Nationwide

Investment

Club

**Annual Report** 

2011

### Nationwide Investment Club (NIC) Annual Report 2011

### Letter to Nationwide Investment Club Partners:

The purpose of the annual report is to give you a recap of the activity this year and provide my view on the health of our club. First, the state of the NIC is strong. We have had our successes and our disappointments during the year but we are still active and looking forward to a faster economic recovery and a better investing year in 2012.

As I thought about the NIC and tried to think of areas to improve, several things occurred to me. First, as I look back, I have the feeling that we as a club are drifting a bit. There are several things that make me think this. Too often we seem to get together and look for a quality stock to buy today and failing that we say, well everybody look for something for the next meeting. We might do better if we had a more formalized process to look for quality companies outside of our meetings, present that stock in our meeting and if we agree, place it on our Watch List. Then we would have a list of Quality companies to select from when the company came into our "Buy" zone. We were operating somewhat like that last year with our "Two Team" concept. I am probably responsible for not keeping us on that track, which brings me to the second reason I think we are drifting.

We began departing from our two team meeting format because absences reduced each team to one or maybe two members. That is not very productive not to mention being pretty dull. So, absences were part of the problem along with losing any formal process of stock study. Now, each absence is valid but in totality it is not strengthening the club and I think we all should give that some thought.

Finally, I think that a lack of a training program retards our growth as a club and we have discussed this several times. Establishing a small training program should be adopted as a goal for 2012. This brings me to my final thought. We have no formalized goals! Now do not misunderstand me, I have over the years been roped into "Total Quality", "Meaningful Measures of Merit", "Strategic Planning" and others I do not recall at the moment until I was blue in the face. That is not what I am suggesting. I am suggesting several goals to start and we can go from there. So, if you are still with me at this point, thank you for reading and let's make 2012 a banner year!

Bob Hays, NIC VP

### **Nationwide Investment Club Roster**

Name Address	Email Phone	User ID
Eckman, Mark 2459 Westwind Lane Cedar Rapids, IA 52411-8108	mark2459@gmail.com (319) 393-3753	Treasurer markeckman
Forshey, Jim 3050 Countryside Drive Placerville, CA 95667	jim@seahorses.com (530) 622-7547	Member jim_6
From, Eric 4708 Courtney Lane # J Raleigh, NC 27616	ericfromg@gmail.com (919) 900-8098	Guest ericfrom
Gideon, Steve 1009 Englewild Drive Glendora, CA 91741	steve@gideon.org (626) 914-9450	Member steve_5
Hays, Robert (Bob) 231 Hidden Valley Rd Port Angeles, WA 98362-8245	eaglehaven@wavecable.com (360) 417-5595	Vice President eaglehaven
Lei, Paul 961 Lincoln Blvd San Francisco, CA 94129	psl55@yahoo.com (310) 663-6891	Member psl55
Martin, Josh 814 Valmont St New Orleans, LA 70115	jgmart99@gmail.com (858) 752-8968	Secretary jgmart99
Patel, Sapna 610 Jefferson park avenue Jefferson, La 70121	pedoteeth@hotmail.com (504) 427-3017	Member pedoteeth
Socquet, Jessica 34 Saranac Rd Milford, CT 06461	jsocquet@yahoo.com (203) 783-3998	Member jsocquet
Tylke, Lynne 333 N. Michigan Avenue #309 Chicago, IL 60601	lynnetylke@yahoo.com (312) 560-9204	Member lynnetylke
Weissman, Stuart 41 Stephen Street Glen Ridge, NJ 07028-1919	stuw6@yahoo.com (973) 229-2875c, (973) 746-0103h	Member stuw6

### **Membership Changes**

The good news is that we ended 2011 with the same number of active club members as we started. At the beginning of the year we lost two active members. Eric From, President, had to leave to accommodate education and change of employment. He has since moved to North Carolina and we are hopeful that once he becomes established in his new employment, he will return to our club. We have moved him to Guest Status so that he may monitor our activities as he can.

We also lost Linda Wolford due to personal life issues. Linda's husband passed away the year before. She stayed with us as long as she felt she could and then had to make major changes in employment and the hours that she worked which was incompatible with club activities.

We also cleaned up the roster by terminating two members who had been on extended inactive status. Brian Kiley and Chaster Johnson had exceeded the agreed upon time inactive and were not taking steps to return.

However, in the Spring and Fall we picked up two new members, Jessica Socquet and Sapna Patel. They were so very welcome to join the club and we are looking forward to many years of investing together!

### **NIC Income Statement**

INCOME				
Dividend				
Abbott Labs	\$	42.34		
DeVry Inc		4.34		
Novo Nordisk A/S		19.10		
Precision Castparts				
Corp		0.30		
Procter & Gamble		21.44		
Quality Systems Inc		5.46		
TOTAL Dividend			92.98	
Interest				
TD Ameritrade			0.35	
Short Term Gain			(383.26)	
Long Term Gain			770.70	
TOTAL INCOME				\$ 480.77
Expense				
Foreign Taxes				
Novo Nordisk A/S			5.35	
bivio Accounting Servic	es		129.00	
MI Subscription (Net)			(10.00)	
Postage			7.98	
TOTAL EXPENSE				\$ 132.33
NET PROFIC /				
(LOSS)				\$ 348.44

