to Phil Keating. Phil taught me through his presentations and conversations to use the BetterInvesting proven plan, to be persistence in my quest for growth stocks through my research, and to not let my emotions get in the way of my investing decisions. I am grateful for Phil’s ‘stardust’ sprinkled on me in his encouragements as the founder of the South Florida Chapter, in his presentations, and the many invitations to his CFA events.”*

**Barbara B. Cobb**, Former President and Director, BI South Florida Chapter



*“Phil Keating, CFA, founder and Chairman of the South Florida Chapter, has provided 35 plus years of service, direction, and commitment to providing financial education to Chapter members and the BetterInvesting community.*

*Phil’s voracious love for reading, combined with a photogenic memory, results in a wealth of information and knowledge which Phil readily shares with those willing to listen and wanting to learn.*

*Phil contributes each year, his financial knowledge and abilities in conducting a Chapter Club Portfolio contest and review seminar where he analyzes the club portfolios and provides feedback. He helps clubs and members learn what it takes to build a successful portfolio using BetterInvesting Principals.*

*From when the Chapter was founded, Phil has been responsible for producing an Annual Education Event. His ability to obtain sponsors, exhibitors, and speakers has made this event both a financial and educational success.*

*As a Past President and Program Director for the South Florida Chartered Financial Analyst Society, Phil would invite Board and chapter members to attend CFA monthly meetings, giving BI members an opportunity to hear and meet outstanding corporate and national individuals.*

*I feel privileged to have the opportunity to learn from Phil, as well as to enjoy the friendship of he and his wife, Gizella. “*

**Tony Aquillino**, Former President and Director, Volunteer, BI South Florida Chapter



*“Phil Keating is an excellent Financial Advisor and all around ‘great person.’ Thank you, thank you.”*

**Al Arnold**, Director, BI South Florida Chapter



*"The wisdom of scripture in Proverbs 29:18 describes Phil Keating the best for me, where it states, "Where there is no vision the people perish." Phil Keating's vision of what is possible in the area of investment education and financial empowerment has made a profound and positive impact on our lives as the McNeill Family. This impact is having a ripple effect. This ripple in our family is having a positive effect on the lives of thousands. It started with his vision to start the South Florida Chapter of the National Association of Investment Clubs (NAIC), now known as BetterInvesting.*

*Phil's positive impact on our family began over 20 years ago when he recognized something special in our daughter Lonnie in the area of investment education. Over the years, Phil has continued to encourage, support, and uplift all of us by challenging our thinking, especially Lonnie's thinking. All during her college years, Phil continued to be a sense of encouragement to Lonnie. After Lonnie graduated, he started challenging Lonnie to take local board leadership within the South Florida Chapter. Next, he encouraged Lonnie to run for the local Vice President. Then, he encouraged her to run for President. To continue this level of support Phil nominated Lonnie to replace him as a National Better Investing Board Member. This is just the beginning, as we continue to follow Phil's lead in this national organization of investors.*

*In addition to the founding of the local chapter I would be remiss if I did not mention Phil's leadership and his impact on me when he helped to form COMPUFEST Group within NAIC, which began to help me to better understand how to use computers and technology in learning how to analyze stocks.*

*Words cannot express the gratitude, love, and respect we have for his foresight, wisdom, knowledge, and understanding about people and money. We are thankful and grateful for his spirit of service to every member of our chapter and especially his positive impact on every member in our McNeill family."*

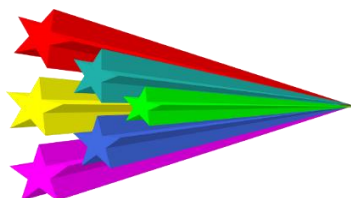
**Ann McNeill**, Director, BI South Florida Chapter

*"Someone once said, "If you love what you do you will never work a day in your life." If that is true, Phil Keating has never worked a day in his life.*

*Phil is a Chartered Financial Analyst. In order to get this internationally recognized designation he had to pass a multi-level exam, get years of experience and provide letters of reference. Only about half of those who start work on a CFA are successful.*

