

Stocks are the best way to participate in the future growth of the global economy.



About the Investor Protection Institute
 The Investor Protection Institute (IPI) is an independent nonprofit organization that advances investor protection by conducting unbiased research and groundbreaking education programs. IPI carries out its mission through investor education, protection and research programs delivered at the national and grassroots level in collaboration with state securities regulators and other strategic partners. IPI is dedicated to providing innovative investor protection programs that will make a meaningful difference in the financial lives of Americans in all walks of life and at all levels of sophistication about financial matters. For additional information, visit www.iinvest.org.

About the Investor Protection Trust
 The Investor Protection Trust (IPT) is a nonprofit organization devoted to investor education. More than half of all Americans are now invested in the securities markets, making investor education and protection vitally important. Since 1993 the Investor Protection Trust has worked with the States and at the national level to provide the independent, objective investor education needed by all Americans to make informed investment decisions. For additional information, visit www.investorprotection.org.

Get more resources and tools
 A variety of noncommercial investor education and protection materials, including booklets, videos and curricula, are available and can be downloaded for educational purposes at www.investorprotection.org.



Your State Securities Regulator can:
 ■ Verify that a broker-dealer or investment adviser is properly licensed;
 ■ Provide information about prior run-ins with regulators that led to disciplinary or enforcement actions; serious complaints that may have been lodged against them; their educational background and previous work history;
 ■ Provide a Web site, telephone number or address where you can file a complaint; and
 ■ Provide noncommercial investor education and protection materials.
 For contact information for your State Securities Regulator, visit the North American Securities Administrators Association (NASAA) Web site at www.nasaa.org and click on "Contact Your Regulator."

State Securities Regulators have protected investors from fraud for more than 100 years. Securities markets are global, but securities are sold locally by professionals who are licensed in every state where they conduct business. State Securities Regulators work within your state government to protect investors and help maintain the integrity of the securities industry.



The Basics for Investing in Stocks

By the Editors of
Kiplinger's Personal Finance

Stocks represent the best way to participate in the future growth of the global economy

Almost everyone should own some stocks. They represent the best way to participate in the future growth of the global economy and of individual companies. But stocks can be confusing and their gyrations can be scary. One way to learn about investing in stocks is with the booklet *The Basics for Investing in Stocks*. Here's a sample of information in the booklet.

Over the long run, stocks have beaten the performance of any other major asset class by a wide margin. Since 1926, stocks have returned nearly 10% per year, on average. Note that this 88-year span includes numerous wars, recessions and the Great Depression. It also includes the severe decline in stock prices from late 2007 to early 2009, a period that overlaps what some call the Great Recession.

Stocks deserve a prominent place in any long-term investment plan, such as a retirement account. But because stocks are volatile—which means that by their nature, their value rises and falls—invest in them with caution. Ideally, stocks should be held to meet medium- and long-term goals.

Stocks come in a variety of flavors:

- Growth stocks are shares of companies that consistently generate above-average revenue and profit growth.
- Income stocks pay out a relatively high ratio of their earnings in the form of dividends.
- Value stocks describe stocks that are cheap

in relation to fundamental measures, such as profits, sales or the value of a company's assets.

- Small-company stocks over time have generated better returns than stocks of large companies. But small-company stocks are often risky.
- Foreign stocks add a valuable diversification benefit to a purely domestic stock portfolio. They provide exposure to foreign currencies, economies and business cycles.

The Need for Diversification

Diversification means spreading your money around many investments to lessen risk. The idea is to avoid a situation in which your investments are concentrated in so few

holdings that big declines in the value of just one or two of them wreck your portfolio. If you buy individual stocks, you probably need a minimum of 20 to 30 companies from a variety of different industries for sufficient diversification.

How to Pick Stocks

Broadly speaking, there are two basic approaches to stock picking: Using a top-down approach, an investor begins with an analysis of the economy, markets and industries. Trends in the economy, such as employment and interest rates, substantially influence company earnings. The alternative is a bottom-up approach, in which the investor pays little attention to the big picture and instead focuses on individual companies.

There are numerous ways to pick individual stocks, some of them quite complex. In general, though, investors look for companies that deliver solid earnings growth or those whose share prices are cheap relative to the perceived value of the company.

It's crucial to understand how stocks are valued. Here are some key approaches: **Price-Earnings Ratio.** The P/E ratio is perhaps the best-known and most widely used yardstick to assess the value of a stock.



OPEN HERE FOR MORE



The Basics for Investing in Stocks

Invest only in companies you can understand

The numerator, *P*, is a stock's current price. The denominator, *E*, is a company's earnings per share. The P/E ratio tells you how much investors are willing to pay for each dollar a company earns.

Price-to-Book-Value Ratio. Book value, also known as shareholder equity, is a company's assets minus liabilities. Price to book value (P/B) can come in handy for evaluating stocks when P/E ratios don't make sense.

Price-to-Sales Ratio. As with P/B, price-to-sales ratios are useful in valuing a company whose earnings are negative or erratic.

Dividend Yield. Yield is the amount of dividend a company pays to shareholders annually expressed as a percentage of the stock's price. Sometimes, stocks with high dividend yields are seen as good values.

Finding Growth

There are many ways to find great growth stocks. Perhaps the simplest is through your own observations. You may dine at a restaurant chain with an interesting new concept that seems to be opening a new facility every week. Your teenage kids may tip you off to a new store that all their friends are patronizing. Or it could be a technology company that turns out one winning product after another. In any case, you should, as a rule, invest only in companies that you can understand.

