



## News from the Wisconsin Chapter

**NON-PROFIT • VOLUNTEER BASED • MEMBER DRIVEN**

### A BUSY SUMMER, A BUSIER FALL

*“Today is the first day of school in Greenfield. I feel the excitement of the children in the neighborhood and also the satisfaction of grownups who want to settle into that yearly schedule. I think BetterInvesting members also feel that all that fun time was great but now it is time to get back to work.”*

*The Wisconsin Chapter is here to help you. Our primary purpose is to assist members and clubs to become better investors. The Chapter has been very active in providing club visits which have been initiated by a club. This visit offer is open to every BI club in good standing. Contact us with your questions, your requests, your ideas. We are also happy to welcome any of you who are interested in working with the chapter. Our meetings are held as a GoToMeeting webinar so those of you who live too far away to drive to our Brookfield meetings can attend by computer. Please give this a thought.”*

*--Michele Rinka, President*

### CLUB ANNIVERSARIES

Persistent investors do make money. And, if the members like and respect each other, they can form friendships that expand well beyond their monthly meetings. This year eighteen Wisconsin clubs celebrated a five-year anniversary - and some many more. Thirty-five years seems to be the magic number this year.

55 years	Professors Investment Club	Stevens Point
50 years	Rockco Stateline Investment Club	Friendship
40 years	Hits & Misses Investment Club	Marshfield
35 years	Mad Money Makers Investment Club	Madison
35 years	Profit Seekers Investment Club	Kewaskum
35 years	Up, Up & Away Investment Club	Kewaskum
35 years	Nickels and Dimes Investment Club	Columbus
35 years	Prosperous Investors Club	Richfield
35 years	Hayton Enterprises	Chilton
35 years	Prairieville Investment Club	Menomonee Falls
35 years	Ace Investment Club	Brookfield
35 years	Anchor Investment Club	Adell
30 years	Investments Unlimited	Beloit
25 years	Bower City Investors	Milton
25 years	6000 Club	Sun Prairie
20 years	Mequon Money Makers	Mequon
20 years	Partners in Profit Investment Club	Brookfield
20 years	Madison Tech Investors	Madison

## NOTES FROM BINC 2019

I share the comments of Audrey and Phil Waitkus, a couple who were in Chicago for this year's convention. This was Phil's first convention.

From Phil:

I enjoyed the conference, learned a lot, met numerous nice people and am using the methodology to evaluate our holdings. The get together with other Wisconsinites was a great chance to see and meet investors using the BI methodology from around the state.

Like many people I was really interested in all the thoughts on the subject of "judgment." Since then I've experimented with many of them and found the ideas very useful.

I liked the large number of talks. I gleaned different bits and pieces from each of those I attended. For example, I tend to think the "acid test" is really pretty draconian, as any stock could have a bad quarter for any number of reasons. It seems you might miss some pretty good opportunities. Regardless, it's a nice, very pragmatic approach to nearly worry-free investing. It just makes finding good stocks that much harder.

The guest speaker topic of "technical analysis" was really interesting and useful.

The hotel was comfortable and worked out well. They did a nice job making special supper buffets available to all those not too keen on driving into Chicago proper.

One of the neat things I liked about the conference was the openness of the folks at each of the lunch tables I sat at. It was great getting to know how others viewed some aspects of the various talks and what aspects they found important.



Left to right, Michele Rinka, Audrey Waitkus, Phil Waitkus, Maggie Wolfe

From Audrey:

The sessions, of course, were excellent. It was difficult to pick which to attend, so I was really glad to be able to get the recordings of all the sessions. I also really appreciated the variety and quality of the companies who presented. Again, it wasn't possible to attend all them, so the vendor area was great for interacting with their representatives.

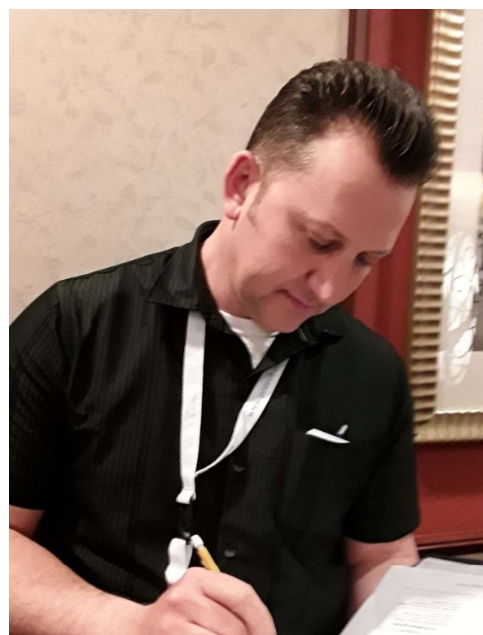
The thing that stands out the most for me is the interactions with the other attendees. It was a lot like a class reunion. We all already had something in common and brought different ideas about our way of interacting with the BI methodology. I also came away with a renewed commitment to keeping up with our portfolio more often. I especially liked the goal of one of the people we had dinner with: "Did you earn enough this year to cover your cost to attend the conference?" Sort of gave me a different outlook on the purpose of doing all this studying – not only what it can do for your portfolio, but what it can do to directly enrich your life.