### NIC Balance Sheet

Assets					
Cash		M	larket Value		Tax Basis
Petty Cash		\$	177.17	\$	177.17
TD Ameritrade			2,878.82		2,878.82
TOTAL CASH			3,055.99		3,055.99
Investments @ Cost		N	larket Value		Tax Basis
Abbott Labs		1-1	1,295.26		1,129.58
Apple Inc			2,025.00		1,766.01
Catalyst Health			1,040.00		806.20
Dolby Laboratories Inc			610.20		618.39
LKQ Corp			902.40		591.60
Portfolio Recovery Assoc, Inc			1,012.80		1,073.85
Procter & Gamble			709.73		625.30
Volterra Semiconductor Corp			768.30		770.10
TOTAL INVESTMENTS			8,363.69		7,381.03
			.,		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
TOTAL ASSETS		\$	11,419.68	\$	10,437.02
Liabilities and Capital					
Member Capital Accounts	Units	M	larket Value		Tax Basis
Mark Eckman	104.954977		1,698.50		1,605.58
Jim Forshey	81.639615		1,321.18		1,147.90
Steve Gideon	23.913869		387.00		404.84
Bob Hays	90.686247		1,467.59		1,455.89
Paul Lei	74.415035		1,204.27		1,081.57
Josh Martin	25.197606		407.77		424.07
Sapna Patel	1.264479		20.46		38.59
Jessica Socquet	14.719470		238.21		244.76
Lynne Tylke	164.669737		2,664.87		2,392.44
Stuart Weissman	124.192814		2,009.83		1,868.35
TOTAL MEMBER CAPITAL	705.653849		11,419.68	_	10,663.99
Deferred (Gains) / Losses			-		(226.97)
TOTAL LIABILITIES AND CA	APITAL	\$	11,419.68	\$	10,437.02

Valuation Date 12/31/2011	8	Basis per			Pric	Price per		_	Unrealized	
Security Name	<b>Shares Held</b>	Share	Total	<b>Total Cost Basis</b>	S	Share	Σ	Market Value G	Gain (Loss)	Percent
Abbott Laboratories (ABT)	23.035 \$	49.04	₩	1,129.58	₩	56.23	₩	1,295.26 \$	165.68	11.3%
Apple Inc (AAPL)	\$ 000.5	353.20	<del>\</del>	1,766.01	•	405.00	₩.	2,025.00 \$	258.99	17.7%
Catalyst Health (CHSI)		40.31		806.20		52.00	₩		233.80	9.1%
DOLBY LABORATORIES INC (DLB)	20.000 \$	30.92	₩	618.39	₩-	30.51	₩.	610.20 \$	(8.19)	5.3%
LKQ CP (LKQX)		19.72		591.60		30.08	₩.		310.80	7.9%
PORTFOLIO RECOVERY ASSOC INC (PRAA)		71.59		1,073.85	₩	67.52	₩.	1,012.80 \$	(61.05)	8.9%
Procter & Gamble Company (PG)		58.77		625.30	₩	66.71	₩.	73	84.43	6.2%
VOLTERRA SEMICONDUCTOR CP (VLTR)	30.000 \$	25.67	ı	770.10	₩-	25.61	₩	768.30 \$	(1.80)	6.7%
Total Securities 8			₩-	7,381.03			₩	₩	982.66	73.2%
Petty Cash TD Ameritrade			<del>v v</del>	177.17			φ φ	177.17		1.6%
			-				+		ı	
Total Cash Accounts			₩	3,055.99			₩		Į.	26.8%
Total Securities and Cash Accounts			₩.	10,437.02			₩	₩.	982.66	100.0%
Member Name	Units						Σ	Market Value		Percent
Eckman, Mark	104.955						₩.	1,698.50		14.9%
Forshey, Jim	81.640						₩-	1,321.18		11.6%
Gideon, Steve	23.914						₩	387.00		3.4%
Hays, Robert (Bob)	90'06						₩	1,467.59		12.9%
Lei, Paul	74.415						₩	1,204.27		10.5%
Martin, Josh	25.198						₩	407.77		3.6%
Patel, Sapna	1.264						₩	20.46		0.2%
Socquet, Jessica	14.719						₩	238.21		2.1%
Tylke, Lynne	164.670						₩	2,664.87		23.3%
Weissman, Stuart	124.193						₩	2,009.83	J	17.6%
TOTAL MEMBER EQUITY	705.654						₩		•	100.0%

### TRANSACTION SUMMARY

<u>DATE</u>	<u>DESCRIPTION</u>	<u>REASON</u>
1/20/2011	Buy 30 VLTR @ \$25.37	Favorable SSG and a niche in Chip Industry
1/26/2011	Trans 2 CMG and 3 PCP	Full withdrawal of Linda Wolford
1/26/2011	Trans 7 PCP	Full withdrawal of Brian Kiley
3/17/2011	Buy 20 DLB @ \$49.95	Favorable SSG, Outstanding History
4/27/2011	Sold 10 NVO @ \$125.86	Fully valued, took profit just after top price. We would repurchase at a future date with a favorable SSG and a bigger discount to intrinsic value.
5/9/2011	Trans \$2269.86 Cash	Full cash withdrawal of Eric From
5/26/2011	Sold 8 QSII @ \$85.26	Fully valued, took profit to reinvest. Has since had a 2 for 1 stock split and then gapped down. Might consider repurchase with a favorable SSG and some clarity on what will be the result of reduced Federal Stimulus spending.
6/16/2011	Buy 3 AAPL @ \$326.79	Very favorable SSG, plenty of potential.
6/16/2011	Sold 1 CMG @ \$268.29	Sold to clean up our Portfolio and reinvest.
11/17/2011	Buy 2 AAPL @ \$383.82	Still very favorable SSG, plenty of potential.
11/17/2011	Buy 15 PRAA @ \$70.99	Favorable SSG