*He clearly loves what he does, has a depth of knowledge in financial matters and enjoys sharing his knowledge with others. Every time I see Phil, he educates me in some way with an anecdote or book recommendation. Thirty-five years ago, that desire to share motivated Phil to be a founder of the Southeast Florida Chapter of BetterInvesting and he has been sharing his knowledge and enthusiasm for investing ever since. THANK YOU Phil!"*

**Grace Moses**, Former President and Director, Volunteer, BI South Florida Chapter





*“As a member of a NAIC Investment Club, Smart Money in the 1990’s, I attended CompuFair in South Florida for the first time where Phil Keating was a keynote speaker. His calmness, slow methodical speaking has made his presentations understandable for me, year after year. Our Club always participated in the annual Portfolio Review (which Phil has headed singlehandedly for decades) - respecting his analysis of our portfolio’s strengths and deficiencies.*

*Phil encouraged me as a new volunteer to join our South Florida Board as Secretary after serving as the Recording Secretary for one year. He very convincingly, with his charming ways, talked me into accepting our Chapter’s Vice Presidency last year. He routinely offers his thanks for my contributions to our Chapter.*

*He always encourages BINC attendance and participation. I attended my first BINC this year where Phil received the 2022 Kenneth S. Janke Lifetime Achievement Service Award!*

*I only recently learned he founded our Chapter in 1987, talk about humility!”*

**Barbara Foor Larson**, Vice President and Director, BI South Florida Chapter

*“Phil Keating influenced my development in the south Florida chapter. I have watched Phil at various meetings and his insights to investing led to me joining BetterInvesting. After joining the chapter I have benefitted both in knowledge and monetary gains. I credit my success to Phil. Thanks Phil. Keep up the good work.”*

**St Clair Alleyne**, Director, BI South Florida Chapter

*“How fortunate we in South Florida are to have Phil Keating as the founder and member of our chapter. He embodies the spirit and purpose of BetterInvesting and is an inspiration to all.*

*Like many, I came to a BetterInvesting class one Saturday wondering what a class on computer-aided stock analysis was about. After the first meeting, I was hooked. I realized that I had approached the market in the wrong way and had no idea what I was doing other than what looked good, was popular, and the price of the stock on any day, up or down. I had no idea why or even thought about looking at things other than trends and prices.*

*Phil was one of the speakers that day and I was quickly sitting on the edge of my seat to hear his thoughts and analyses. He brought up so many things I had never thought of. It’s been seven years since that first meeting, and I am happy to say I am doing very well financially and am very grateful to BetterInvesting and people like Phil Keating who volunteer their time and expertise.”*

**Theresa “Terri” Hayes**, Associate Director, BI South Florida Chapter

## CONGRATULATIONS!!!



Ann McNeill, a South Florida Chapter Director for many years, was recognized at the 2022 BetterInvesting National Convention (BINC) and honored as the 2022 George Nicholson, Jr. Distinguished Service Award. “The award is named for George A. Nicholson Jr., the founder of BetterInvesting and creator of its principles and the Stock Selection Guide, is presented by the BetterInvesting Board of Directors. The award recognizes individuals, both inside and outside the BetterInvesting community, who further the mission of BetterInvesting: to provide investment information and education that enables individuals to become successful lifetime investors through ownership of equities.”

Ann is most deserving of this recognition for her more than 25 years dedicated as a BI member and more than 20 years as a South Florida Chapter volunteer; her unrelenting efforts supporting the mission of BetterInvesting and her passion in sharing the dream of financial success using the BetterInvesting philosophy to all, from youth to retirees. Ann will share the BI path to financial success to all who will listen, including college students at Florida Memorial University, her alma mater. She has raised funds to charter buses of teens to BINC or the Orlando MoneyShow, and served as an advisor at the Summer Stock Market Game. Ann’s most recent outreach to the BI community has been her idea of recognizing that everybody has a story that can empower and inspire others. From her practice of turning lemons into lemonade, Ann used her personal story of financial loss to help others. It would have been so easy for Ann to become upset with the person who caused her losses; instead, Ann got upset with herself and she did something beneficial about it. After a morning of reflecting and journaling, she ended the session by writing #mystory. That short entry led to the #myinvestingstory podcast featuring the story of investors through an interview by Ann and her daughter, lonnie, who was her first interviewee. The podcast, held on Wednesdays, filled a COVID-19 period with meaningful and enlightening investor stories. The podcast has continued with investor stories shared by the well-known in the BI community and others.