I have been a lifetime member for more than 20 years. Back in the mid-90's I attended a BI conference in Denver and recall it as being very informative and exciting, but do not remember much beyond that we were asked to raise our hands if we thought the Dow would reach 8,000. It wasn't unanimous, but we mostly believed it would. And look at us now!

**THE WISCONSIN CONTINGENT** met a number of times and shared ideas, sometimes over dinner. There was also quiet time for thinking about all that was covered. Did I mention that Jeff is our newest volunteer and has taken on the job of chapter webmaster?



Don Maurer, George Stevenson, Greg Mews



Jeff Madunich, in a quite moment

**AND THE WINNER IS** Curtis Washington from Milwaukee



Our own Deane Jaeger, who was the mastermind for this year's convention, is presenting a prize to Curtis Washington.

Curtis is the first person to register for BINC 2020!



## 6000 Club Receives 25 Year Anniversary Certificate



Back L to R: Bill Richardson, Scott Smith, Jeff Augustine, Bill Ringelstetter, Matt Gault, Peter Manke  
Front L to R: John Richardson, Phil Gilbertson, Jim Meyer, Doug Stoffels, Jim Hughes, Ed Drinkwine, Don Mahoney, Dennis Carlson

On July 9, 2019 I made a club visit to the 6000 Investment Club in Madison, Wisconsin. The 6000 Club is made up of 20 members. All are either American Family employees or retired American Family employees. The club took on the name of the "6000 Club" because that is the address of American Family headquarters. The club normally meets at lunch time at American Family but because the club was celebrating their 25th anniversary they held a special event meeting with refreshments and dinner. I presented the 25-year certificate to the club president, Douglas Stoffels, and took a group picture. John Schingen, Director, Wisconsin Chapter

## RP Investment Club after 50 years!



Back L to R: Jim Reams, Mark Cody, Dan Patin, Rick Ewald, Brian Lorrigan, Jerru Lauby, Mark Stringham, Irv, Possin, Mike Born  
Front L to R: Jim Driscoll, Mike Smith, Mark Charneski, Ben Charneski

RP Investment Club currently has 14 members. The club still has 1 founding member, Mike Smith. We have 2 social events a year; in summer we have a steak fry, at Christmas we have a dinner. The club members come from diverse backgrounds and ages which makes stock insights so much more informative.

## Bower City Investors



Standing L to R: Carol Hatch, Beth Drew, Martina Tse, Laura Sykora, Barbara Cisler, Mary Ann Green, Maria Enriquez, Laurie Marsh  
Seated L to R: Marcia Nelesen Merrick, Lavina Harjani, Sue Chwala, Susan Maciolek, Cecilia Vanderlip, Leslie Hammer, Janet Miller.

Janesville, Wisconsin was once referred to as Bower City because the Dutch elm trees that lined the streets created a bower. The elms are gone but The Bower City Investment Club, formed in January 1994, just celebrated a twenty fifth anniversary. It was started by a group of women who knew little about finances but wanted to learn more. "I couldn't even read Money magazine," Janet Miller, a longtime member, recalled today.

Original founders decided to keep the group all female and cap it at 20. Most had husbands who made all the investment decisions in the family. The Dow was then at 6,580. Today, it is 26,783. We have 16 members. New members are referred by current members. The club has never had fewer than 13 members, and more than 65 women have come and gone.

We continue to oversee a healthy portfolio and have club guidelines that encourage a reliance on the fundamentals rather than emotions. The result is a portfolio of strong stocks that continues to match or beat the S&P. We currently own 13 stocks and continue to stress education. Time is set aside every meeting to study different investment aspects.

We meet monthly and communicate during the month by email to update the members on how individual stocks are doing. Most months we also hear about a new stock brought to us by a stock selection committee.

We are a working club, and everyone has a job to do. Everyone can run an SSG and follows a stock. It is a lot easier today than when the club was formed, considering the women used to do all the graphs and data gathering by hand. It typically took three hours to complete one stock study.

While we are a working club, we also have fun. Every month we share "sunshine moments" of good things happening in our lives. A couple times a year, we meet for a club social, which gives us chances to socialize and exchange a few stock tips.

"I just love everything about it," Susan Maciolek, an original member, said of the club. "It opened up a whole new subject to learn and explore, and just like everything else, you never stop learning."