### **AUDIT COMMITTEE REPORT**



Statement Reporting Period: 12/01/11 - 12/31/11

800-669-3900 TD AMERITRADE DIVISION OF TD AMERITRADE INC PO BOX 2209 OMAHA, NE 68103-2209

Statement for Account # 788-987466
NATIONWIDE INVESTMENT CLUB
(A PARTNERSHIP)
ATTN: ERIC FROM
2459 WESTWIND LN
CEDAR RAPIDS, IA 52411-8108

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			Portfolio	Portfolio Summary				
	Current	Prior	Period	%	Estimated Estimated	Estimated		
Investment	Value	Value	Change	Change	Income	Yield	Portfolio Allocation	
Cash	\$18.02	- \$	\$18.02	•	- <del>\$</del>			
Insrd Dep Acct	3,656.36	1,157.52	2,498.84	215.9%	٠	0.01%	-	3
Money Market							Cash 0 2%	Den
Short Balance					•			Acd
Stocks	7,753.49	9,614.57	(1,861.08)	(19.4)%	66.57	%6.0		32.0%
Short Stocks								_
Fixed Income								
Options					•		/ ·	
Short Options					٠		Stocks	
Mutual Funds					٠		%8.79	
Other								
Total	\$11,427.87	\$10,772.09	\$655.78	6.1%	\$66.57	%9.0		

Cash Activity Summary			Income & E	Income & Expense Summary	ıry		Performance Summary	
	Current	YTD		Reportable	Non Reportable	YTD		
Opening Balance	\$ 0.00	- <del>\$</del>	Income				Cost Basis As Of - 12/31/11	\$6,762.64
Securities Purchased		(4,695.59)	Dividends	, <del>69</del>	- \$	\$92.98	\$92.98 Unrealized Gains	1,053.70
Securities Sold	2,208.14	4,466.97	Interest			٠	Unrealized Losses	(62.85)
Funds Deposited	308.71	3,742.03	Other			٠	Funds	1 470 17
Funds Disbursed		(2,269.86)	Expense				Deposited/(Disbursed) ***	77.7
Income		92.98	Interest	۰			Income/(Expense)™	87.63
Expense		(5.35)	Fees				Securities	0.00
Other	(2,498.83)	(1,313.16)	Other			(5.35)	Received/(Delivered) TD	
Closing Balance	\$18.02	\$18.02	Net	\$0.00	\$0.00	\$87.63		

	Online Cash Services Summary	
Description	Current	Year To Date
CREDITS		
Checks Deposited	\$ 308.71	\$ 3,654.94
Electronic Transfer		87.09
Subtotal	308.71	3,742.03
DEBITS		
Electronic Transfer	- &	\$ (2,269.86)
Subtotal	0.00	(2,269.86)
TOTAL	308.71	1,472.17
	Income Summary Detail*	
Description	Current	Year to Date
Foreign Dividend Tax Withheld	\$ 0.00	\$ (5.35)
Qualified Dividends	0.00	92.98
IDA Interest	0.01	0.35

<sup>\*</sup>This section displays current and year to date taxation values for this account. The current totals may not equate to the total payments listed on this statement as corrections to tax reporting may also be included. These corrections can include changes made to previous payments and removal of payments reportable in a previous tax year (spillover dividends). The year to date totals will accurately reflect your cumulative amount for the year.

			Accol	Account Positions						
	Symbol/		Current	Market	Market Purchase	Cost	Average	Cost Average Unrealized	Estimated	ted
Investment Description	CUSIP	Quantity	Price	Value Date	Date	Basis	Cost	Gain(Loss)	Income Yield	Yield
Stocks - Cash										
ABBOTT LABS COM	ABT	23.035	\$ 56.23	\$1,295.26 07/23/10 \$ 1,129.58	07/23/10	\$ 1,129.58	\$ 49.04	\$ 165.68	\$ 44.23	3.4%
APPLE INC COM	AAPL	2	405.00	2,025.00 06/16/11	06/16/11	1,766.01	353.20	258.99		
CATALYST HEALTH SOLUTIONS INC COM	CHSI	20	52.00	1,040.00 09/16/10	09/16/10	806.20	40.31	233.80		
LKQ CORP COM	LKQX	30	30.08	902.40	902.40 08/19/10	591.60	19.72	310.80		