When To Sell

The decision of when to unload a stock is as important as deciding which stocks to buy in the first

place. Among possible reasons to sell:

- The fundamentals change. Suppose you bought a stock because you had high expectations for a new product. If the product turns out to be a dud, sell.
- The dividend is cut. It's a sign of a company with problems.
- You reach your target price. Many investors set specific price targets, both up and down, when they buy a stock. A good target is to sell after you double your money, or after you lose 20%.

Consider Mutual Funds

Funds offer a number of benefits. Instead of researching individual stocks yourself, you are effectively hiring an investment professional to analyze companies and stocks. The manager will decide when is an opportune time to purchase and to sell stocks.

Funds are convenient. While you may need to purchase 20 to 30 stocks for adequate diversification, a diversified mutual fund provides a one-stop-shopping approach to spreading risk. Researching small-company or foreign stocks can be especially daunting. You can fill gaps such as these in your portfolio by buying small-company or foreign funds. In fact, you can find funds that address almost any investment strategy, broadly or narrowly defined.

More information. To read the full-length *The Basics for Investing in Stocks* booklet, visit www.investorprotection.org or contact your State Securities Regulator's office.



MORE INFORMATION ABOUT INVESTING

The following booklets from the Editors of *Kiplinger's Personal Finance* magazine and the Investor Protection Trust are available at your library and offices of State Securities Regulators.



Five Keys to Investing Success

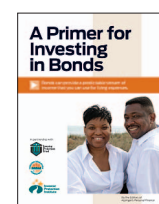
- Make investing a habit
- Set exciting goals
- Don't take unnecessary risks
- Keep time on your side
- Diversify



The Basics for Investing in Stocks

- Different flavors of stocks
- The importance of diversification
- How to pick and purchase stocks
- When to sell

Key measures of value and finding growth
What's your return?
Consider mutual funds



A Primer for Investing in Bonds

- How do bonds work, anyway?
- How much does a bond really pay?
- How to reduce the risks in bonds
- Going the mutual fund route



Mutual Funds and ETFs: Maybe All You'll Ever Need

- Mutual funds: The best investment
- The different types of funds
- How to choose funds
- Assembling a portfolio

Sources of mutual fund information
Where to buy funds



Maximize Your Retirement Investments

- Three key rules
- Creating the right investment mix
- Investing on target
- Best places to save

Guidelines for saving at every life stage
Getting the money out and creating an income stream

Protect your money: Check out a broker or adviser



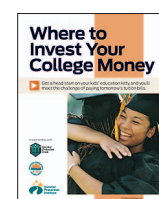
Getting Help With Your Investments

- Do you need a financial adviser?
- Who's who among financial advisers
- How to choose an adviser
- How to open an account

5 questions to ask before you hire an adviser

What can go wrong

How to complain



Where to Invest Your College Money

- The basics of investing for college
- Investing in a 529 savings plan
- Locking in tuition with a prepaid plan
- Other tax-favored ways to save

Tax credits for higher education

Save in your child's name?

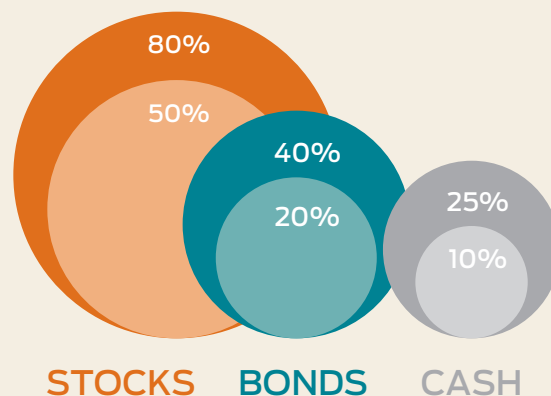


REBALANCE YOUR INVESTMENTS

Complete this worksheet at least once a year so you'll know how your investment mix is changing. Then take action to bring it back into line with a mix that matches your goals and your risk tolerance.

	MARKET VALUE	PERCENT OF TOTAL
CASH		
Savings accounts	\$ _____	____%
CDs	\$ _____	____%
Money-market funds	\$ _____	____%
Treasury bills	\$ _____	____%
TOTAL CASH	\$ _____	____%
STOCKS		
Individual shares	\$ _____	____%
Mutual funds	\$ _____	____%
ETFs	\$ _____	____%
TOTAL STOCKS	\$ _____	____%
BONDS		
Individual bonds	\$ _____	____%
Mutual funds	\$ _____	____%
ETFs	\$ _____	____%
TOTAL BONDS	\$ _____	____%
Rental real estate	\$ _____	____%
Limited partnerships	\$ _____	____%
Precious metals	\$ _____	____%
Collectibles	\$ _____	____%
Other investments	\$ _____	____%
TOTAL INVESTMENTS	\$ _____	____%

HOW TO DIVERSIFY



Think in terms of ranges rather than fixed percentages when deciding how to divvy up your investments. A diverse portfolio allows you to manage risk and adjust according to the market and your time horizon.

THE TRADITIONAL RISK PYRAMID



The higher up the pyramid, the higher your potential reward and the greater your risk of loss—and the smaller the proportion of your investments.



1020 19th Street NW, Suite 890
Washington, DC 20036 www.investorprotection.org



1100 13th Street NW, Washington, DC 20005
www.kiplinger.com