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GANN'S GREATEST
FANN

Matthew Verdouw

The TURTLE Trader Story

- Michael Covel

CHEAP & NASTY

Buying Cheap Options – Louise Bedford



Market Update
with
Matthew Sharratt

Achieving Consistency
and Objectivity in the
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FROM The Editors



Welcome to the first issue of **Your Trading Solutions** eMagazine and thank you for subscribing. The reason for putting together this eMagazine is to help fellow traders get easy access to some of the greatest traders and trading educators around the world. The people who we have selected as contributors have had some influence on our trading success and we have learnt a lot from every one of them through our trading journey.

We would like to express our sincere gratitude to all of our contributors for their passion and dedication to help our readers and the trading community as a whole.

A large portion of the content in this publication is focussed on Trading Psychology as we think it plays a major factor in your trading results and to be honest, your life in general. Depending on who you talk to psychology makes up somewhere between 30% and 80% of your trading results with our bias being more towards the upper levels.

Your Trading Solutions eMagazine will also contain regular tips and strategies to help you with your trading, a monthly Market update, book review and upcoming events

We hope you enjoy the first edition and the future editions. If you have any comments or feedback, please direct them to: support@yourtradingsolutions.com

Your Trading Solutions is committed to assisting Traders to gain the right knowledge and to educate themselves to make informed decisions about financial matters.

Great Trading!

Graeme and Natalie Pearson

Note: Articles have be reprinted in the English language supplied



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MARKET Update



Market Update August 2010

With Matthew Sharratt of Kinetic Securities

Written on August 28th

August has been a negative month for global stock markets with the S&P index off -3.9% for the month to date. August had followed the most positive month of the year so far where there was a gain of +6.8%.

S&P Index for August

OPEN	1107
HIGH	1129
LOW	1039
CLOSE	1064

S&P Trends

Short Term	Down
Medium Term	Correction
Long Term	Up

In July markets were driven by better than expected earnings from US stocks where as in August company earnings have been overshadowed by poor economic data and fears the global economy is slowing.

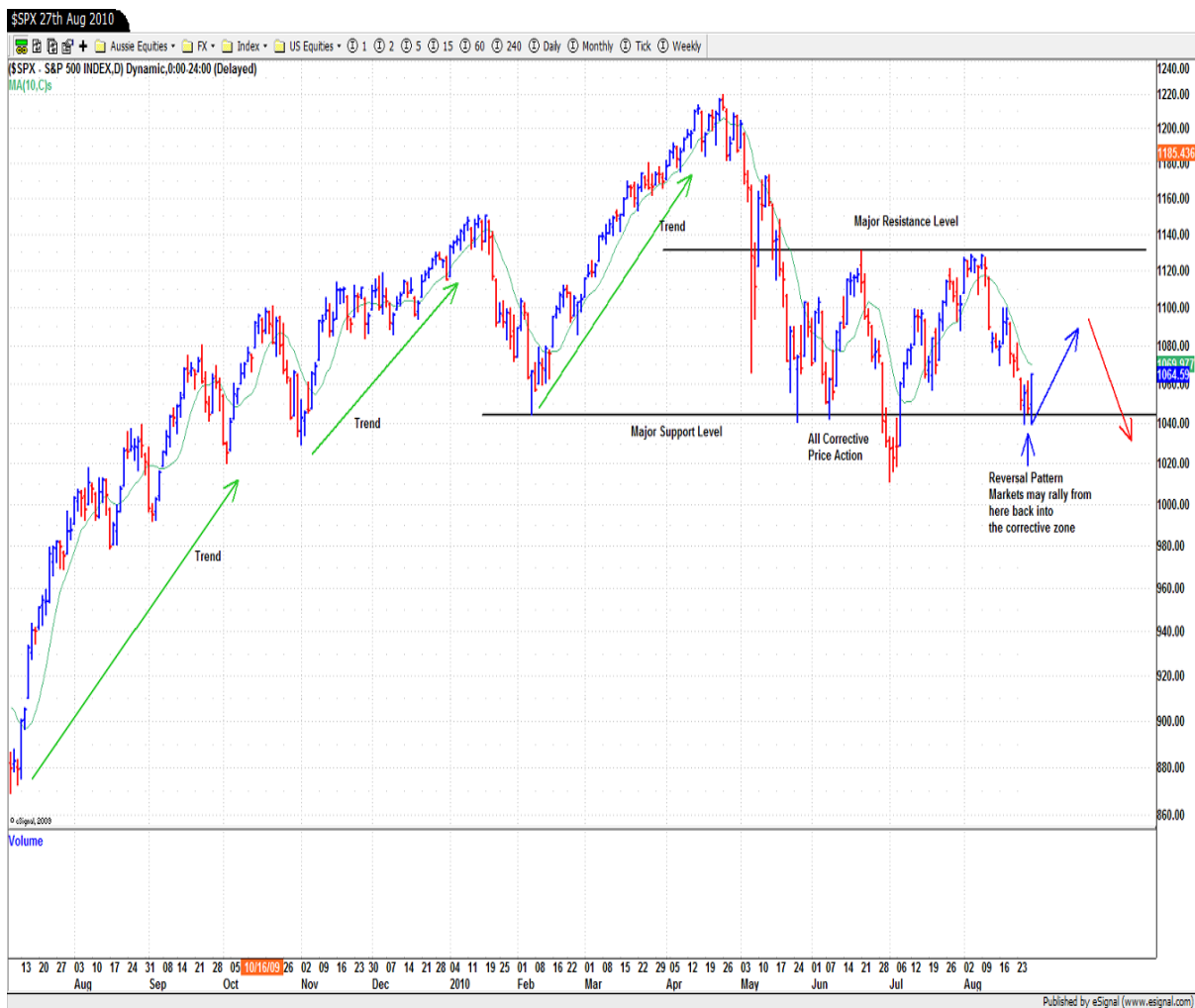
On Friday 27 August the S&P did manage a rally of 1.5% on the back Prelim GDP numbers for Q2 coming in better than expected @ 1.6% and Fed Chief Ben Bernanke promising to throw the kitchen sink at the troubled US economy. Markets have obviously forgotten he has already thrown it but nevertheless they were buoyed by his comments.

Looking at the chart of the S&P we can see the world's biggest index is officially in a corrective phase and has been now for almost 4 months. Seeing such a long corrective phase is not a surprise given the velocity of the preceding rally. Back in 2009 when the markets realised the world wasn't coming to an end we saw a huge 80% rally lasting 14 months, so it is not surprising to see an extended corrective phase especially given the uncertainty regarding future growth. Notice I am not saying down trend, yes that is right, we are not in a downtrend.....yet.