				Account Activity					
Trade	Settle	Acct	Transaction/		Symbol/				
Date	Date	Type	Cash Activity*	Description	CUSIP	Quantity	Price	Amount	Balance
Opening Balance 12/02/11 12/02/1	<b>Balance</b> 12/02/11	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT RDC 5016 BILLPAY	,		\$ 0.00	\$ 20.12	<b>\$ 0.00</b> 20.12
12/05/11	12/05/11 12/05/11 Cash	Cash	Journal - Other	PURCHASE FDIC INSURED DEPOSIT ACCOUNT			0.00	(20.12)	0.00
12/14/11	12/14/11 12/14/11 Cash	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT INVESTMENT CLUB, NATIONWI 20111214130035511867			0.00	30.14	30.14
12/15/11	12/15/11 12/15/11 Cash	Cash	Journal - Other	PURCHASE FDIC INSURED DEPOSIT ACCOUNT			0.00	(30.14)	0.00
12/19/11	12/19/11 12/19/11 Cash	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT HAYS, ROBERT, NATIONWIDE 20111219130016298883			0.00	50.07	50.07
12/20/11	12/20/11 12/20/11 Cash	Cash	Journal - Other	PURCHASE FDIC INSURED DEPOSIT ACCOUNT			0.00	(50.07)	0.00
12/22/11	12/22/11 12/23/11	Cash	Sell - Securities Sold	DEVRY INC DEL COM	Δ	0.134	36.55	4.90	4.90
12/23/11	12/23/11 12/23/11	Cash	Journal - Other	PURCHASE FDIC INSURED DEPOSIT ACCOUNT			0.00	(4.90)	0.00
12/23/11	12/23/11 12/23/11	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT LYNNE K TYLKE 20111124024509121533			0.00	50.02	50.02
12/23/11	12/23/11 12/23/11 Cash	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT STEPHEN GIDEON 20111125225150829963			0.00	20.10	70.12
12/27/11	12/27/11 12/27/11	Cash	Journal - Other	PURCHASE FDIC INSURED DEPOSIT ACCOUNT			0.00	(70.12)	0.00
12/27/11	12/27/11 12/27/11	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT LEI, PAUL 20111227130014661345			0.00	20.03	20.03
12/27/11	12/27/11 12/27/11 Cash	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT RDC 172845207 BILLPAY			0.00	60.04	80.07

				Account Activity	N.				
Trade	Settle	Acct	Transaction/		Symbol/				
Date	Date	Type	Cash Activity*	Description	CUSIP	Quantity	Price	Amount	Balance
12/22/11	12/22/11 12/28/11 Cash	Cash	Sell - Securities Sold	BIO-REFERENCE LABS INC CM NEW	BRLI	-09	15.82	940.18	1,020.25
12/22/11	12/22/11 12/28/11 Cash	Cash	Sell - Securities Sold	DEVRY INC DEL COM	2	18-	36.55	648.88	1,669.13
12/28/11	12/28/11 12/28/11 Cash	Cash	Journal - Other	PURCHASE FDIC INSURED DEPOSIT ACCOUNT			0.00	(1,669.13)	0.00
12/28/11	12/28/11 12/28/11 Cash	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT ECKMAN, MARK 20111228130011631719			0.00	20.09	20.09
12/28/11	12/28/11 12/28/11 Cash	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT RDC 995609 BILLPAY			0.00	20.08	40.17
12/29/11	12/29/11 12/29/11 Cash	Cash	Journal - Other	PURCHASE FDIC INSURED DEPOSIT ACCOUNT			0.00	(40.17)	0.00
12/27/11	12/27/11 12/30/11 Cash	Cash	Sell - Securities Sold	DOLBY LABORATORIES INC COM	DLB	20-	31.16	614.18	614.18
12/30/11	12/30/11 12/30/11 Cash	Cash	Journal - Other	PURCHASE FDIC INSURED DEPOSIT ACCOUNT			0.00	(614.18)	0.00
12/30/11	12/30/11 12/30/11 Cash	Cash	Cash Rec'd - Funds Deposited	CASH RECEIPT ECKMAN, MARK 20111230130009758818			0.00	18.02	18.02
Closing Balance	Balance								\$18.02

\*For Cash Activity totals, refer to the Cash Activity Summary on page one of your statement.

	MTD	PAID	<del>-</del>							
	MTD	Accrued	<del>-</del>		0.01	0.01	0.01	0.01	0.01	0.01
edited	Interest	Accrued	-\$		0.01					
Account Interest Cr	Interest	Rate	0.0100	0.0100	0.0100	0.0100	0.0100	0.0100	0.0100	0.0100
Insured Deposit	Number	of Days	4	10	5	က	4	_	_	-
		Balance	\$ 1,157.52	1,177.64	1,207.78	1,257.85	1,262.75	1,332.87	3,002.00	3,042.17
	Begin	Date	12/01/11	12/05/11	12/15/11	12/20/11	12/23/11	12/27/11	12/28/11	12/29/11