Professionally, Ann McNeill, MBA, is the President/CEO of M. C. O. Construction and Services, Inc., one of the few south Florida African American female-owned construction companies. She is also the President of MCO Consulting, Inc. a consulting company that provides outreach, monitoring and compliance for private sector firms that work on public sector land. Ann is an author, speaker, master wealth builder using the *Think and Grow Rich* philosophy, and founder/CEO of Think and Grow Rich International Master Minds. Always, devoting her time as the mother of two daughters, Danelle and lonnie, and the grandmother of Malachi and Rajah-Nia. Ann is happily married to her boyfriend-husband, Daniel.

## The Deep Dive Series

### **Discounted Cash Flow Components – held monthly, the first Saturday, October 2022 to February 2023**

This 5-part series will examine each of the discounted cash flow components in-depth and tie it back to the various tools and concepts found within the BetterInvesting toolset, with an emphasis on driving assumptions with the SSG. The sessions are interactive with 30 minutes of conceptual content presentation and 30 minutes of workshop for participants. **Bring your stock symbols for a demo of how to identify the data and adjust Preferred Procedure metrics:**

**Oct. 1** - Learn how to refine revenue projections within the Preferred Procedure calculation of the SSG.

**Nov. 5** - Learn how to refine expense projections within the Preferred Procedure calculation of the SSG.

**Dec. 3** - Learn how to refine tax projections within the Preferred Procedure calculation of the SSG.

**Jan. 7** - Learn how to refine revenue, expense, and tax projections in context of the capital structure within the Preferred Procedure calculation of the SSG.

**Feb. 4** - Learn how to compare the 5-year free cash flow projections with the projected earnings within the Preferred Procedure calculation of the SSG.

### **Equity Research – held monthly, the first Saturday, January 2023 to March 2023**

This 3-part series will examine each of the major types of equity research reports in-depth and tie it back to the various tools and concepts found within the BetterInvesting toolset. The interactive sessions will have 30 minutes of conceptual content presented and 30 minutes of workshop time for participants. **Bring your stock symbols for a demo of how to identify the relevant report and use the data in your stock study BI tools:**

Session Topic	Takeaway
<b>Tues. Jan. 3, 2023, 7:30 p.m.-8:30 p.m. Economic Reports</b>	Learn how to use macroeconomic considerations when building stock screens on the BetterInvesting site.
<b>Tues., Feb. 7, 2023, 7:30 p.m.-8:30 p.m. Industry Reports</b>	Learn how to use comparative universe data to identify tickers to use within the Stock Comparison Guide (SCG).
<b>Tues., Mar. 7, 2023, 7:30 p.m.-8:30 p.m. Company Quarterly Reports</b>	Learn how to refine revenue and earnings growth projections within the SSG based on updated quarterly financial analysis.

## **NEWEST VOLUNTEERS!!!!**

The South Florida Chapter is proud to announce the newest volunteers:

**Sofia Bitela**

**Patricia “Pat” Daniels**

Both volunteers have started their orientation and development as Chapter volunteers and both have actively participated in South Florida Chapter activities and events before considering serving the BI membership. They have proven their eagerness to support and serve the south Florida BI community.

