

Keyboard Shortcuts & “Hidden Features” in Toolkit 6

by Doug Gerlach
President, ICLUBcentral Inc.
October 2020



» Webinar Basics



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- ▶ Click arrow button to show control panel.
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GoToWebinar Control Panel

► Use View menu click triangle at left of section label to hide/show sections:

- Audio (All attendees are muted.)
- Handouts (Download in PDF format.)
- Questions (Type in at any time.)

The screenshot shows the GoToWebinar control panel interface. At the top, there is a menu bar with 'File', 'View', and 'Help'. Below it, the 'Audio' section is highlighted with a red box and an arrow. It shows 'Computer audio' selected, a 'MUTED' status, and options for 'Microphone (Realtek Audio)' and 'Speakers / Headphones (Real...)'. The 'Handouts: 1' section is also highlighted with a red box and an arrow, showing a PDF file named '2018-01 Preparing Club Taxes.pdf'. The 'Questions' section is highlighted with a red box and an arrow, showing a text input field with the placeholder '[Enter a question for staff]' and a 'Send' button. At the bottom, the 'Investment Clubs' section displays 'Webinar ID: 648-511-538' and the 'GoToWebinar' logo.

Archives & Upcoming Webinars

- Visit www.iclub.com & click Learning tab.
- Upcoming schedule.
 - Archived webinars.
 - Handouts.

The screenshot shows the ICLUBcentral website. The navigation menu at the top includes 'Home', 'Products', 'Support', 'Learning', and 'Investing'. The 'Learning' tab is selected and highlighted. Below the navigation, the page title is 'Online Workshop Information and Archives'. The main content area contains a paragraph describing the online workshops and a list of upcoming webinars. A large orange arrow points from the text above to the 'Learning' tab. The list of upcoming webinars includes 'Toolkit 6 User Group' and 'Lunchtime Learning'. The page also features a 'Store' link in the top right corner and a 'More Educational Resources' section at the bottom right.