				Insured Deposi	Insured Deposit Account Interest Credited				
Begin				Number	Interest	Interest	est	MTD	MTD
Date			Balance	of Days	Kate	Accrued	ed	Accrued	PAID
12/30/11			3,656.35	2	0.0100			0.01	0.01
Total Interest Income	st Income								\$0.01
				rades	I races Pending Sewement	ent			
Investment Description	Description	-	Account	t Symbol/ CUSIP	Quantity	Price	Trade Date	Settle Date	Amount
BUY DOLE	BY LABOR	DOLBY LABORATORIES INC COM		DLB	20	\$ 30.4694	12/28/11	01/03/12	\$ (618.39)
				Insured De	Insured Deposit Account Activity	ctivity			
Date	Check	Date				Tracking	Expense		
Cleared	Number	Written	Transaction	Description		Code	Code	Amount	Balance
Opening Balance	ance								\$1,157.52
12/05/11		12/05/11	Received	FDIC INSURED DEPOSIT ACCOUNT	SIT ACCOUNT			\$ 20.12	1,177.64
				IDA01 NOT COVERED BY SIPC	BY SIPC				
				ACCOUNT	NED DEL COL				
12/15/11		12/15/11	Received	FDIC INSURED DEPOSIT ACCOUNT	SIT ACCOUNT			30.14	1,207.78
				IDA01 NOT COVERED BY SIPC	BY SIPC				
				ACCOUNT	JRED DEPOSII				
12/20/11		12/20/11	12/20/11 Received	FDIC INSURED DEPOSIT ACCOUNT	SIT ACCOUNT			20.02	1,257.85
				IDA01 NOT COVERED BY SIPC	BY SIPC				
				PURCHASE FDIC INSURED DEPOSIT	JRED DEPOSIT				
				ACCOON	!				
12/23/11		12/23/11	Received	FDIC INSURED DEPOSIT ACCOUNT IDA01 NOT COVERED BY SIPC	SIT ACCOUNT BY SIPC			4.90	1,262.75
				PURCHASE FDIC INSURED DEPOSIT	JRED DEPOSIT				

1,332.87

70.12

ACCOUNT
FDIC INSURED DEPOSIT ACCOUNT
IDA01 NOT COVERED BY SIPC
PURCHASE FDIC INSURED DEPOSIT
ACCOUNT

12/27/11 Received

12/27/11

				Insured Deposit Account Activity	<b>Activity</b>			
Date	Check	Date			Tracking	Expense		
Cleared	Number	Written	Written Transaction Description	Description	Code	Code	Amount	Balance
12/28/11		12/28/11	12/28/11 Received	FDIC INSURED DEPOSIT ACCOUNT			1,669.13	3,002.00
				IDA01 NOT COVERED BY SIPC				
				PURCHASE FDIC INSURED DEPOSIT				
				ACCOUNT				
12/29/11		12/29/11	12/29/11 Received	FDIC INSURED DEPOSIT ACCOUNT			40.17	3,042.17
				IDA01 NOT COVERED BY SIPC				
				PURCHASE FDIC INSURED DEPOSIT				
				ACCOUNT				
12/30/11		12/30/11	12/30/11 Received	FDIC INSURED DEPOSIT ACCOUNT			614.18	3,656.35
				IDA01 NOT COVERED BY SIPC				
				PURCHASE FDIC INSURED DEPOSIT				
				ACCOUNT				
12/30/11		12/30/11	12/30/11 Received	Interest: Insured			0.01	3,656.36
				Deposit Account				
Closing Balance	lance							\$3,656.36
TD Bank NA	¥.						\$3,656.36	

FDIC Insured Deposit Account (IDA) balances reflected in your brokerage account are FDIC-insured up to applicable limits and held by TD Bank, N.A., or TD Bank USA, N.A., or both. The IDA balances are not covered by the Securities Investor Protection Corporation (SIPC) protection applicable to your brokerage account.

# Important Information

http://www.tdameritrade.com/financialstatement.html on or before 12/29/2011, or by contacting TD Ameritrade Clearing, Inc. at 1-800-237-8692. As of 9/30/11, TD Ameritrade Clearing, Inc. had net capital and a net capital requirement of \$1.26 billion and \$199.3 million, respectively. A copy of the report and comments is currently available for customers' inspection at the principal office of the commission in Washington DC and the Denver, CO office of the Commission. The most recent statement of financial condition for TD Ameritrade Clearing, Inc. may be obtained at no cost, via the Internet at

# Annual Margin Disclosure

supporting your loan. As a result, the firm can take action, such as issuing a margin call and/or selling securities or other assets in any of your accounts held with TD Securities purchased on margin are the firm's collateral for the loan to you. If the securities in your account decline in value, so does the value of the collateral Ameritrade, in order to maintain the required equity in the account.

margin call. The firm can increase its "house" maintenance requirements at any time and is not required to provide you advance written notice. You are than you deposit in the margin account. The firm can force the sale of securities or other assets in your account(s). The firm can sell your securities or other assets without contacting you. You are not entitled to choose which securities or other assets in your account(s) are liquidated or sold to meet a It is important that you fully understand the risks involved in trading securities on margin. These risks include the following: You can lose more funds not entitled to an extension of time on a margin call.



**NYSE 2011** 

Name: Jessica Socquet

Family: Married to Scott (Corporate Pilot), son 9 Chase and daughter 6 Alexa.

Career: Telecommunications in Los Angeles (software co, hardware co and a dotcom)

Hobbies: Triathlete, Bookclub, travel, closet techie, investing, museums

Currently reside in Milford, CT - originally from Coeur d'Alene, ID

Investing Experience: I have been investing on and off for many years employing shorter term methods mostly with stock options using technical analysis and the occasional bad stock tip. More recently, I transitioned to investing with fundamentals for the long term when I found Better Investing. Their strong educational focus is a great fit for me. I enjoy researching companies and like the variety of industries that we invest in. I find the Toolkit software incredibly powerful.

Investing Topics Desired: Financial statements and the "red flags" to watch for.