MARKET Update



S&P Index

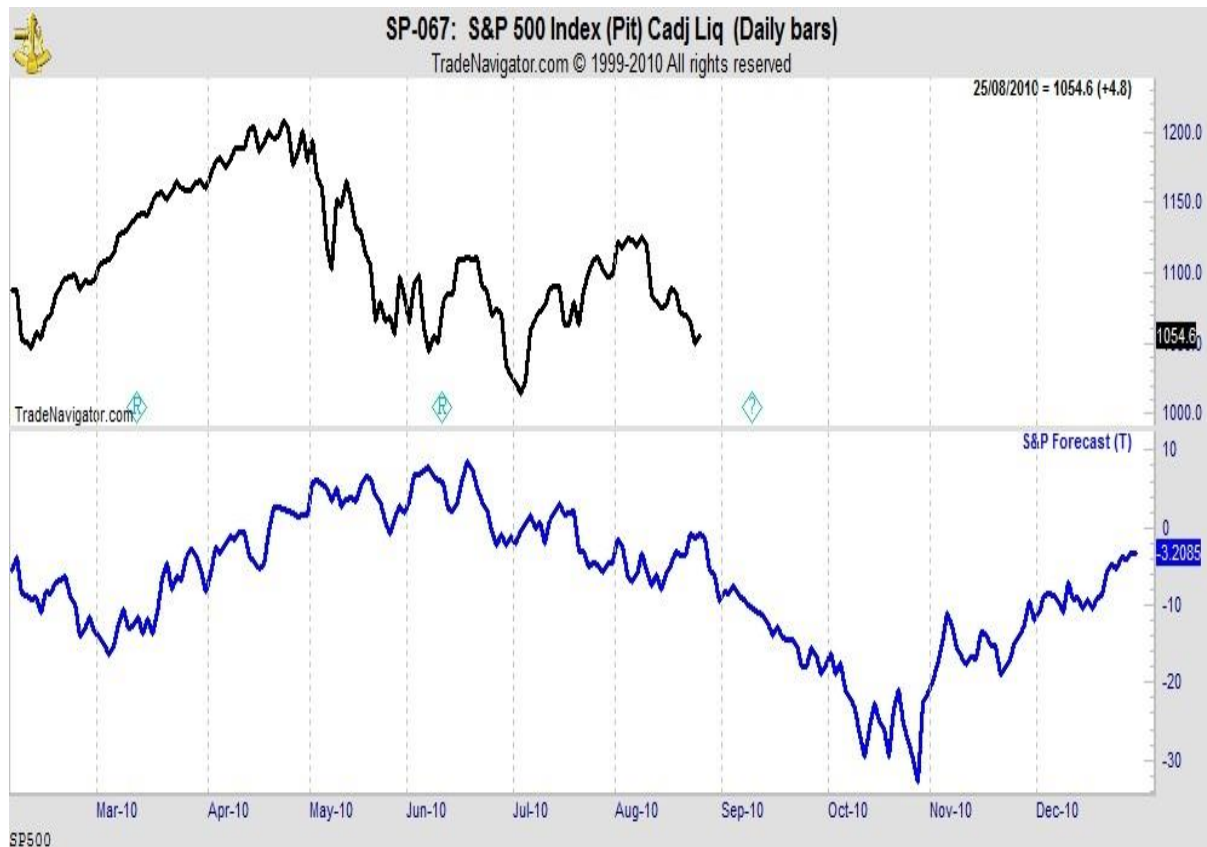


So what can we expect for September? Well our S&P Forecaster (see chart below) suggests more downward movement which will extend into late October and I can't see any major shift in sentiment or economic data that will contradict this forecast. The first week in September may be the most positive week for the month, the latest price action from 25th – 27th August (marked on the S&P chart above) suggest the markets will attempt a short term rally from here which could extend into the 1st of the month, a day that historically is a positive for stocks. However this rally is likely to be short lived and September is likely to trade lower. I expect Mid October, on the back of US reporting seasons, to be the higher probability for a bottom to form followed by a sustained rally.

MARKET Update



S&P Forecast 2010



So how to play this market, well we all have different objectives here, from traders to investors we all have a differing end game and time frame, however I will make a fairly safe assumption that we all want a positive investment return. My view is work on defence first and manage your risk....yes nothing sexy here just the basics but here is the trick.....I recommend you focus on this even in a raging bull market too!! With this “corrective” declining market, don’t get too directional, picking direction is hard in this market. Think about it, if you take a directional trade it has to move in your direction immediately for you to make money, so unless you are prepared to give your position a lot of room (wide stop) and you have total conviction in your view (nerves of steel) then why go for a directional trade in this market. Back on the 4th May a trading model we run on the S&P e-mini’s triggered a short entry. Two days later we had the flash crash which saw the biggest intraday fall since 1987 and the model was still short. Now you would be feeling pretty good at that stage wouldn’t you? Yet just four days later, after being short during the biggest one day fall for over two decades the positions was back in the red!!! In this current market you trade with strategies that are not so dependent on getting direction absolutely right.

MARKET Update



To show you what I mean here are two trades we put on last week that have given us plenty of downside protection yet with the potential for a good return.

Investment 1

TZA is an ETF that is the inverse of the small cap Russell2000 index, so it moves up as the Russell2000 moves down and vice versa. Small caps have been hit harder than large caps recently as traders take risk off the table. This means TZA has started the rise from its low of around \$27 in April

I want to buy the stock and sell a \$30 strike October call for a spread cost of 28.10. Outlay therefore is USD2810 per contract and the payoff table looks like this

A 6.9% return in 2 months if all goes well. We can be wrong to the tune of 20% and still make 6.2%. In fact we have to be wrong by more than 25% before we start losing here. Basically the stock has to make new lows before we lose and as it is inverse to the Russell2000 this means the Russell2000 index needs to be making new highs, something we view as very unlikely in the next 2 months

Date	8/20/2010	Trade Length	56
Expiry	10/15/2010		
Stock Purchase Price	37.26	Option Strike	30.00
		Option Sale Price	9.20
Spread Cost	28.06	Annualised P&L	45.1%

Possible scenarios for this investment based on stock price movement

Stock Movement	10%	5%	0%	-5%	-10%	-15%	-20%
Stock Price at Expiry	40.99	39.12	37.26	35.40	33.53	31.67	29.81
Option Value	10.99	9.12	7.26	5.40	3.53	1.67	0.00
Stock P/L	3.73	1.86	0.00	(1.86)	(3.73)	(5.59)	(7.45)
Option P/L	(1.79)	0.08	1.94	3.80	5.67	7.53	9.20
Spread P&L	1.94	1.94	1.94	1.94	1.94	1.94	1.75
P&L %	6.9%	6.9%	6.9%	6.9%	6.9%	6.9%	6.2%

MARKET Update



Investment 2

MercadoLibre is a South American version of Ebay and Paypal combined. They dominate their market and earn money on every sale from both the seller (ebay side) and buyer (paypal side). But it's the fundamentals that attracted me

- Earnings were up 125% on last Quarter and 58% on last year
- 3 year sales growth of 43% per year
- Profit Margin 24%
- Debt – zero

If you have any doubts about this stock, just take a look at the chart and see what has happened in the last 4 months when the rest of the market has fallen. It looks like it is coming back to support now and will hopefully move higher in the next few days

MELI – buy stock at 63.50 and sell a Dec 52.5 call for 14.20 – Spread cost is \$49.30

Date	8/26/2010	Trade Length	113
Expiry	12/17/2010		
Stock Purchase Price	63.5	Option Strike	52.50
		Option Sale Price	14.20
Spread Cost	49.30	Annualised P&L	21.0%

Payoff at expiry looks like this

Stock Movement	10%	5%	0%	-5%	-10%	-15%	-20%
Stock Price at Expiry	69.85	66.68	63.50	60.33	57.15	53.98	50.80
Option Value	17.35	14.18	11.00	7.83	4.65	1.48	0.00
Stock P/L	6.35	3.18	0.00	(3.18)	(6.35)	(9.53)	(12.70)
Option P/L	(3.15)	0.03	3.20	6.38	9.55	12.73	14.20
Spread P&L	3.20	3.20	3.20	3.20	3.20	3.20	1.50
P&L %	6.5%	6.5%	6.5%	6.5%	6.5%	6.5%	3.0%

Notice on both these Investments we have significant downside protection, both stocks could fall 20% and we still capture a positive return. This is an Income Strategy meaning we generate up front income into the portfolio at the time of purchase.

Both these investments are part of our Income and Growth IMA Portfolio

Matthew Sharratt is a Senior Advisor and Investment Manager with Kinetic Securities in Sydney.

For more information on this and the services Matthew and his team can offer contact him directly on (02) 9295 9800.

DID YOU KNOW?

The New York Stock Exchange

During WWI the New York Stock Exchange was closed for 5 Months in 1914. It did not close at all during WWII. It was also closed during the Terrorist Attacks from September 11-14 in 2001



Investor Hour Seminars

The ASX conducts regular Investor Hour Seminars. They are a monthly lunchtime series keeping new and experienced investors up to date with a variety of share- market topics. Presented by key industry figures you can view upcoming seminars in your capital city on www.asx.com.au/resources/education/events/investor-hour/index.htm

In 1988 the 10 Millionth Option on the Australian Options market traded in June

Mining Boom

Poseidon shares rose from 80 cents in July 1969 to a whopping \$280 in February 1970!

CHEAP

AND NASTY

By Louise Bedford

It is an inbuilt instinct for people to hope. **Cheap options**, just like Tatts lotto, feed into this delusion that you could be an overnight millionaire with no skill required. The slight probability of winning is overcome by the small amount of money required for a Lotto ticket, and this seems irresistible and worth the gamble.



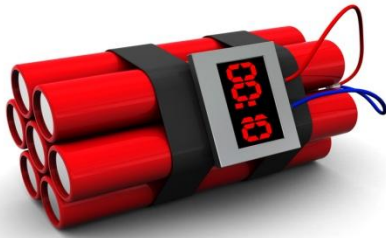
In the options market, you will not get rich because of some lucky break. It will take hard work and discipline before those elusive profits find their way into your bank account.

