

CLUB EDUCATION

WHAT DO YOU NEED TO LEARN?
WHAT WOULD YOU LIKE TO LEARN?

YOUR TOOLS, YOUR INVESTMENTS, YOUR LOCALE, YOUR BI MEMBERSHIP

B = Basic Topic

I = Intermediate Topic

A = Advanced Topic

SSG KNOWLEDGE	
B	Review one chapter of the BI SSG handbook each meeting
B	Pick some detail on the SSG and have everyone drill down/discuss at a meeting (% insider ownership, % payout, etc)
I	Review one judgment issue per meeting.
I	Look at the sales/earnings graphs for your stocks. Are sales and earnings diverging for any of them? Discuss why that might be so.
I	Compare debt levels for your stocks. Are any in the same industry? What is "too much" debt?
I	Do any of your stocks pay dividends? Discuss what they contribute to total return.
I	What is the average PE for each of your stocks? Where is each stock's PE now?
I	Discuss the difference between projected total and average returns. What are the two returns for each stock in your portfolio?
A	Have all partners do an SSG on the same stock and discuss/compare judgments.
A	Do a club First Cut and submit it to BI.
PORTFOLIO KNOWLEDGE (Make most of these questions a "contest." Give "ataboys/girls" for best list.)	
B	Name all the stocks in your portfolio and their tickers.
B	Group your stocks by sector.
B	Group your stocks by size.
B	Which stocks pay dividends?
B	Rank your stocks by percent of your portfolio.
B	What percentage of the club's investment is in cash?
I	Discuss diversification.
EACH STOCK IN YOUR PORTFOLIO (Some of these suggestions could be contests)	
B	What are the company's main products/services?
B	Who are its key competitors?
B	Are the company's key products/services seasonal or cyclical?
B	Geographically, where are its customers? Its key suppliers?
I	What is the CEO's compensation? That of other officers/directors?
I	Discuss key points for a stock watcher's report.
A	Listen to and report on an investors' conference call for about the company.
A	Review the highlights of each company's quarterly and annual report.
A	Review the proxy statement for each company.

A	Review the industry of each stock in the portfolio.
SSG SOFTWARE	
I	Explain how to search for companies in the same industry using SSG software.
A	Discuss the “preferred procedure” for estimating earnings growth (in Toolkit 6, it’s called the “revenue-based EPS estimate”).
A	What “Preference” settings does the SSG software offer?
A	Check out the software manual or online help and use it to answer club questions.
CLUBS USING TOOLKIT 5 or 6	
A	Over the course of several meetings, review the supplemental report s/graphs for individual stocks (Stock Management Guide, Quarterly Trend Analysis/Graph, Annual PE Analysis (In TK5, these reports are called PMG, PERT-A/Graph, PERT-B).
A	Explain how to create a portfolio.
A	Over the course of several meetings, review the portfolio reports (Portfolio Review, Trend, Summary, Defense, Offense).
A	Review the Portfolio Overview and Alert screens.
A	Review the Challenger.
CLUB STOCK CONTEST (You’ll need a partner to update prices for each meeting)	
A	Each partner presents briefly presents his/her “best contest choice at the beginning.
A	Each partner briefly reviews what happened to his/her best & worst choices at the end.
A	Pick a contest theme for the period (small stocks only, ADR only, new sectors only, etc.)
YOUR CLUB’S ACCOUNTING SOFTWARE	
I	Does it provide useful visuals (charts/graphs) to review/discuss at a club meeting?
A	Explain the valuation system
A	Explain how the investment of each partner is documented
YOUR BROKERAGE	
B	Does each partner know who your broker is and what the fee schedule is?
B	Are there useful educational or research services on the broker’s site that you could share with partners?
B	Does your broker offer seminars for clients?
A	What are the pluses and minuses of stop-loss instructions?
YOUR CLUB’S OPERATING DOCUMENTS/PARTNERSHIP AGREEMENT (another contest?)	
B	Why are members called “partners?”
B	What are the responsibilities of each partner?
B	What are the responsibilities of each officer?
B	What is the process for admitting new partners?
B	What are the “buy-in” and monthly financial requirements?
B	What are the steps for withdrawing? What does a withdrawing partner get back?
YOUR LOCAL LIBRARY (LIBRARIES)	
B	Do you have nearby city and/or county libraries? Are you eligible to have cards at each?
B	Set up a club visit with the reference librarian to go over business/investing resources at the library.
B	Does a local library offer Value Line, Morningstar and/or Standard & Poor’s reports online?
B	Explain how to log on and access a stock report.
B	Discuss educational offerings on these sites.
I	Discuss searching and sorting tools on these sites.
I	Read a book review in BI magazine and share additional insights.