Investing Books and Resources:
Warren Buffet Biography
The Complete Option Player
Better Investing Stock Selection Guide
Darlene Nelson Stock Splits
Ken Roberts Commodity investing
Women Option Traders
Wade Cook covered calls
(more in bins in the basement)

### Online Resources:

Khanacademy.org  $\sim$  free 10 minute educational videos, great finance section. Yale & MIT have free older finance/economics classes online, some include handouts/tests stockcharts.com  $\sim$  great website for technical indicators. The Investors Business Daily has great educational articles.

Name: Mark Eckman

Club Experience: NIC Treasurer in my first club

Occupation: Certified Public Accountant managing health benefits and pensions

City: Cedar Rapids IA

Family: Married for 34 years to the most wonderful woman on Earth, Dorothy. We have two grown children. My son works for Wells Fargo, (just got a promotion,) and my daughter is completing her senior year at Wartburg College and will head to grad school next year. My hobbies include cooking (mostly Italian and BBQ – you can't beat my rigatoni carbonara and I do a fantastic brisket,) and watching college football.

Investing Experience: My first stock was a present from my Dad, Sunset International Petroleum sometime back in the 1960s. It has the same value today - \$-0-. Serious investing began with my first mutual fund purchase in about 1976.

Areas of "Expertise": As a Certified Public Accountant, I am comfortable reading financial statements and related filings at the SEC. My experiences as a bank examiner and in public accounting have given me a great deal of understanding of why businesses do some of the things they do. I have been in banks ranging from less than \$1,000,000 in assets to those in the billions. With long stints in the telecommunications and defense industries, I understand those industries better than others

Investing Education Topics Desired: 1.) Investor psychology & how irrational investors can be with evidence directly in from of them to make the correct decision. 2.) How to maintain discipline, regardless of the market.

Financial Books: *The Intelligent Investor*, Graham & Dodd - A great classic, but a bit dated.

The Ultimate Dividend Playbook, Josh Peters - For any investor that wants to find consistent income from stocks using a growth at a reasonable price methodology.

A Random Walk Down Wall Street, Burton Maikel - The first edition has the best explanation of the efficient market hypothesis ever written. Too bad, it is not practical.

Enron: The Smartest Guys in the Room, McLean & Elkind - The debacle provided me with a great learning tool as an investor, an auditor and a consumer. Don't trust if they don't disclose. The Retirement Savings Time Bomb, Ed Slott - A very practical read to ensure you understand and use the tax laws and the beneficiary rules of retirement plans to your advantage.

The Berkshire Hathaway Annual report, any year after 1975 – Warren Buffet takes his education from Benjamin Graham and translates it into something we can all use. Incredible how simple to understand, yet detailed and accounting oriented the annual letter can be without using numbers.

Date: November 16, 2011

Name: Bob Hays

**Club Experience:** NIC VP in my 2<sup>nd</sup> year with my first club

Occupation: Retired Military City: Port Angeles, WA



**Family:** Married, 43 years to Jean Anne. We have one daughter, Brandi, born in Portola, CA in 1970 and lives in VA with our Grand Daughter, Mallory (8years old) and our Son-in-law, Daniel.

**Hobbies:** Beagles, my current pal; Eaglehaven's Bagley Creek Jake, Orchardist (27 fruit and nut trees), Gardening (Blackberries, Blueberries, Raspberries, Strawberries and more than a dozen vegetables, Blue Bird boxes (successfully rearing Blue Birds since 2000, very rare in the Pacific Northwest) and Bird Watching (more than 75 species in my garden since 1998).

<u>Investing Experience:</u> I have been investing in mutual funds for nearly 40 years. In 2005, I grew tired of high turnover ratios, poor performance and high expenses. I had never invested in individual stocks because I was never comfortable trying to decide what was a reasonable price for a stock. I had heard about the "Beardstown Ladies" and investment clubs and my library research led to NAIC, now BetterInvesting. I decided I could make my own mistakes more cheaply so, I joined Better Investing in early 2006 and started my own stock portfolio.

**Areas of "Expertise":** Hard to say. My academic background was business and economics so I enjoy keeping up with day to day economic news. Oh, and experience, "I'm older than dirt" and I've picked up a few things along the way!

**Investing Education Topics Desired:** I have studies all the BI books and attended all the BI Core Courses and have attended many webinars of various subjects. I struggle with financial documents. I can read them but have difficulty interpreting the nuances that are often in them. What they say it is a skill I have not mastered. I do pretty well with Balance Sheet, Income Statement and Cash Flow but the NOTES kill me! I have just bought the book, "Warren Buffett and the Interpretation of Financial Statements". Bivio has suggested this book as the basis for club education on financial statements.

**Financial Books:** All of the BetterInvesting books are very good and I recommend them. Other favorites: "Starting and Running a Profitable Investment Club" by Thomas E. O'Hara and Kenneth S. Janke, Sr., "Take Stock" by Ellis Traub, "The Five Rules for Successful Stock Investing" by Pat Dorsey, "The Business of Value Investing" by Sham M. Gad, "The Little Book of Value Investing" by Christopher Browne.



**Date:** 11/18/2011 **Name:** Steve Gideon

**Club Experience:** In second year with Nationwide IC. Have been a Director of the Los

Angeles BI Chapter for several years

Occupation: Retired Engineer/Exec in Electronics Industry

City: Glendora, California

**Family:** Married to Barbara (52 yrs).

Son/Daughter-in-law with 2 boys in Montclair N.J.