Novice buyers of options are particularly attracted to "cheap" options, which ironically have little probability of appreciating. This helps explain why a vast majority of option buyers end up net losers in the market.

In terms of risk/reward and probability, buyers of low-priced options make a trade with a low probability of success, where the rewards are high and the risk is minimal.

Why are they cheap?

Traders often buy options that have nominal time to expiry, which means that their bought asset is depreciating like a time bomb. Most options expire worthless and are only ever traded once. People don't like to be "wrong". They would rather sweep their bad trade under the carpet, along with any remaining value that they could claim by closing out their position, than confess that the trade didn't work. There is no room for this type of ego in trading.



Often, naive traders underestimate the strength of a move required to affect the price of the option. These unfortunate souls believe that, even though BHP may have increased by only 10 cents in a month, it could potentially jump \$10 within three days (when their option expires). Magically, BHP should recognise the brilliance of the trader with the deal in play and co-operate!

The concept of delta and gamma becomes extremely important in this situation - but, rather than learn what these terms mean and how to use them, overly optimistic traders would rather just place their orders and take their chances.

Delta measures the sensitivity of an option price to changes in the share price. Gamma measures the curvature of delta, so it can act as a precursor indicator when to exit a position. For advanced option plays, these two "greeks" or "option sensitivities" can greatly assist your chances of extracting a substantial profit

When you next see that amazing bargain option at two cents, ask yourself why it is that price. Maybe there is a reason that you haven't explored. Perhaps you are about to buy an option that is actually worth that small amount, not an option that has been mistakenly under-priced by market dynamics.

Brokers

Brokers receiving commission based on the number of contracts you buy - rather than your overall exposure - may urge you to buy cheap options with a short time before expiry because they make more money. This way, they convert your trading capital to brokerage with lightning precision. Don't rely on your broker to guide you in this arena. Stand on your own two feet and take responsibility for your future by educating yourself about options, and identifying trades with a higher probability of success.

There is much less risk on the part of the broker when dealing in bought positions in comparison to written positions. Written positions contain contingent liability. This requires careful monitoring by both the client and the broker to eventuate in a profitable trade.

Alternatively, your trading account can be loaded up with bought positions without the need for close monitoring. With bought options, the worst thing that can happen is that you will lose everything you placed into the trade -you can't lose your house. This is much simpler for brokers to monitor, and has the side benefit of their not ending up behind bars for inaccurate suggestions that led to their client's financial collapse.

Buying at or in the money options with two to four months to expiry will often seem like a more expensive trade, but it is much more likely to eventuate in a profitable trade.

Written positions

When I first started writing naked options on NAB, I reached a startling conclusion. I was presented with two choices. I could choose to write five close-to-the-money option contracts, where I would seemingly take on more risk as the share price could easily break through my strike price, or I could write 28 option contracts that were miles out of the money, yet receive the same amount of money overall. For a brief moment, I thought I was completely brilliant!

Can you see the problem with writing more contracts but receiving the same amount of money in total? If you can't see the problem with this, stop writing options immediately! I have one word that you must learn about before you progress: EXPOSURE.

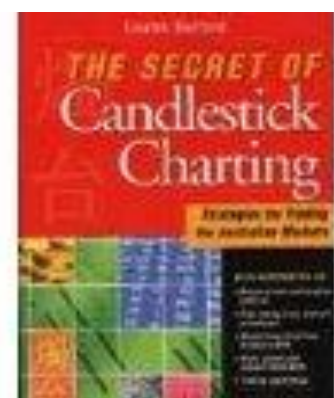
By writing many more cheap option contracts, it seems as if your trade has a higher probability of success. However, what happens if a huge announcement is made, or if the share price goes ballistic? Your exposure is completely blown out of the water! Rather than being liable for 5000 NAB, I would have become responsible for 28,000 NAB if the trade had backfired. Yikes!

When we begin our trading career, we are strong, brave and bulletproof. The market had better not cross us. Unfortunately, the trading world doesn't work this way, and often the market will provide a proverbial kick to our soft underbelly to ensure that we don't repeat our past errors of being too cocky.

If you'd like to develop your trading skills, I've designed an empowering, specific and comprehensive 5-part e-course just for you. It's usually valued at \$99.00, but Graeme Pearson, your intrepid editor, felt strongly about encouraging Your Trading Solution readers, so he's twisted my arm, and right now – you can get it for FREE. Register on my website, www.tradinggame.com.au and grab your copy.

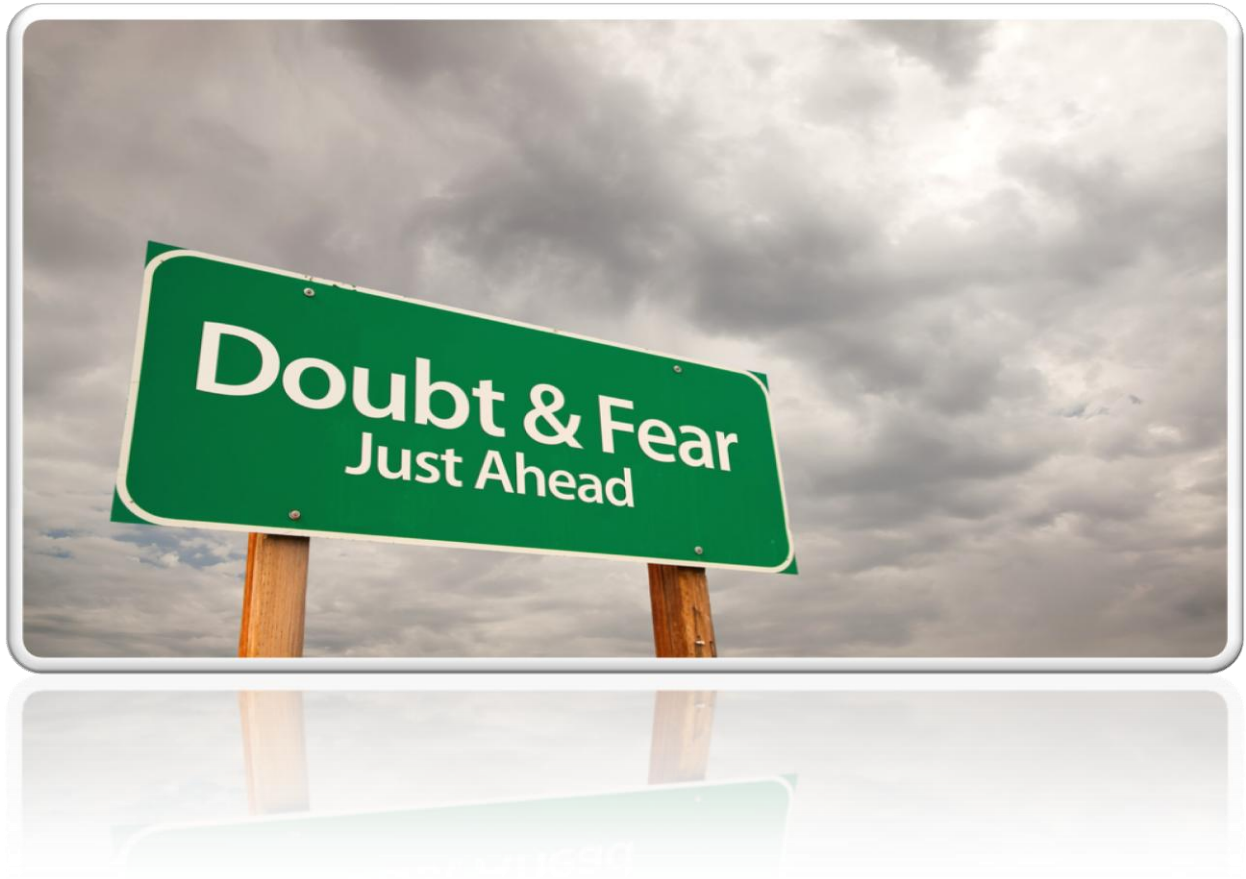
Louise Bedford is Australia's best-selling author of books on the share market. Her titles include – *Charting Secrets, Trading Secrets, The Secret of Writing Options, and The Secret of Candlestick Charting.*

