

A Message from our Chapter President:

2018 could be defined as a year of changes, both for BI headquarters and the DC Chapter. We are in the process of synching up with the new priorities for chapters to:

1. **Establish and maintain at least one model club.** With the Model Investment Club of Northern Virginia (MicNOVA) (celebrating its 10th anniversary)), meeting on the 2nd Wednesday of each month from 7-9pm at Tyson-Pimmit Library, Falls Church, VA and the Montgomery County Model Investment Club (MCMC), meeting on the 3rd Wednesday of each month from 7-9pm at the Rockville Library, Rockville, MD, we've more than met this requirement.
2. **Participate in Money Smart Week with at least one event open to the public, free of charge.** In 2018 DC chapter partnered with Arlington library to provide a financial literacy program. We need a Money Smart Week Committee to establish a program for the week of 30 March to 6 April 2019.
3. **Support Visit-A-Club program to help the public find clubs that are open to guests who want to learn about stock investing.** Volunteer Resources has the form for clubs to request enrollment.
4. **Chapter directors making visits to BI clubs in their area.**

The DC Chapter needs the cooperation of area clubs to meet the last two requirements. Many of the club representatives that we have met reported that their membership is down due to attrition and new members are difficult to find. In addition,

individual members have contacted us for a list of clubs looking for members close to their work or home. The Visit-A-Club program can provide a bridge between those looking for members and those seeking a club.

Chapter Directors are eager to meet with club members to help you get the most from your Better Investing membership. These committed volunteers can play a vital role in your development as an informed, confident and capable investor. Would you prefer a portfolio analysis review, resources to evaluate stock ideas, or perhaps a tour of the new and helpful items on the BI website? We need feedback and an invite from our area clubs on how best to serve you.

Fewer chapter volunteers means planning smarter with less resources. Webinars and Go-To-Meeting resources allow us to provide online education and allow members far from our meeting place to follow along. We can use Go-To-Meeting to virtually visit clubs that are far outside the beltway during one of their scheduled meetings. We are encouraged by the number of regular and new visitors to monthly investment book discussions and other events. Our new IT subgroup has established a Facebook account to expand our communication with investing community members. <https://www.facebook.com/micdreg/>

But the need for new chapter members shortens our reach into the community. The chapter needs instructors to offer online and live courses. We need ideas for promoting our events and meeting the needs of clubs. If you are reading this letter, then you are a member of this chapter. Join us!

Sheryl Patterson

Mark Robertson - Better Returns: Founder's Wisdom and Time-Honored Lessons: Oct. 20

Better Returns: Founder's Wisdom and Time-Honored Lessons is the topic for the fall joint meeting with AAIL. Mark notes that most people and average investors are doing it wrong. The core values of BetterInvesting and AAIL founders George Nicholson and James B. Cloonan are centered on education and collaboration, which often runs contrary to the "harmful noise and misdirection coming from the investment services industry." Discover what individual investors are doing wrong and what long-held beliefs are vulnerable to challenge. Learn what are the most powerful lessons contained in Cloonan's *Investing at Level 3* and Nicholson's *Better Investing for the Individual Investor* and how they can help us improve our investing performance.

Mark is founder and managing partner of *Manifest Investing* (www.manifestinvesting.com) and has worked with successful investment clubs for nearly three decades. He has appeared on NPR, CNBC and ABC to discuss long-term investing, and has worked with *Smart Money*, *Barron's*, *Money Magazine* and the *Motley Fool*. See calendar to register for his talk.



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EDUCATION PROGRAM CALENDAR

Sept. 11: Money Matters Book Discussion: 7–8:30pm
An American Sickness: How Healthcare Became Big Business and How You Can Take It Back, by Elisabeth Rosenthal.
 Oakton Library, Fairfax Free. All welcome

Sept. 12: MicNOVA Model Investment Club 7–9pm
 Tysons-Pimmit Library Free. Visitors welcome

Sept. 19: MCMC Model Investment Club 7–9pm
 Rockville Memorial Library Free. Visitors welcome

Oct. 9: Money Matters Book Discussion: 7–8:30pm
Thinking in Bets: Making Smarter Decisions When You Don't Have All the Facts, by Annie Duke
 Oakton Library, Fairfax Free. All welcome