Daughter/Son-in-law with 2 girls in Swampscott, Ma (Boston area)

**Hobbies:** Golf, running, travel, theater, investing

<u>Investing Experience:</u> I've been investing in stocks and mutual funds for many years. After I retired I searched for a systematic approach for evaluating stocks that made sense to me. Eventually I found NAIC (BetterInvesting) that offered a structured methodology for me to use as well as useful tools.

<u>Areas of "Expertise":</u> I have prepared and taught classes on Portfolio Mgt, SSG Preparation, Judgment and ETFs

**Investing Education Topics Desired:** Analysis of different sectors/industries

<u>Financial Books:</u> Take Stock — E. Traub, Investment Valuation — A. Damodaran, Security Analysis — B. Graham & D. Dodd, The Future For Investors — J. Siegal, Beating The Street — P. Lynch, All About Asset Allocation — R. Ferri, The Intelligent Asset Allocator — W. Bernstein, Fooled By Randomness — N. Taleb



**Date:** 11/17/2011 **Name:** Josh Martin

Club Experience: NIC Secretary in my 2<sup>nd</sup> year with the Club, 1<sup>st</sup> year LA/MS BI Chapter

Director

Occupation: US Navy Officer

City: New Orleans, LA Family: Unmarried.

**Hobbies:** Hiking, Biking, Boating. Would like to do my first triathlon next spring/summer.

<u>Investing Experience:</u> I have been investing for about 10 years usually in mutual/index funds. I prefer individual companies but found it difficult to find reasonably priced analysis tools (especially fundamental analysis) or the time to analyze companies without those tools until finding BI.

Areas of "Expertise": I am generally current with the daily financial news and feel I'm pretty well-versed in a broad range of financial knowledge though probably not an expert in any. I've always been drawn to the idea of Value investing but found Value investing just takes too much time to research. I'm currently branching out by following some InvestEd instructors who have been teaching and helping people with technical analysis and some conservative Options strategies.

<u>Investing Education Topics Desired:</u> Quarterly and Annual Reports. How do you read through them quickly, yet thoroughly? The legalese changes with every filing, but I can't discern the important changes from the chaff. I'd also like to see more information about "When to Sell" and Portfolio Management using PERT.

<u>Financial Books:</u> I spend too much time reading financial/investing books and news. My first investing book was the Motley Fool's Investment Guide. At the time, I thought it was the holy grail of investing until I unsuccessfully implemented their "can't lose" Dogs of the Dow in 1999-2000 (everything may have been unsuccessful around that time). Since then, I've read about Warren Buffett, Peter Lynch, Ben Graham and Philip Fisher. I've looked into some basic accounting texts and like "It's Earnings that Count" and "Quality of Earnings" as well as some financial history books. I have BI's Stock Selection Handbook and Using Portfolio Wisdom as well as an old NAIC Investors Manual and really like the way they simplify analysis to the 80% level as I just don't have the time to be a full time analyst. Oh, and I also have quite a few spreadsheets for various strategies and methods.



**Date:** 12/14/2011

Name: Stuart Weissman

**Club Experience:** Mad Loot I.C. - 6 years (Founder)

Nationwide I.C. - 4 years (Founder)

Occupation: Workflow Engineer – Merrill Corporation (Financial Printer)

Premedia and Prepress Manager ISO Quality Program Supervisor

**City:** Glen Ridge, New Jersey

**Family:** Wife Lisa and son Ryan. I am the youngest of 7 siblings.

**Hobbies:** Hockey playing, investing, woodworking, podcasting, beatboxing,

gambling (advantage), blogging, traveling (on the cheap), real estate

investing (landlord).

### **Investing Experience:**

I minored in economics in my undergrad and was taught by my parents about matters of finance. I also won a stock-picking contest in high school, although I forgot which equity I chose. My father was a CNBC junkie when I was in my early teens and he was lucky enough to have owned Commodore through it's great run in the 80's. I recall spending countless hours watching a ticker move across the bottom of our one tv. My family used to use a full service broker who was pretty terrible. I recall during the tech bubble of the late 90's, the broker called me with another one of his many mutual fund (front loaded) ideas. I made a deal with him. I told him to come up with his best investing idea and I would come up with mine. If at the end of the year he managed to outperform me, I would allow him to manage some of my money. He suggested a mutual fund containing tech and mostly telecom. I told him that I would stay in

cash. The bubble burst and he never called me again. Fortunately, I moved my 401k (my single largest investment account at the time) to bond funds at the time, saving myself from the financial damage so many of my peers suffered. If you're curious, I got my 401k back into growth funds about 10% off of the market bottom. I managed to avoid the financial crisis too.

Ultimately, I believe in the basic BI philosophy, but one can't be afraid to sell. Especially when confronted with a choppy market. I also believe in not delving too deep into the finer details. Most of what one needs to know is on the front of the SSG and in section 4. Combine five years of earnings and revenues growth and find a price that represents a good relative value (PE bands), and you'll do better than most of the so-called experts out there. Remember, if any of those financial advisors were really good, they wouldn't need to manage YOUR money. They could simply make a living investing their own.