Click directly on the Image to purchase these great titles from Louise Bedford



3 Simple Steps to Remove Fear from Your Trading

– Article by Graeme Pearson

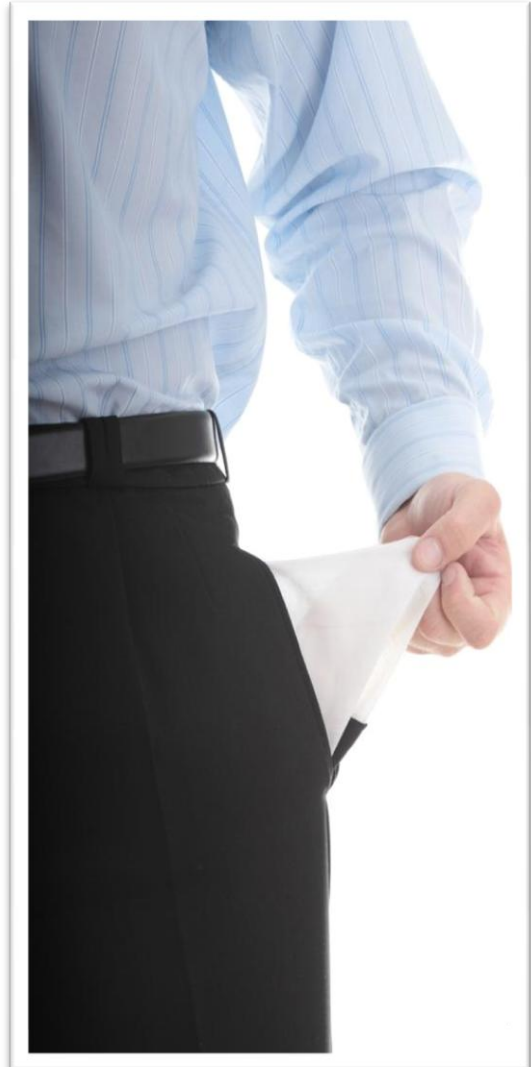


Fear can come in many different forms and any type of fear in trading can be very destructive to your trading results. The fear I am talking about is psychological fear and not the useful form of fear when we are in a life threatening situation although the sensations and responses can be the same. When we experience fear due to a life threatening situation the automatic responses can be the well known fight or flight. When applied to trading these responses are not really desirable. The trading equivalent of fight could be sticking to your trade with determination and not transacting a stop loss or taking flight when in a losing position and hold on to a position in hope that it will turn around.

In dealing with psychological fear Napoleon Hill in his classic book “Think and Grow Rich” covers some of the major types of fear which can influence us. The six basic fears which Hill mentions are Fear of poverty, fear of criticism, fear of ill health, fear of loss of love, fear of old age and fear of death. I just want to briefly cover the main ones I feel apply to trading and how it can be removed.

The main fears which apply to trading are the fear of poverty and fear of criticism. What might be some more applicable terminology in relation to trading would be fear of losses and fear of being wrong. Another fear which is very closely connected with both these fears which is very well known is the fear of failure. Hill states that fears are nothing more than a state of mind.

If Fear is just a state of mind how is it created? When we are talking about psychological fear then worry and doubt would be the precursor to fear. If we were to look at the sequence we would have doubt => worry => fear. We can see from this that if we deal with the doubt we can stop this chain reaction in its tracks. Taking this a step further we can see that doubt is usually the result of a situation where there is uncertainty or the outcome is unknown. Worry then arises when we imagine an undesirable outcome from an event and fear is when this worry spirals out of control. Let’s now look at some steps we can take at various stages of this chain reaction.



1. Remove the Uncertainty

Although we can never totally remove uncertainty from trading as it is a game of probabilities and you can never predict the outcome of a trade with 100% accuracy you can take some major steps to having some certainty on a larger scale view. You can do this by back testing your trading system to then have an understanding of the long term results of your system. Just looking at a very basic parameter which can come from back testing of the win percent or the reliability of your system we can see that if you have a 60% win rate you still can't predict the next trade with great accuracy as it is either a win or loss however as you deal with larger numbers and take a larger scale view you can see that you will get quite close to the 60%.

2. Be Decisive

Napoleon Hill's solution to doubt or fear is a clear decision. Part of being decisive is to accept the outcome no matter what happens. This then helps remove any attachment to the outcome and removes the tendency of worry to spiral out of control. If you have difficulty accepting either outcome from taking a trade then I propose that you shouldn't be taking the trade. Being decisive and taking action is one of the best cures for fear. You can do this in two steps. First work out exactly what it is that you are afraid of then determine what kind of action you can take to conquer your fear. Then as the Nike ads state "Just Do It". Be decisive and take action immediately as any hesitation will only allow the fear to balloon out of control.

3. Watch Your Thoughts

As discussed previously worry is caused by imagining an undesirable event happening. This could either be replaying a past event in the future or creating a new undesirable event in the future. Either way we are dealing with an event which doesn't exist now and only exists in our mind when we create it. We need to be the ever vigilant observer and monitor our thoughts and when we start imagining the undesirable event then mentally flash a big red stop sign or wrong way go back sign and switch your focus to the outcome you do want to happen.



If you implement the above steps you will see an improvement in how you feel in your trading and the amount of fear you experience.

Graeme Pearson is a Professional Trader and Trading Coach for Your Trading Solutions. Since resigning from his Full-time job as a Mechanical Engineer back in 2006, Graeme realised that although he had reached his goal of financial independence something was still missing. Graeme found that he gained great pleasure in helping others and particularly when that help involved trading. Graeme now utilises his trading experience, Neuro Linguistic Programming and coaching training to combine mindset and methodology to help other traders become the best they can be.

For more information about coaching contact Graeme at graeme@yourtradingsolutions.com.



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QUOTES To Inspire



"Just like basketball, chess or any other activity that requires focus, you know when you're in the "zone" of trading when you start playing for position, not for points" ~ **Jonathan Hoenig**

"When you really believe that trading is simply a probabilities game, concepts like "right" and "wrong" or "win" and "lose" no longer have the same significance. As a result, your expectations will be in harmony with the possibilities" ~ **Mark Douglas**

"If you think education is expensive, try ignorance" ~ **Derek Bok**



"The usual bull market successfully weathers a number of tests until it is considered invulnerable, whereupon it is ripe for a bust" ~ **George Soros**

"If you have not consciously made the decision to be rich, excellent and healthy, then you have unconsciously made the decision to be poor, mediocre and unhealthy" ~ **Wallace D. Wattles**

"It is not the strongest of the species that survive, nor the most intelligent, but the ones most responsive to change" ~ **Charles Darwin**

Achieving Consistency and Objectivity in the Markets

Article by Gary Stone

While it is most definitely necessary to establish financial outcomes to achieve, the most important targets that a trader can set are skills and process-orientated goals. I strongly suggest you make becoming consistent your highest skills goal.

The suggestion that acquiring consistency and objectivity as a essential prerequisites for sustained, profitable trading is certainly not a revelation. Experienced traders such as Mark Douglas, John Murphy, Martin Pring, Stan Weinstein, Joe Krutsinger, Jack Schwager, Jake Bernstein and Larry Williams have all written about it.

But this may just be the first time you've seen a practicable step-by-step process on how to achieve it. Let's be clear, it is not something that you can put a timeframe on, and it certainly is not time dependent. It is focus and commitment dependent.

How deep is your desire and how disciplined can you be with the learning process? It will require you to become a student of the activity of trading.



Acquiring these skills is a pre-requisite to achieving any financial outcomes that you have established. This means that no matter how focused you are on any goals that you

have set, it is highly unlikely that you will achieve them until you have acquired the necessary ability to consistently complete error-free trading processes and error-free execution.

And here is a vital point: while consistency and objectivity can be measured as a result of the physical actions that you take, they are actually mental skills which manifest themselves as outcomes through your execution of trades.

It's a three-part equation:

1. The level of outcome that you achieve is directly proportional to the level of development of your mental skills.

2. The major role that setting specific financial goals plays is to keep you focused and committed to improving your mental skills.

3. The degree of focus and commitment that you put into improving your mental skills will determine the level of financial outcome that you reach.

Each interlocks with the other and keeps you progressing on your trading journey.

Given that consistency and objectivity are states of mind, how do you know whether you are actually consistent and objective when it comes to trading?

You might be consistent and objective in other walks of life—such as your profession, your hobbies or a sport that you play—but not necessarily in your trading.