I	Give a book report on a financial topic.
I	Have all partners read the same book and discuss one chapter/meeting.
YOUR HOME TURF	
B	What businesses predominate in your area?
B	Are there any potential good investments to be made?
B	Is the headquarters local? Could you schedule a club meeting with the investor relations rep?
B	Visit local shopping areas to see your companies and any competitors in action. Later, at a club meeting, discuss positive/less positive aspects of what you discovered.
B	What products/services do you all use and know about? Are most partners parents, doctors, engineers, etc.?
B	Are you located near a stock exchange or Federal Reserve Bank? Do they have a visitors' program?
B	Are there any nearby BI clubs (listed in Find-A-Club)? Would they like to exchange visits?
LOCAL SPEAKERS	
B	Broker
B	Accountant
B	Insurance agent
B	Attorney
B	Business/finance teacher/professor
B	Local business owner
B	Local business or financial reporter/blogger
LOCAL AND OTHER ORGANIZATIONS	
B	Share insights from a meeting of AAIL if there's a local chapter (American Association of Individual Investors).
B	Report on a MoneyShow.
B	Share insights from a professional organization that you belong to.
B	Share insights from InvestEd.
YOUR BETTERINVESTING MEMBERSHIP	
B	Review searching and sorting First Cuts for diversification ideas.
B	Compare a First Cut to your club's SSG on the same company.
B	Review features in the online Most Active list ("What Our Members Are Buying And Selling"). Does your club have any "most active" stocks?
B	Review the Undervalued Stock.
B	Review what's posted on your chapters (or other chapters') web pages.
B - A	Pick a subject from BI's Topic Index compiled by Jim Thomas of the Puget Sound Chapter: http://biwiki.editme.com/FurtherResources
B	Review Find-A-Club features.
B	Review topics in the BI Learning Center
B	Contact your chapter for ideas/help.
B	What online classes will be offered before the club meets again?
B	Share insights from attending BINC (September 2011 in Cincinnati) .
I	Present/review an archived topic from BI magazine.
I	Review a recorded Webinar.
A	Present one of the 20-minute Classes-to-Go from prior BINCs

MORE IDEAS

INFORMATION SOURCES – Share five things you like best about:

B	Value Line reports
B	Morningstar reports
B	Standard & Poor's reports
B	Barron's or other newspapers/magazines
B	Yahoo Finance
B	Seeking Alpha
B	Earnings.com
B	FINRA.org
B	Other favorite websites

FINANCIAL LINGO

B	Explain terms your club has questions about.
B	Share online sites that explain financial terms or offer investor education. Are they profit or non-profit sites?
B	Prepare pop quizzes about financial terminology your club has discussed

FINANCIAL REPORTS

B	What are 10-Ks and 10-Qs? Where can you find them?
A	What is a Balance Sheet? Review one from a company you own.
A	What is an Income Statement? Review one from a company you own.
A	What is a Cash Flow Statement? Review one from a company you own.

SECTORS

B	Explain how sectors differ from industries.
B	Name/describe the sectors and name the source of the sector description.
I	Review how many sectors your investment s cover and discuss diversification.
I	Explain where to find information about sectors.
A	Over the course of a year, review highlights of each sector.

"SNIFF TEST"

I	Discuss what things partners could evaluate in 60 seconds to decide whether or not to sink research time into a stock idea or hot tip.
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