### Areas of **Ò**Expertise**Ó**:

I'm an expert typographer/graphic designer having spent the last 20 or so years in the industry. I also do my own taxes and have managed to avoid an audit while keeping myself in a nice low tax bracket for quite a number of years. Owning a multi-family rental is certainly the key here.

### **Investing Education Topics Desired:**

Retirement Planning, life insurance options, commodities.

### **Financial Books:**

I really haven't read many books that deal with financing outside of tax preparation and macro-economic issues. In my opinion, there is already way too much information to focus on when stock-picking. I prefer to keep it simple and to focus on the bigger ticket items. I feel that one can tend to grow one's wealth more successfully through smarter management of spending and budgeting than through investing. Especially when families are in their child rearing years when so much nondiscretionary spending unfortunately occurs.

**Date:** November 17, 2011 **Name:** Jim Forshey

**Club Experience:** very little, mostly invested on my own.

Occupation: Retired

Worked 37 Years for the State of California (Senior Information Sys-

tems Analyst)

Military Reserve Retired (11 Years Air Force Reserve, 9 years Army

National Guard)

City: Placerville, California

Family: Agnes (Wife), Anessa (Daughter)

**Hobbies:** 

Fly Fishing; Enjoy Fly Fishing and building Fly Rods

Book/Reading Collecting; (Have over 5,000 books mostly on Fish, Aquariums, Fishing, Automobiles and Dragons/Merlyn.)

Automobiles; have a few, enjoy working on them and driving them.

Aquariums/Fish; have a few aquariums largest is a 360 gallon, use to lead trips into the Amazon/Brazil to collect fish. (Have been made Life member of many aquarium clubs)

Travel; enjoy traveling.

### **Investing Experience:**

Have been investing for many decades; still have a lot to learn. Been a member of BI for many years. Been a life member of AAII for over 20 years

### **Areas of "Expertise":**

Computers/Books/Fish/Aquariums

### **Investing Education Topics Desired:**

Interested in all of them, Enjoy the club mostly because I can hear what others think. I do not have to agree with everything said. But hearing a different point of view is nice.

### **Financial Books:**

This is just some of the books that I have;



Multiple Streams of Income How to Generate a Lifetime of Unlimited Wealth	Allen, Robert G.	John Wiley & Sons, Inc.
The Top Mutual Funds 2007 26th Edition, The Individual Investor's Guide to	American Association of Individual Investors	American Association of Individual Investors
The Top Mutual Funds 2008 27th Edition, The Individual Investor's Guide to	American Association of Individual Investors	American Association of Individual Investors
The Top Mutual Funds 2009 28th Edition, The Individual Investor's Guide to	American Association of Individual Investors	American Association of Individual Investors
Personal Finical Planning The Adviser's Guide	Auster, Rolf	Commerce Clearing House, Inc.
How the Futures Markets Work	Bernstein, Jake	New York Institute of Finance
Against The Gods The Remarkable Story of Risk	Bernstein, Peter L.	John Wiley & Sons, Inc.
Capital Ideas The Improbale Orgigins of Modern Wall Street	Bernstein, Peter L.	John Wiley & Sons, Inc.
The Power of Gold	Bernstein, Peter L.	John Wiley & Sons, Inc.
The Four Pillars of Investing Lessons for Building a Winning Portfolio	Bernstein, William	McGraw-Hill Publishing Company
Stock Selection Handbook, Better Investing Educational Series	Biafore, Bonnie	National Association of Investors Corporation (NAIC)
Fundamentals of Investments for Financial Planning	Bird, Roger C. and Graber, Robert S. and Hoffman, Paul	The American College
Bogle on Mutual Funds	Bogle, John C.	Irwin
How to Start a Business in California	Calmes, Jere L. (Eitorial Director)	Enterpreneur Press
Directory of Dividend Reinvestment Plans	Carlson, Charles B.	Horizon Publishing Company
Dividends Stocks For Dummies	Carrel, Lawrence	Wiley Publishing, Inc.
Mastering the Trade	Carter, John	McGraw-Hill Publishing Company
Devil Take Hindmost A History of Financial Speculation	Chancellor, Edward	Farrar,Straus and Giroux
Wall Street Money Machine	Cook, Wade B.	The Light House Publishing Group
An Uncommon Way to Wealth	D'Argent, Victor	Charterhouse Publishing
Mutual Fund Superstars, William E. Donoghue's	Donoghue, William E.	Elliott & James Publishers, Inc.
Ordinary People, Extraordinary Wealth	Edelman, Ric	HarperResource
Your Top Investing Moves For Retirement, Money	Ellis, Junius	Time Inc.
How to Talk so Kids Can Learn at Home and in School	Faber, Adelle and Mazlish, Elaine	A Fireside Book
The Master Swing Trader	Farley, Alan S.	McGraw-Hill Publishing Company
The Master Swing Trader Toolkit	Farley, Alan S.	McGraw-Hill Publishing Company
Investing With The Insiders Legally	Feigen, Aaron B.	Simon and Schuster
100 Years of Wall Street	Geisst, Charles R.	McGraw-Hill Publishing Company
The Origins of Value The Financial Innovations that Created Modern Capital Markets	Goetzmann, William N. and Rouwenhorst, K. Geert	Oxford University Press
Security Analysis	Graham, Benjamin and Dodd, david L.	McGraw-Hill Publishing Company