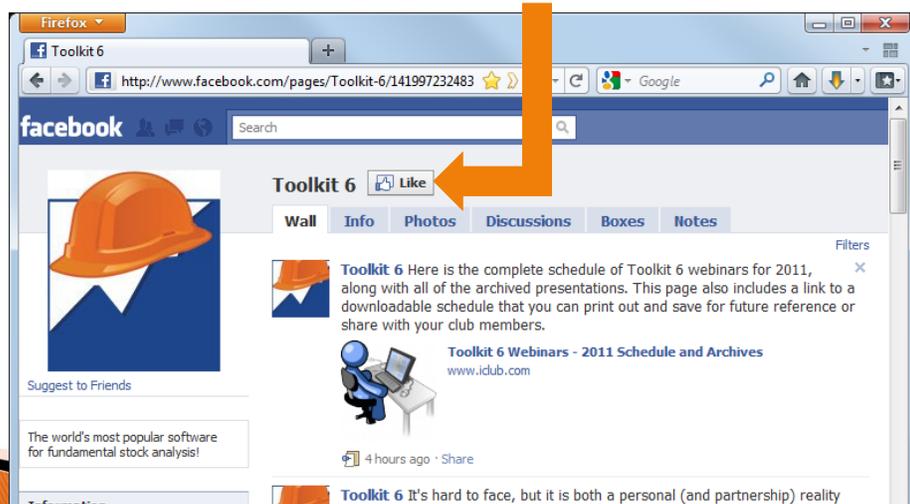
Growth Opportunities Conference 10/8/20



Register at <https://bit.ly/32ZZRV9>

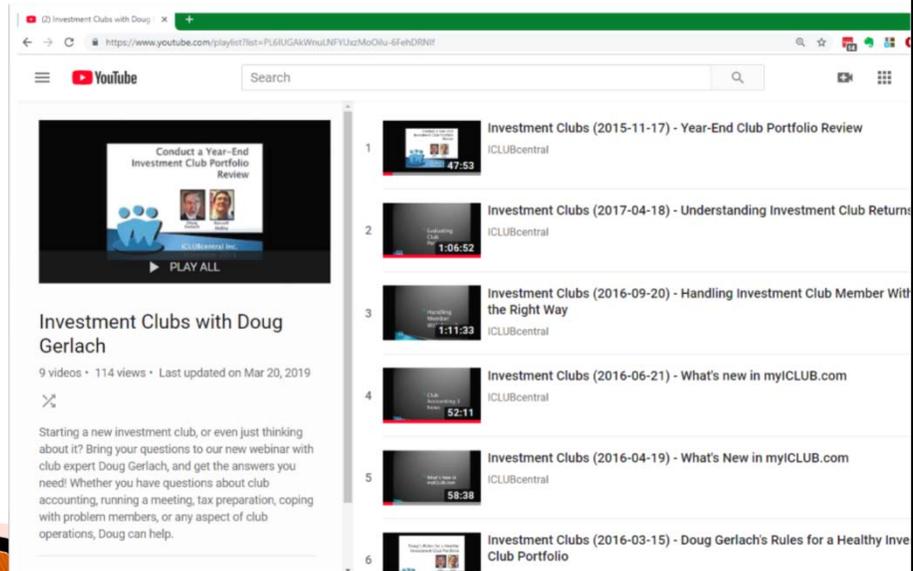
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Standard Navigation Keys

- ▶ F1 : Help.
- ▶ Ctrl+S : Save Stock Study.
- ▶ Ctrl+P : Print.
- ▶ Ctrl+O : Open Stock Study from Library.
- ▶ Ctrl+D : Data Window.



Save BMP of Page

- ▶ Press Alt+P to create & save BMP file of any form page.



» Stock Library & Portfolio



Select Date Sort in Personal Library

Toolkit 6 - C:\USERS\DOUG\DOCUMENTS\VANDEXDISK\GERLACH.MDB

File Edit Library Options Windows Help

Ticker... @ Company Name... Download Find Home We

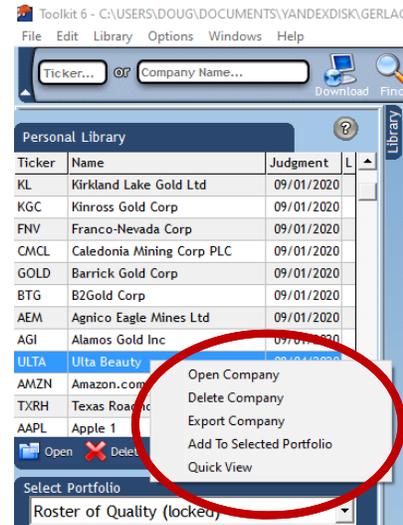
Ticker	Name	Date
AAPL	Apple 1	07/0
UAA	Under Armour	06/0
SKT	Tanger Factory Outlet	06/0
LUV	Southwest Airlines	06/02/2020
NWS	News Corp	06/02/2020
NKE	Nike Inc	06/02/2020
BMA	Macro Bank	06/02/2020
MTCH	Match Group	06/02/2020
HBI	Hanesbrands	06/02/2020

- ▶ In Personal Library, right-click on Date column header to sort by date of:
 - Last Judgment
 - Last Quarter
 - Last Price
- ▶ Hold Shift to sort in reverse order.



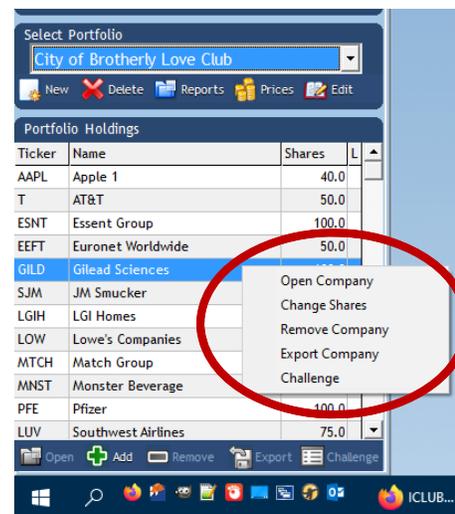
Manage Companies in Library

- ▶ Right-click on company name to:
 - Open Company.
 - Delete Company.
 - Export Company.
 - Add To Selected Portfolio.
 - Display Quick View graph.



Manage Companies in Portfolio

- ▶ Right-click on company name to:
 - Open Company.
 - Change Shares (*in portfolio*).
 - Remove Company (*from portfolio*)
 - Export Company.
 - Challenge.