One answer is in results. The outcome of consistency and objectivity is over a long period of time, a steadily rising equity curve that rises by more than the market index.

If you continue to have a steadily rising equity curve that outperforms the market index, then your trading state of mind, and hence your trading actions, will exude consistency and objectivity—a ‘win-win’. This will occur in spite of short term periods of drawdown and negative returns.

As Mark Douglas states in his book “Trading in the Zone”, consistency is a function of a carefree, objective state of mind where you neutralise existing self-sabotaging beliefs and make yourself available to perceive and act upon whatever the market is offering in any given ‘now moment’.

Achieving this state of mind is not necessarily an easy thing to do. However, once you have, it becomes a part of who you are. All your thoughts and actions will automatically be manifested from ‘who you are’ and will be according to your consistent and objective state of mind. Consistency and objectivity will become first nature to you and the process of trading will become effortless. This is the realm of ‘non-doing’ or ‘not trying’, the realm of the consistently successful trader, where positive outcomes just seem to happen, the realm where freedom is attained.

Kris Kristofferson wrote so succinctly in Me & Bobby Magee, his hit song of the 1960’s: “Freedom is just another word for nothing left to lose”

I believe he is saying the feeling experienced when you have nothing left to lose is the feeling of total freedom—the feeling that comes when there is no resistance, no struggle, no strain. The action that you execute is effortless.

This is the feeling that traders attain at the highest level of the trading spectrum.



About the Author

Gary Stone is the founder Director of Share Wealth Systems and leads the Research and Development team. Trading and researching the markets since 1990, Gary is motivated by a conviction to help people do better. Share Wealth Systems are known for their trading systems SPA3 and SPA3CFD, designed for Long term, Medium term and leverage type investors and are a critical decision support tool that help guide investors through the market, no matter what the conditions.

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GANN'S GREATEST FAN

With Mathew Verdouw

WD Gann has arguably contributed more to Technical Analysis, and in particular the understanding of the relationship between Time and Price, than any other trader. It was Gann's mathematical genius and his ability to see the patterns in the market (that at the time nearly everyone else ignored) that made him so successful and have a legacy that continues to this day.

In developing Market Analyst over the past 13 years, I have had the fortune of learning so much about Gann and the various techniques that can be found in his writings and charts. He researched many areas from geometry to astrology to see what clues they would give him in his search for what the markets were going to do. It is a fascinating area of study and one that I love, but sometimes we can make it too complex and we just need to get back to the basics.

One of the most basic of the Gann tools is also one of the simplest, the humble Gann Fan. Even with all the squaring techniques that I use in my trading, I still have a couple of Gann Fans on my charts as an overall guide. In this article I will show you the basics of the Gann Fan, how it is constructed, and also how I use the Dynamic Gann Fan to take the whole process one step further.

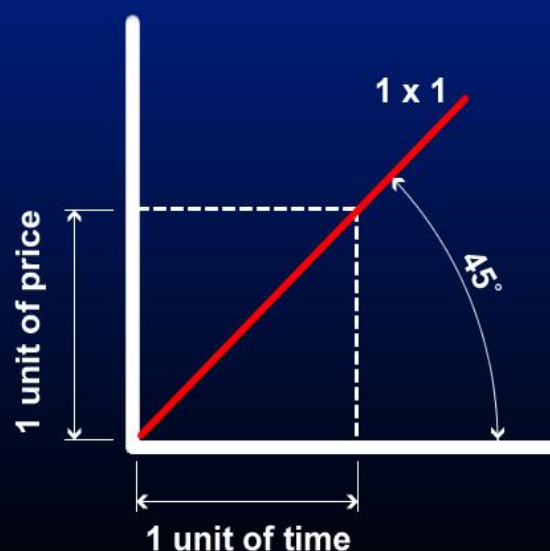
The Gann Fan is a series of lines that look like a fan radiating out from a major turning point in the market. According to Gann, each of these fan lines give us an indication of possible support and resistance as the market trades near them. Why??? I don't know! Perhaps there are those that can give all the philosophical reasons why this happens, but not me, I haven't worked it out yet. I'm a Trader and I have seen it work so many times that I know that I know that it does work. For me those lines are like dark clouds leading to rain, those lines won't definitely lead to a turn in

the market, but there is a very good chance they will.

Gann Fan 101

The main concept that we need to understand when using a Gann Fan, is the relationship between time and price that Gann proposed. That is, on average for one unit of time the market will rise by one unit of price. The difficulty comes in defining what one unit of price is. On a Stock that trades in cents, it would be 0.01 because that is the smallest that the stock can trade in. An index like the S&P 500 would have a unit of price of 1, "But hang on!" you may be saying, "The S&P 500 trades in 0.1 increments, why did you choose 1?". This is where Gann is part science and part art, you need to choose a price unit that "fits" the market that you are looking at. Even when we consider stocks, a stock that trades below \$1 needs a different price unit from one that trades near \$100, or we'll just have a series of flat lines.

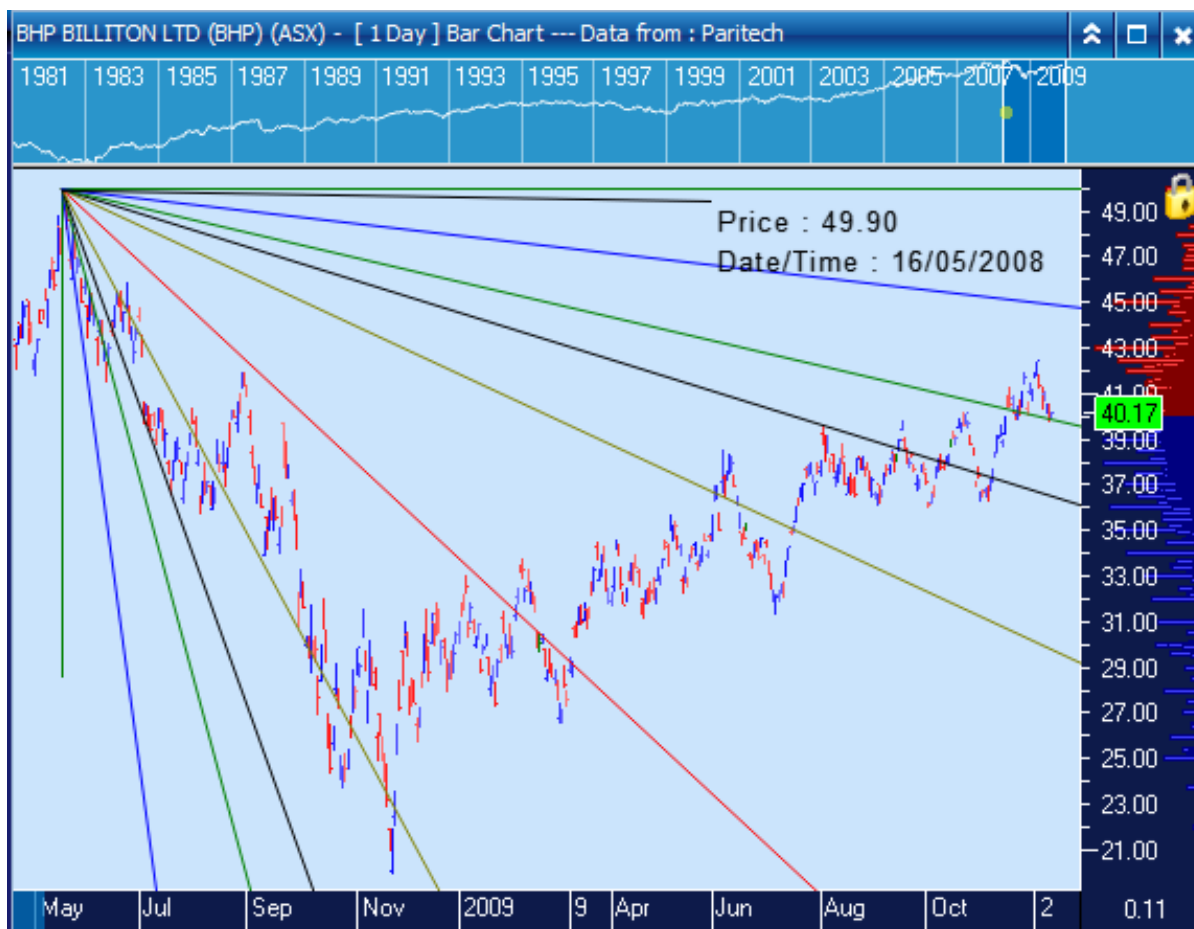
Now that we have the Price unit sorted out, we can start to draw the lines. The first line is drawn by joining our starting point with the point one unit of time across, and one unit of price up. The following image shows how it is created.