## Madison Tech Investors



Standing L to R: Eric Selje, Pete Weiler, Roger Tesch, Dan Strome, Bill Pfeiffer. Seated: Cara Mavis, Tom Benish.

The Madison Tech Investors partnership officially began on the first day of the new millennium. For 5 months prior to that we had meetings to develop our partnership agreement, which we had a lawyer checkout. Each partner has one vote in the decisions and a majority of partners is required to buy or sell a stock or make other decisions. We meet in the evening of the 4th Monday of the month. Until it closed a few months ago we met over dinner in a room of a Madison tavern. Our meetings are relaxed and friendly.

To find interesting stocks, we formed groups of two or three members. Twice a year each group researches stocks to consider buying and presents them to a meeting. The presentations usually include the SSGs and Value Lines of the stock as well as other relevant information found by the group. After a stock presentation, we take a finger vote to gauge interest in buying the stock. Each member holds up 0, 1, 2, or 3 fingers. Three fingers indicate a strong interest and 0 no interest. If the stock scored an average of 2 or more, there is more discussion and a call for someone to make a motion to buy the stock. We then vote on any motion made.

The main purpose of the club is educational. From two to four times a year we have educational meetings in which a member talks on a topic or shows a BI webinar. At meetings we discuss some of the investment related news. Questions are welcomed at the meetings. Answers are usually provided by other members or found by a quick search of the internet.

Tech is in our name because we originally intended to invest primarily in tech stocks. However, we soon broadened our focus to include most stocks. The partnership does not invest in mutual funds, exchange traded funds, or real estate investment funds, although these have all been topics of discussions and educational meetings.

We now have 8 partners, down from a high of about 17 before the 2008 crash. All but two of the members have been with us since the beginning. We would like to increase that number. Although most current members are male, we welcome women as partners.

We have one member who has chosen not to become a partner. Although he has been attending meetings since the club's beginning, he has never owned a partnership share or cast a vote. Nevertheless, he has been very active in the club researching stocks, participating in the discussions and doing educational presentations. He has contributed much to the club.

Pete Weiler

## BE A VISIT-A-CLUB MEMBER

The Visit-A-Club program provides an excellent resource at the chapter level to introduce interested individuals to an existing club in their local area. This program is designed to quickly and easily connect individuals to clubs who allow visitors to their meetings. The program administration and implementation are completed at a chapter level. The Club Application is received by the chapter for posting on the chapter website. Individuals seeking to learn about investment clubs can find participating clubs at the chapter website.

Why should your club consider this free opportunity to share their whereabouts? We often get requests from individual members who are looking for a club to join. They have a variety of reasons. Often it involves a move to a new place. Finding a new BetterInvesting home can be a comforting experience. We also have clubs that would like to know other clubs in their area to get new ideas on club operations, share best practices on choosing stocks, or sometimes looking for a possible merger opportunity.

You know that BetterInvesting is not able to just give out names to inquirers. The easiest way to facilitate these connections is if clubs put themselves on the Wisconsin Chapter website as a club willing to be contacted. There are no obligations other than to allow a visitor to attend a club meeting. Go to the Wisconsin Chapter webpage, find the Visit-a-Club application and submit to [contact@wisconsin.betterinvesting.net](mailto:contact@wisconsin.betterinvesting.net).

**HAS YOUR PROFILE** changed? You know – your personal information. If you’ve moved, changed phone numbers, or changed email providers, then your PROFILE has changed and you need to update the information on the BetterInvesting website. Here’s how:

1. Login to the BetterInvesting website with your ID and password
2. Click on your name in upper right area
3. Update your personal information
4. While you are there, go ahead and check the Email Product Subscriptions to make sure you are getting the emails you want to receive from BetterInvesting.
5. You might as well check the “My Downloads” information, too.
6. Be sure you click the “SAVE” or “SAVE CHANGES” green button. Nothing gets changed until you do this.

**HAVE YOU SEEN** the new BetterInvesting Website? The new website went live on October 23<sup>rd</sup>. CEO Kamie Zaracki announced that the new BetterInvesting website is launched. When you first go to the sight, you’ll be on the public home page. To reach the member site, you’ll need to login with your username and password. Please take the time to tour the site. You find a short video about the site under the Welcome to BetterInvesting Tab of the member site. And lastly, I’d like to thank all the members, volunteers and board members who participated in the process to research, design, develop and deploy the chapter webpages, Volunteer Resources and the Public and Member sites. Enjoy exploring our new website!

**Important Notice to our Readers:** BetterInvesting is a non-profit educational organization that sponsors programs and provides information through their local volunteer chapters for the education and use of individual investors and investment club members. BetterInvesting neither recommends nor endorses specific securities. Everyone is encouraged to do your own stock selection research.