» Navigating Between Forms



Navigate Quickly between Forms

- ▶ Right-click for pop-up menu, or:
- ▶ Stock Study: Ctrl+F1
- ▶ Stock Management Guide: Ctrl+F2
- ▶ Quarterly Trend: Ctrl+F3
- ▶ Annual PE Analysis: Ctrl+F4
- ▶ Community: Ctrl+F6



Flip from Back to Front of Forms

- ▶ Ctrl+F (as in “Flip”).
- ▶ Works on:
 - Stock Study.
 - Stock Management Guide.
 - Quarterly Trend Analysis/Report.



Cycle through Open Stock Studies

- ▶ Can open 9 stock studies at once.
- ▶ Press Ctrl+Tab to cycle to next study.
 - Also cycles through Portfolio Home Page (if open).
- ▶ Press Ctrl+F4 to close active stock study (will prompt to save if unsaved).



» Stock Study



Display First Impression

- ▶ Ctrl+Alt+I (“I” as in “Impression”).
- ▶ Works on front or back of Stock Study.
- ▶ Favors consistently-growing companies & denigrates inconsistent or overvalued companies.

First Impression

First Impression

Ticker: ULTA
Company Name: Ulta Beauty Inc
Current Price: \$233.78
Suggested Maximum Buy Price: \$184.35
Quality Index: 2.1

Based on a review of the data, this company appears not to meet one or more of your quality requirements at this time.

Select Toolkit's default judgment, or start a stock study fresh, and apply your own judgment. If you select Toolkit's judgment, you can still edit the results.

Show me Toolkit's Judgment Enter my own Judgment

Do not display this window again ?



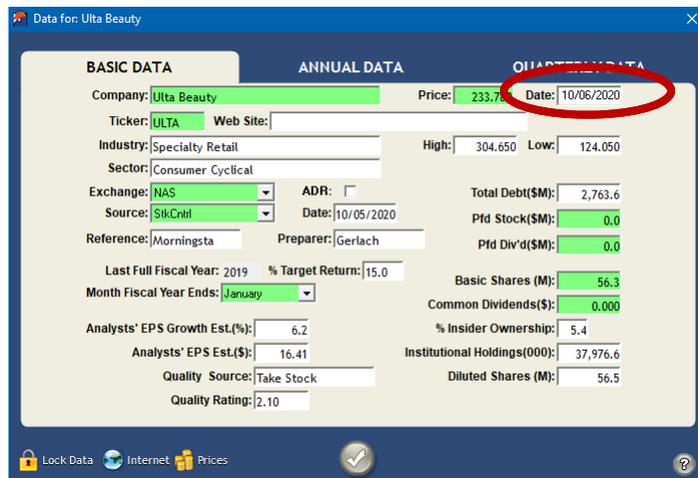
Apply Default Judgment

- ▶ Ctrl+Alt+D.
- ▶ Works on front or back of Stock Study.
- ▶ Applies conservative set of rules to determine EPS & revenue growth rates, future high & low P/Es, future low price.
- ▶ Ctrl+Alt+E applies judgment based on mathematical values only (subject to some limits on maximum values used).



Setting Date in Data Window

- ▶ Add or subtract month: PGUP or PGDN.
- ▶ Add or subtract day: Up or Down Arrow.
- ▶ Insert today's date: Home.



BASIC DATA		ANNUAL DATA		QUARTERLY DATA	
Company:	Ulta Beauty	Price:	233.7	Date:	10/06/2020
Ticker:	ULTA	Web Site:			
Industry:	Specialty Retail	High:	304.650	Low:	124.050
Sector:	Consumer Cyclical				
Exchange:	NAS	ADR:	<input type="checkbox"/>	Total Debt(\$M):	2,763.6
Source:	SlkCrnl	Date:	10/05/2020	Pfd Stock(\$M):	0.0
Reference:	Morningsta	Preparer:	Gerlach	Pfd Div'd(\$M):	0.0
Last Full Fiscal Year:	2019	% Target Return:	15.0	Basic Shares (M):	56.3
Month Fiscal Year Ends:	January			Common Dividends(\$):	0.000
Analysts' EPS Growth Est.(%):	6.2	% Insider Ownership:	5.4		
Analysts' EPS Est.(\$):	16.41	Institutional Holdings(000):	37,976.6		
Quality Source:	Take Stock	Diluted Shares (M):	56.5		
Quality Rating:	2.10				



Navigate Basic Data Fields

- ▶ Tab or Enter moves down.
- ▶ Shift+Tab or Shift+Enter moves up.