**BetterInvesting (BI) South Florida Chapter  
2022-2023 SCHEDULE**

Date/Time (ET)	Description
<b>REGISTRATION REQUIRED:</b>	<a href="https://www.betterinvesting.org/chapters/south-florida/local-events">https://www.betterinvesting.org/chapters/south-florida/local-events</a> <b>ONLINE EVENTS UNTIL FURTHER NOTICE / FREE EVENTS UNLESS COST SHOWN</b>
Sept. 2022- April 2023 9:30 a.m. to 11:45 a.m. 2nd Saturday	<b>Learn to Earn (formerly Computer-Aided Stock Analysis, CASA)</b> – Learn how to generate profits in growth stocks using 70 years of BI proven stock analysis, selection tools, and techniques. The company selected for stock study will be featured in the same monthly BI magazine as the class session. All investor skill levels are welcome to attend.
Sept. 10 and Nov. 12, 2022; Jan. 14 and Mar. 11, 2023 at 12 p.m. to 1 p.m.	<b>BI-Monthly Chapter Board Meeting</b> – All are welcome to join the Board of Directors meetings following the <i>Learn to Earn</i> classes. This is an opportunity for you to observe the Board in action if you are considering volunteering with the Chapter, or to let your voice be heard in brainstorming ideas, discussions, and the planning of events.
Sept. 2022 - Dec. 2023 at 10 a.m. to 12 p.m. 3 <sup>rd</sup> Saturday	<b>Monthly South Florida Model Investment Club</b> - Join our monthly online club meetings to observe an actual investment club meeting in action and for experienced investment club members to use the meetings as a learning lab to refresh and renew your club operations and stock studies.
Oct. 1, Nov. 5, Dec. 3, 2022; and Jan. 7, & Feb. 4, 2023 at 10 a.m. to 11 a.m.	<b>Deep Dive Series on Discounted Cash Flow Components</b> – Take the plunge in the Preferred Procedure calculation of the SSG to refine your calculation on revenue, expenses, tax projections, how to refine your projections in context of the capital structure, and how to compare the 5 year free cash flow projections with the projected earnings. Bring your tickers for a live demo of how to identify the data and adjust your preferred procedure metrics.
Jan.1-31, 2023 at 12 a.m.	<b>Club Portfolio Competition</b> – All entries shall have a professional evaluation and may qualify for monetary prizes. Club entries are entitled to one FREE admission to the Club Portfolio Competition Review & Evaluation Seminar, and one handout. <b>COST: \$30 registration per entry.</b>
Jan. 3, Feb. 7, Mar. 7, 2023, 7:30 p.m. to 8:30 p.m.	<b>Deep Dive Series on Equity Research</b> – Take the plunge to examine economic reports, industry reports and company quarterly reports as valuable tools in your SSG stock study judgments and in making peer group analysis to identify other stocks for comparison in the Stock Comparison Guide (SCG).
Mar. 25, 2023 9:30 a.m. to 12 p.m.	<b>Club Portfolio Competition Review &amp; Evaluation Seminar</b> – Professional review of club entries by Phil Keating, CFA, portfolio management presentation and announcement of club winners. <b>COST: \$20.</b>
Apr. 22, 2023 8:30 a.m. to 2:30 p.m.	<b>Investor Education Day/Elections Meeting</b> – Investment presentations by BI teachers and other features including a brief Chapter Elections Meeting. All investor levels are welcome to attend. <b>Full details and cost to be announced.</b>
May 13, 2023 10:00 a.m. to 12 p.m.	<b>Chapter Planning Meeting</b> – Join the Board in deciding on classes, programs, and events for the upcoming fiscal year that begins Oct. 1, 2022. All are invited to attend.

## YOU GO THIS! Why Dividend Stocks Matter (In-Person or Online)

Thursday, September 22, 2022

6:00 p.m. – 7:00 p.m. (ET)

Nova Southeastern University (NSU) Alvin Sherman Library

Davie Campus

Fourth Floor, Room 4009

REGISTRATION REQUIRED: <https://www.betterinvesting.org/chapters/south-florida/local-events>

One of the simplest ways for companies to communicate financial well-being and shareholder value is to pay a dividend. By considering a dividend paying stock, you are adding another source of income to your portfolio, instead of relying solely on stock appreciation. Social Security alone will not be enough to retire on. **Nick Nikiforos, from BetterInvesting South Florida Chapter**, will show you how to identify high quality dividend paying growth stocks. This is a way to invest once and profit twice. *Refreshments will be served.* Presented by the NSU Alvin Sherman Library and sponsored by Truist Foundation in collaboration with the BetterInvesting South Florida Chapter, this workshop is designed to inspire and educate you to become personally and professionally successful.



c/o 416 East Acre Drive  
Plantation, Florida 33317