On the Gann Fan we call this line the 1x1 (one by one) or sometimes it is referred to as the 45degree line, because if you had drawn this on graph paper it would be exactly 45 degrees.

One line does not make a Fan though; the rest of the lines that we need are calculated by taking multiples of the price unit. The 2x1 line is simply one unit of time and 2 units of price etc.

OK, so let's have a look at some examples.



Source: Market Analyst 6 (www.Market-Analyst.com)

In this chart of BHP I have placed a Gann Fan at the top of the market which occurred on the 16th May 2008. The red line going down is the 1x1 line, the rest are the multiples of both time and price. In this case I used a Price Unit of 10c, even though the stock trades in 1c increments, to get the scaling just right. As you look at this chart you can see all the times that these lines gave you an idea of where the market was going to turn. It's not 100%, but it puts the odds in your favour.

I never stop with just one Fan when I am analysing a market though. The following picture shows the same stock with a second fan added in at the bottom of the market in November 2008.



You can see how again these lines, particularly the 1x2 line, have provided support and resistance to the market. As this market continues to trade I will be watching as it comes near to any of these lines and be searching for a change in trend.

As you can see, the Gann Fan is a powerful tool and one that can be used in conjunction with any other analysis to give you likely points in the market where the trend will change. If you trade in different time frames, you need to be continually choosing which is the best price unit to use. That's where the Dynamic Gann Fan comes in.



Making it Dynamic

Once you understand what you are looking for with a Gann Fan, it is much easier to use the Dynamic Gann Fan that Market Analyst has to offer. With the Dynamic Gann Fan you need to choose two points in the market. Typically I am looking for the start and end of a major move in the market. The following example is from the SPI (Share Price Index), a futures market in Australia.

I simply selected the start as the low in March 2009 and the top as the recent top in the SPI market at 15th October 2009. The Dynamic Gann Fan draws the 1x1 line between my two selection points and then draws all the other lines (2x1 etc) as ratios from the 1x1 line. When I look at the properties of this tool I can see that it has calculated a Price Unit of 11.471611, now that's not one of our numbers that we would normally use! In this case we have a Price Unit that this market has used in the past, and we want to see what happens if we use that same price unit in the future.



Below is the same chart with another Dynamic Gann Fan coming down from the top in October 2009. The price unit is the same as the first one that we created. I've zoomed in to make it clearer how powerful this tool is.

You can see that in the two months since that top in the market, this Dynamic Gann Fan has been giving us clear signals of where the market is going to turn well in advance. Another extension that is always intriguing is to take the same Price Unit and use it in the Gann Squares or other tools that use a Price Unit.

The Gann Fan and the Dynamic Gann Fan are very simple but powerful tools that you can use in your trading. I now check the fans before I place a trade as I won't go long just below one of these lines. What I've found is that the main thing that people struggle with is the concept of the Price Unit. Once you understand that, you are well on your way to mastering these tools and many of the other Gann tools that use the concept of a Price Unit when squaring Time and Price.



Source: Market Analyst 6 (www.Market-Analyst.com)



About the Author

Mathew Verdouw is the Founder of Market Analyst Software (www.Market-Analyst.com). Holding an Honours Degree in Computer Systems Engineering, Mathew set about building a unique technical toolbox that would give traders new and interesting ways to view market data. Mathew's dual perspective of seeing the issues that face traders as a Trader and also as an Engineer has given him the ability to drive further development into some of the most innovative techniques ever seen by traders.



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The Turtle Trader Story

Michael Covel

This is the story of how a group of ragtag students, many with no Wall Street experience, were trained to be millionaire traders.



“ We are going to grow traders just like they grow turtles in Singapore – Richard Dennis ”

Think of Donald Trump's show *The Apprentice*, played out in the real world with real money and real hiring and firing. However, these apprentices were thrown into the fire and challenged to make money almost immediately, with millions at stake. They weren't trying to sell ice cream on the streets of New York City. They were trading stocks, bonds, currencies, oil, and dozens of other markets to make millions.

This story blows the roof off the conventional Wall Street success image so carefully crafted in popular culture: prestige, connections, and no place at the table for the little guy to beat the market (and beating the market is no small task). Legendary investor Benjamin Graham always said that analysts and fund managers as a whole could not beat the market because in

a significant sense they were the market. On top of that, the academic community has argued for decades about efficient markets, once again implying there is no way to beat market averages.

Yet making big money, beating the market, is doable if you don't follow the herd, if you think outside the box. People do have a chance to win in the market game, but he or she needs the right rules and attitude to play by. And those right rules and attitude collide head-on with basic human nature.

This real-life apprentice story would still be buried had I not randomly picked up the July 1994 issue of *Financial World* magazine, featuring the article "Wall Street's Top Players."

On the cover was famed money manager George Soros playing chess. Soros had made \$1.1 billion for the year. The article listed the top one hundred paid players on Wall Street for 1993, where they lived, how much they made, and in general how they made it. Soros was first. Julian Robertson was second, at \$500 million. Bruce Kovner was fifth, at \$200 million. Henry Kravis of KKR was eleventh at \$56 million. Famed traders Louis Bacon and Monroe Trout were on the list, too.

The rankings (and earnings) provided a crystal-clear landscape of who was making "Master of the Universe" money. Here were, without a doubt, the top players in the "game." Unexpectedly, one of them just happened to be living and working outside Richmond, Virginia, two hours from my home. Twenty-fifth on the list was R. Jerry Parker, Jr., of Chesapeake Capital and he had just made \$35 million. Parker was not yet forty years old. His brief biography described him as a former pupil of Richard Dennis (who?) and noted that he was trained to be a "Turtle" (what?). Parker was described as a then twenty-five-year-old accountant who had attended Dennis's school in 1983 to learn his "trend-tracking system." The article also said he was a disciple of Martin Zweig (who?), who just happened to be thirty-third on the highest-paid list that year. At that moment the name "Dennis" was neither more nor less important than "Zweig," but the implication was that these two men had made Parker extremely rich.

I studied that list intently, and Parker appeared to be the only one in the top hundred advertised as having been "trained." For someone like myself, looking for ways to try and earn that kind of money, his biography was immediate inspiration, even if there were no real specifics. **Here was a man who bragged that he was a product of the "Virginia boondocks," loved country music, and preferred to keep as far away from Wall Street as possible. This was no typical moneymaking story - that much I knew.**

The common wisdom that the only way you could find success was by working in eighty-story steel-and-glass towers in New York, London, Hong Kong, or Dubai was clearly dead wrong. Jerry Parker's office was absolutely in the middle of nowhere, thirty miles outside Richmond in Manakin-Sabot, Virginia. Soon after reading the magazine, I drove down to see his office, noting its lack of pretence, and sat in the parking lot thinking, "You have got to be kidding me. This is where he makes all that money?"

Malcolm Gladwell famously said, "There can be as much value in the blink of an eye as in months of rational analysis." Seeing Parker's country office was an electrical impulse for me, permanently dispelling the importance of location. But I knew nothing else at the time about Jerry Parker other than what was in that 1994 issue of Financial World. Were there more of these students? How did they become students? What were they taught? And who was this man Dennis who had taught Parker and others?

[Richard Dennis](#) was an iconoclast, a wildcatting Chicago trader not affiliated with a major investment bank or Fortune 500 firm. As the "locals" were fond of saying on Chicago trading floors. Dennis "bet his left nut."



In 1983, by the time he was thirty-seven, he'd made hundreds of millions of dollars out of an initial grubstake of a few hundred.



Dennis had done it on his own terms in less than fifteen years, with no formal training or guidance from anyone. He took calculated risks leveraging up huge amounts of money. If he liked a trade, he took all of it he could get. He lived the markets as a "betting" business.

Dennis figured out how to profit in the real world from an understanding of behavioral finance decades before Nobel prizes were handed out to professors preaching theory. His competitors could never get a handle on his consistent ability to exploit irrational market behavior throughout all types of markets. His understanding of probabilities and payoffs was freakish.