Company: Ulta Beauty Price: 233.780 Date: 10/06/2020
 Ticker: ULTA Web Site:
 Industry: Specialty Retail High: 304.650 Low: 114.050
 Sector: Consumer Cyclical
 Exchange: NAS ADR:
 Source: SIK:Crnl Date: 10/05/2020
 Reference: Morningsta Preparer: Gerlach
 Last Full Fiscal Year: 2019 % Target Return: 11.0
 Month Fiscal Year Ends: January
 Analysts' EPS Growth Est.(%): 6.2
 Analysts' EPS Est.(\$): 16.41
 Quality Source: Wake Sto
 Quality Rating: 2.10
 Total Debt(\$M): 2,763.6
 Pfd Stock(\$M): 0.0
 Pfd Div'd(\$M): 0.0
 Basic Shares (M): 56.3
 Common Dividends(\$): 0.000
 % Insider Ownership: 5.4
 Institutional Holdings(000): 3,276.6
 Diluted Shares (M): 56.5



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Navigate Annual & Quarterly Data Fields

- ▶ Tab moves across row, Shift+Tab moves backwards in row.
- ▶ Enter moves down column, Shift+Enter moves up column.

Last Full Fiscal Year: 2019

Year	High	Low	EPS	Div'd	Bk Val	Sales	Net Profit	Tax Rate%	Diluted Shares	LT Debt	Free Cash Flow/Sh
2010	38.20	36,785	1.90	0.000	9.40	1,776.2	120.3	38.5	63.33	0.0	1.46
2011	79.40	76,190	2.68	0.000	11.09	2,220.3	172.5	38.3	64.40	0.0	0.78
2012	103.20	72,510	3.15	0.000	14.45	2,670.6	202.8	38.1	64.46	0.0	1.58
2013	132.80	82,520	3.98	0.000	18.48	3,241.4	257.1	37.5	64.65	0.0	2.28
2014	188.80	120,380	4.98	0.000	21.63	3,924.1	320.0	36.9	64.28	0.0	1.19
2015	278.26	146,770	6.52	0.000	23.37	4,854.7	409.8	37.5	62.85	0.0	4.15
2016	314.80	187,960	8.96	0.000	26.50	5,884.5	555.2	29.4	61.98	0.0	5.46
2017	322.80	191,701	10.94	0.000	30.95	6,716.6	658.6	23.4	60.18	0.0	10.58
2018	368.830	222,000	12.15	0.000	32.32	7,398.1	705.9	22.1	58.11	1,698.7	13.82
2019											



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Change Estimated Low EPS

- ▶ On back page of Stock Study, press Alt+Q:
- ▶ Toggles Estimated Low EPS in Section 4 between 4 options:
 - Last fiscal year.
 - TTM.
 - FTM.
 - Average of TTM+FTM.

.1	20.7	0.0	
39.8		TTM EPS	4.89
2.0		FTM EPS	5.87
142.8%	161.3%	AVG TTM + FTM EPS	5.38

30.23	= Forecast High Price \$	906.9
12.15	4.89	= \$ 94.9
1.00	÷ 0.000	= 0.0
		= \$ 94.9



Choose Average of Lowest 10+Yr P/Es

- ▶ In Section 4's "Judgment + Average High/Low PE" window, press Alt+M.
- ▶ Calculates average of 5 lowest low P/Es & 5 lowest high P/Es.

Year	High PE	Low PE
2010	33.0	14.7
2011	44.9	19.4
2012	38.6	28.4
2013	42.1	23.0
2014	34.5	20.7
2015	37.8	24.2
2016	42.7	22.5
2017	35.1	24.0
2018	29.5	17.5
2019	30.4	18.3
Average:	32.5	18.1

Estimated Future High P/E Ratio: 32.5
 Estimated Future Low P/E Ratio: 18.1



Switch Between 5-Yr & 10-Yr Average P/Es

- ▶ Press Alt+K to toggle between using 5 years & 10 years to calculate average high & low P/E ratios.