Oct. 10: MicNOVA Model Investment Club 7–9pm
 Tysons-Pimmit Library Free. Visitors welcome

Oct. 17: MCMC Model Investment Club 7–9pm
 Rockville Memorial Library Free. Visitors welcome

Oct. 20: Joint AAIL/BetterInvesting Event 9–12noon
Better Returns: Founder's Wisdom and Time-Honored Lessons, by Mark Robertson of Manifest Investing. Northern Virginia Community College, Annandale, VA. Register at aaidcmetro.com
 \$35 (before Oct. 16; \$40 after; \$45 at door)

Nov. 13: Money Matters Book Discussion 7–8:30pm
The Motley Fool Investment Guide: How the Fools Beat Wall Street and You Can, Too, by David & Tom Gardner.
 Oakton Library, Fairfax Free. All welcome

Nov. 14: MicNOVA Model Investment Club 7–9pm
 Tysons-Pimmit Library Free. Visitors welcome

Nov. 21: MCMC Model Investment Club 7–9pm
 Rockville Memorial Library Free. Visitors welcome

Dec. 12: MicNOVA Model Investment Club 7–9pm
 Tysons-Pimmit Library Free. Visitors welcome

Dec. 19: MCMC Model Investment Club 7–9pm
 Rockville Memorial Library Free. Visitors welcome

Oct 6: (1) Stock Selection Method of Choice (SSG) 9–4pm
 Instructor: Gillogly
 In depth understanding of the structure and method of BetterInvesting's fundamental analysis tool.
 UVA Virginia Center Cost: \$50* see note

Oct. 13: (2) Software to Improve Stock Picks. 9–12noon
 Do the SSG with the Online Tools. Instructor: Murphy
 Bring your laptop or tablet.
 UVA Virginia Center \$30* see note

Oct. 13: (3) Improve Your Analysis Skills 1–4 pm
 Instructors: Patterson, Murphy
 Practice forming good estimates on the 5 judgment points of the SSG. UVA Virginia Center \$30* see note

Note: For Oct. 6 & 13 classes: \$80 total for both days & all three sections, or can pick & choose individual sections at prices indicated.

Oct. 8: Chapter Webinar 8:30–9:30pm
 Ty Hughes presents: *Using Google Finance Functions in Your Spreadsheets*. Google finance functions provide pricing information as well as fundamental data about companies. Sample spreadsheets will be provided.
 Register at: www.betterinvesting.org/dcregional \$10 fee waived

Class/Event Locations:
Northern Virginia Community College, Annandale Campus, 8333 Little River Tpke, Annandale, VA . Map: www.nvcc.edu/annandale/maps.html
Oakton Public Library, 10304 Lynnhaven Pl., Oakton, VA (Near Oakton Shopping Center, Hunter Mill & Rte. 123).
 Map: www.fairfaxcounty.gov/library/branches/oakton
Rockville Memorial Library, 21 Maryland Ave., Rockville, MD. 2-hour validated parking in Rockville Town Square Garage B.
 Map: www.montgomerycountymd.gov/library/branches/rockville.html
Tysons-Pimmit Library, 7584 Leesburg Pike, Falls Church, VA. Map: www.fairfaxcounty.gov/library/branches/tysons-pimmit-regional
UVA Northern Virginia Center, 7054 Haycock Road, Falls Church, VA. (Located near the West Falls Church Metro Station)

Detailed Directions and Maps Online: www.betterinvesting.org/dcregional

Register Online with Credit Card: www.eventbrite.com keyword BetterInvesting or register online at www.betterinvesting.org/dcregional

Pay by Check: Use the registration form below and mail with your check

BetterInvesting™ DC Regional Chapter Course Registration Form

Please submit one form per class at least one week before class begins, 2-day online registration deadline. No credit or refunds for missed classes. Request transfer to another course two weeks prior to course date from the Director of Education, education@naicdc.org. Please make check payable to: **DC Regional Chapter–NAIC** and mail with form to: **BetterInvesting™ Course Registrar, 2004 Barnwood Terrace, Vienna, VA 22181.**

Tuition: \$30 per ½-day class \$50 per all-day class \$80 per 2-day class

Course name: _____ Course date _____ Amount enclosed: _____

Your name: _____ Phone number: _____

Address: _____ City: _____ State: _____ Zip: _____

E-mail address: _____ Use only in reference to this class