Dennis simply marched to a different drum. He eschewed publicity about his net worth even though the press speculated about it extensively. "I find that kind of gauche," said Dennis. Perhaps he was reticent to focus on his wealth because what he really wanted to prove was that his earning skills were nothing special. He felt anyone could learn how to trade if taught properly.

His partner, [William Eckhardt](#), disagreed, and their debate resulted in an experiment with a group of would-be apprentice traders recruited during 1983 and 1984 for two trading "classes." That "Turtle" name? It was simply the nickname Dennis used for his students. He had been on a trip to Singapore and visited a turtle-breeding farm. A huge vat of squirming turtles inspired him to say, "We are going to grow traders just like they grow turtles in Singapore."

After Dennis and Eckhardt taught novices like Jerry Parker how to make millions and the "school" closed, the experiment morphed into word-of-mouth legend over the years supported by few hard facts. The National Enquirer version of the story was captured in 1989 by a Wall Street Journal headline, "Can the skills of successful trading be learned? Or are they innate, some sort of sixth sense a lucky few are born with?"

Since the 1980s are long past, many might wonder if the Turtles' story still has relevance. It has more relevance than ever. The philosophy and rules Dennis taught his students, for example, are similar to the trading strategy employed by numerous billion-dollar-plus hedge funds.

True, the typical stock-tip chaser glued daily to CNBC has not heard this story, but the players on Wall Street, the ones who make the real money, know.

The inside story has not been told to a wider audience until now because Richard Dennis is not a household name today, and because so much has happened on Wall Street since 1983.

After the experiment ended, the characters, both teachers and Turtles, went their separate ways and an important human experiment fell through the cracks, even though what took place is as significant today as then.

The effort to get the real story out there started to gain momentum when I was invited to visit Legg Mason's headquarters in Baltimore following the release of my first book, *Trend Following*. After lunch, I found myself in a classroom on the top floor with Bill Miller, the fund manager of the \$18 billion Legg Mason Value Trust fund (LMVTX). Beating the Standard & Poor's 500-stock index for fifteen years straight put him in a similar league as Warren Buffett. Miller, like Dennis, had taken extraordinary calculated risks and more often than not been proven right. On this day he was lecturing a roomful of eager trainees.

Out of the blue, Miller invited me to the lectern to address his class. The first questions, however, came straight from Miller and Michael Mauboussin (Legg Mason's chief investment strategist). They were, "Tell us about Richard Dennis and the Turtles." **At that moment, I realized that if these two Wall Street pros wanted to know more about Dennis, his experiment, and the Turtles, it was clear a much larger audience would want to hear the story.**

However, as someone not there in 1983, I knew the task of telling a complete story from an objective vantage, with so many competing characters and competing agendas, was going to be a serious challenge. Getting those who lived the experience to talk, coupled with sleuth like research to corroborate everything, was the only way to make this story really come alive. That said, behind the scenes the soap opera of those Turtles who worked hard to prevent this book's publication is a saga in itself.

Still, the biggest problem with a story like this is that most people don't want to actually understand how the real pros make big money. They want the road to riches to be effortless. Look at the collective public fascination with Jim Cramer - a man who is the polar opposite of Richard Dennis and Jerry Parker. Cramer is no doubt intelligent, but tuning into his extremely popular *Mad Money* TV show is like watching a traffic accident. There is a live studio audience that hoots and hollers at Cramer's fundamentally driven buy signals and wild prop-smashing antics. In one word: bullshit.

That said, a lot of people, many highly educated, believe that Cramer's way is the way to get rich. Instead of employing a statistical thinking toward market decisions, the general public keeps investing based on impulsive "feelings," letting an assortment of emotional biases rule their lives. In the end, to their detriment, people are always risk-adverse toward gains, but risk-seeking toward losses. They are stuck.

The average newbie investor's method for success is not pretty. He gets in because his friends are doing it. Then the news media start up the stories of little guys doing well during a bull market.



They all start to "invest" by picking stocks with "low" prices. As the market roars in their favor, thoughts of crashes never enter their mind ("With all the money in there, it could never go down!"). They never see their own slaughter coming, even though their market bubble is never different from past ones.

The media tell us that average investors now supposedly understand the concept of risk, yet worrying about possibilities while ignoring probabilities is at epidemic levels. People gamble away fortunes on money-losing hunches or double down when logic says to fold. At the end of a lifetime they are never any closer to learning how to do it right. But outside of the herd there are the special few, who have the uncanny knack for knowing when to buy and sell, combined with an uncanny knack to properly assess risk.

Richard Dennis mastered that uncanny knack by his early twenties. Unlike the general public wedded to their "feelings" to make decisions Dennis used mathematical tools to calculate risk and used it to his advantage. What he learned and what he taught students never resembled Jim Cramer barking stock tips. More important, Dennis proved that his ability to make money in the markets was not luck. His students, mostly novices, made millions for him and themselves.

What was the real story, and how did the Turtles learn their craft? What trading rules were they taught, and how can an average trader or investor use those insights today in his portfolio? What happened to them after the experiment, in the ensuing years? Finding the answers to those questions, with and without Dennis and his students' cooperation, has kept me passionately curious since 1994.

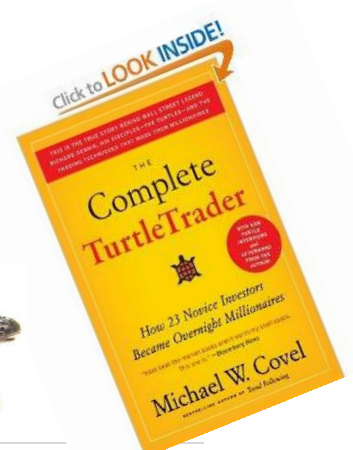
I am not alone in that curiosity. As author Steve Gabriel wrote on Yahoo! Finance recently, "The experiment has already been done that shows that we can all learn to trade for a living if we want to. That is why the 'Turtles' matter." The Turtles are an answer to the age-old question of nature versus nurture, the living proof of the single most famous Wall Street school for making money.

About the Author: Michael W. Covel believes passionately that systematic trend following trading is the only hope for millions of investors who still want the chance to make big money. He is an acknowledged expert in the field of trend following trading and is also an accomplished author, director, entrepreneur and teacher. He is the author of the bestsellers 'Trend Following' and 'The Complete TurtleTrader.' He can be reached at: www.trendfollowing.com.



"This warmly written book brilliantly captures the formation and evolution of the legendary Turtle investment program. It is loaded with wonderful anecdotal insights plus lessons on trading, risk, and life we should all follow. It should be on any novice or seasoned trader's bookshelf alike. A must read!"

**(Michael Shannon, Original Turtle) - Review
Courtesy of Amazon.com**



STOP WORRYING YOURSELF OUT OF PROFITS

Van K. Tharp, Ph.D.



Every time Michael thought about entering the market he said to himself "But what if I lose?" Those thoughts often paralyzed him from action or delayed his entry so long that many opportunities simply passed before he would pick up the phone. When Michael did open a position, all he could think about were negative consequences. "My system is wrong at least half the time—what if this is one of those times?" He couldn't sleep because his mind was racing with those "what if" thoughts. Michael suffered from a chronic "dis-ease" of the mind called worry.

Research suggests that both a biological component and a psychological component of stress impair human performance and that it is useful to consider these two components separately. The biological component is the fight-flight response, a primitive reaction that early man developed in order to survive. This physiological arousal causes people to narrow their focus and put more energy into what they are doing. It might help you run faster or fight more aggressively, but it does not help you invest more successfully.

The psychological component of stress is what Michael was doing: worrying. It involves a concern for one's performance and its consequences. It is the expectation of failure and the negative self-evaluation that accompanies failure. Worry is probably the precursor to the fight-flight reaction. Constant worry or intense worry certainly produces physical stress and, as such a herald, worry might be expected to only have a mild effect on performance. Research, however, shows the converse is true. Though physical stress at its extreme might result in death, worry generally has a much greater effect on human performance than its biological counter. Much of the experimental research on worry has dealt with a common problem of students—their concern about performance on an examination. Students who worry about test performance are likely to do poorly compared with students who are not concerned. The worry has nothing to do with preparation for the examination—it is simply the fear of poor performance. As a result, concerned students spend at least 25% of their conscious thought worrying about their grades on the examination rather than devoting their full effort to talking the examination. Michael, the investor who cannot sleep well because of his concern over possible negative consequences, will perform as poorly as the worrying

students. His ability to forecast price movement or select good investment opportunities does not matter. His constant worry about his performance ensures that he will not achieve optimum results.