		CURRENT PRICE (P/E) 233.78 (47.8)		52-WEEK HIGH (P/E) 304.65 (62.3)		52
	Fiscal Year	High Price	Low Price	EPS	High P/E	Low P/E
1	2015	188.5	120.4	4.98	37.9	24.2
2	2016	278.6	146.8	6.52	42.7	22.5
3	2017	314.9	188.0	8.96	35.1	21.0
4	2018	322.5	191.7	10.94	29.5	17.5
5	2019	368.8	222.0	12.15	30.4	18.3
6	AVERAGE (10 Years):	115.4			36.6	21.0
AVERAGE P/E RATIO		20.8	PROJECTED P/E RATIO		39.8	
CURRENT P/E RATIO		47.8	PEG RATIO		2.0	
RELATIVE VALUE		166.0%	PROJ. RELATIVE VALUE		138.3%	157.5%



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Display Rational Price

- ▶ Press Alt+C.
- ▶ This is price if stock was selling at its average P/E Ratio.

ALUE	142.8%	157.5%	AVG TTM + FTM EPS	5.38
High Price \$	30.0		982.5	
gs/Share	12.0		88.5	
0.00 + 0.000 =		0.0		
		= \$		94.9
= Range		887.6	25% of Range =	221.9



Display Buy Price

- ▶ Press Alt+B to display Buy price that satisfies 15% total return goal & 3: 1 U/D ratio.
- ▶ Legacy feature dating from deprecated 33/33/33 zoning (not 25/50/25).

RELATIVE VALUE	142.8%	157.5%	AVG TTM + FTM EPS	5.38	
years					
arnings/SH				982.5	
d Low Ear					
	0.00	+ 0.000	=	0.0	
			= \$	94.9	
	94.9	= Range	887.6	25% of Range =	221.9
	94.9	to	316.8		
	316.8	to	760.6		
	760.6	to	982.5		
		is in the	Buy		Range



Display Sustainable Growth Rate

- ▶ Press Alt+S.
- ▶ Theoretical rate at which company can grow using internal resources.
- ▶ Determined by Average ROE less dividends.

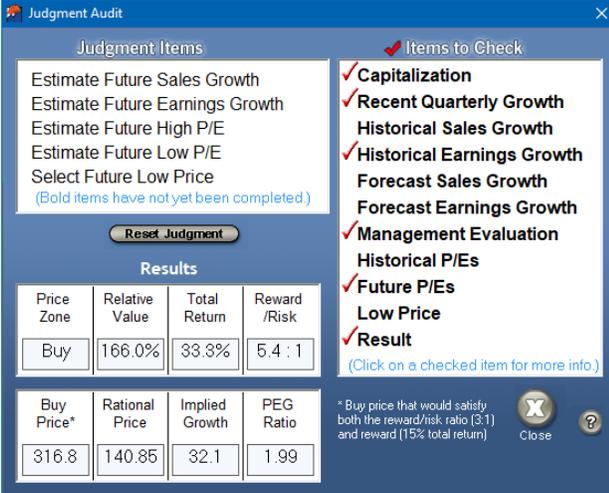
2010	2011	2012	2013	YEAR AVG.	UP / DOWN
13.5	13.4	12.8	12.2	13.0	DOWN
30.1	38.3	41.3	39.3	35.2	UP
0.0	0.0	0.0	90.5	90.5	EVEN

04.65			LOW (P/E)	124.05	(25.4)
h P/E			% Payout		% High Yield
.9	24.2	0.000	0.0	0.0	
.7	22.5	0.000	0.0	0.0	
.1	21.0	0.000	0.0	0.0	



Begin Judgment Audit

- ▶ Press Ctrl+J to review Judgment Audit.



The screenshot shows a 'Judgment Audit' window with the following sections:

- Judgment Items:** Estimate Future Sales Growth, Estimate Future Earnings Growth, Estimate Future High P/E, Estimate Future Low P/E, Select Future Low Price. (Bold items have not yet been completed.)
- Reset Judgment** button
- Results Table:**

Price Zone	Relative Value	Total Return	Reward /Risk
Buy	166.0%	33.3%	5.4 : 1

Buy Price*	Rational Price	Implied Growth	PEG Ratio
316.8	140.85	32.1	1.99

- Items to Check:** Capitalization, Recent Quarterly Growth, Historical Sales Growth, Historical Earnings Growth, Forecast Sales Growth, Forecast Earnings Growth, Management Evaluation, Historical P/Es, Future P/Es, Low Price, Result. (Click on a checked item for more info.)
- * Buy price that would satisfy both the reward/risk ratio (3:1) and reward (15% total return)
- Close button and help icon.



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Questions?
gerlach@iclub.com

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