Worry and Information Capacity

Our senses are constantly bombarded with millions of bits of information. One can only select a small portion of this information for conscious processing. Thus, people have a limited capacity for dealing with information that comes through the senses. You can test this capacity in yourself by reading the following list of numbers, closing your eyes and then recalling as many of them as you can:

78 23 81 59 44 90 37 17
4 91 16 55 98 11 84



Unless you have an elaborate strategy for organizing the numbers into groupings that you can memorize, the basis for most mnemonic techniques, you probably were not able to recall many of them. Fifteen two-digit numbers far exceeds the capacity of most people.

Now imagine what other people will think of you if you don't recall all 15 numbers. Perhaps they'll think you are stupid or getting old or incapacitated. In addition, imagine that you will be fined \$1,000 for each number that you miss.

You could lose up to \$15,000 if you miss them all. And what if the numbers you think you know turn out to be wrong? You really could miss all of them!

Now, keeping all of these thoughts in your mind, try again to recall the numbers. Chances are you missed more of them, if not all of them, on the second attempt. Why? because worry takes up precious processing capacity. When you worry and take up capacity, little remains to perform more important tasks such as investment decision-making. Worry takes away from your ability to pay attention to what is really going on in the market.

You cannot notice subtle changes in the market or respond to them if you are too preoccupied with your fantasy of "what if." Thus, if you worry about what will happen if you make a mistake, you probably will make that mistake. By concentrating on potential mistakes, you make them happen.

Worry and Perception

All the information obtained through the senses about the world "out there" comes from a set of complex mental operations called perception. These mental processes interpret and attach meaning to the information the senses detect. For example, one might see a set of black markings on a white piece of paper and "perceive" it as a bar chart with a "head-and-shoulders bottom" or some sort of "resistance" or, to a non-technician, just meaningless lines. Perception is a filtering process, which selects information for conscious, processing. It selects information from the billion of bits impinging on our sensory apparatus, so we can cope with the world. The selection process is not random, but an active process that selects information according to one's expectations. What one sees out there depends on what one expects to see. The investor who expects to see a bull market in stocks will tend to perceive information that supports his expectations. He will "see" bullish technical patterns in his charts and ignore any evidence that might contradict the possibility of a bull market. Worry is a form of perception based on negative expectation. People who worry anticipate negative consequences. Most stressful events are stressful because of the way they are perceived. The event is just an event. It is a person's interpretation of the event that makes it stressful. Winners, for example, have learned how to make it "O.K. to lose." Losers, in contrast, become extremely anxious over losses and, as a result, have difficulty "letting go" of them.

A large loss, or even the potential for a large loss, may devastate the worrier. The person who dwells on the more positive aspects of the situation will view the same event as a lesson or even an opportunity. Suppose for example, the price of soybeans drops 20 cents per bushel. Let's look in detail at the reactions of five commodity investors to this same event.

An old man with a smile on his face had been stopped out of soybeans early in the day. He had a \$3,000 loss at the time he was stopped out, but the closing price of the day would have amounted to a much larger loss. He felt good about himself for sticking to his trading plan, so he responded to the news by smiling and telling himself, "Great! You stuck to your system."

A soybean farmer had sold his crop two months earlier at a much higher price because he was convinced that certain big companies were manipulating the markets down. The 20-cent price drop was, for him, further proof of manipulation. "Damn them," he said to himself as he frowned. He remained in a bad mood the rest of the day.

An active trader was convinced soybeans were due for a major rally. He had predicted the drop during the day and had used the opportunity to acquire a substantial long position in soybeans. He had a small loss on the day, but he felt a sense of satisfaction because his plan was working well. The only thing he said to himself was, "I'm right."

A company president phoned his broker in a panic even though he was short in soybeans. He now had a \$3,000 profit and he was concerned the market might go against him. His broker had convinced him to enter into the position and now he was afraid that he might lose his profit. "I'll lose again!" he thought as he called his broker to learn if he was still bearish.

A financial columnist was long in soybeans. He had absorbed the loss because he did not enter a stop with his order. His predominant thought was that he did not stand a chance. If he entered a stop, he was sure it would be picked off by the traders on the floor. If he sold out at a large loss, it would probably be at the low price of the day. If he held onto his position, the market probably would continue to go against him. "Why me?" he thought.

Notice how the same event is a totally different experience for each of these traders. Three traders actually lost money in the market, yet two of them had positive experiences. Two traders made profits, yet both of them were unhappy. Of course, most people are not happy about losses or sad about profits. These examples merely illustrate that profits and losses have nothing to do with experience. People create their own experience by the way they think. Each person experiences life differently because each person's thinking is unique.

People who generally worry a lot will worry a lot about their investments. People who worry about their investments will tend to do so constantly. In any situation that might involve a threat to an individual's self-esteem, worriers show a marked capacity reduction. Self-esteem situations involve a threat of failure, whether it's a failing grade on an examination or performing poorly in the market. In fact, investing may pose a tremendous threat to an individual's self-esteem.

The losing investor may not only experience financial hardship, but may also feel that he has failed to prove himself to those he loves or to himself.

How to Deal with Worry

How do you manage worry? If you can discover how you worry, then a simple solution to the problem is to do something else. If the new solution doesn't work, then again do something else. Keep changing your approach until you find something that does work. This does not necessarily mean changing your trading system. If you execute a system poorly, you will execute a new system poorly. "Changing your approach" means to change how you think, how you make decisions, and how you execute your system.

This solution is simple, but most people find it very difficult to accomplish because they are locked into certain patterns. Changing the way you think and perceive the world is not always easy. To change the way you think, you must first discover how you start the worrying process. Being objective about your own thinking is difficult while you are doing it, but much easier later when you can try two techniques to discover how you start worrying. The first exercise is to review a past, painful market experience. It is the quickest way to discover how you worry. You need only recall what happened just before the painful experience. You have no need to replay the experience itself.

Review the experience as if you are watching a movie of yourself. Sit back in a chair and feel yourself in that chair watching yourself on a movie screen. As you watch your movie, determine what started the worry experience. Was it something you saw or read? Was it something you heard or something someone said? Was it a feeling? What happened next? Did you start talking to yourself? Seeing pictures? Did your self-talk and pictures trigger the bad feelings? How did you do it?



When people worry they typically get themselves into a negative feedback loop. They talk to themselves, which produces bad feelings that results in more negative talk followed by more bad feelings and on and on. Others see images, which produce bad feelings that make the images worse, and so on. What kind of loop do you produce?

Once you discover how you start to worry and what kind of negative feedback loop you produce, figure out some ways to change it. Disrupt your loop in some way. If you say negative things to yourself, practice following those phrases with a picture of something pleasant. Try changing the quality of the voice you hear. If you say negative things to yourself, say it in the voice of some well-known cartoon character. Be creative. Do anything that is different until you find something that works for you. If you have trouble discovering how you worry from your past memories, then a second exercise is to keep a worry diary. When you feel anxious or worried about an investment, make a note of it in your diary. Do so at the time you are worrying. Don't put it off. Be sure to include the following information:

- What were you doing when you started to worry?
- What triggered the worry?
- Was it someone's actions?
- A memory?
- A visual image?
- A feeling?
- How did you go about worrying?
- What kind of a loop do you set up for yourself? Is this a new or an old pattern?

Later, when the experience passes, make a note in your diary about what you actually did, and what you could have done instead? Also comment on your original diary entry. After recording your worry diary for several weeks, you can study it objectively. What kind of irrational fears do you have? How does worrying affect you as an investor? Most importantly, you can determine how you trigger an episode of worrying and how you go about worrying.

When you have a good idea how you start to worry, select some changes you can make, such as those just suggested with the past memory technique. Become aware of when you start to worry and immediately select one of your changes. Once you discover how you go about worrying and have selected some alternative behaviors, practice using them. If you do so diligently, then the process will soon become automatic. Imagine yourself in some future situation where you would normally worry and practice some of the alternatives you have selected. Once you can feel at ease in an imaginary situation, you should be able to deal with the real situation. Investors who go through this process frequently comment, "It's just not the same anymore. I don't know what happened, but it's not the same anymore."

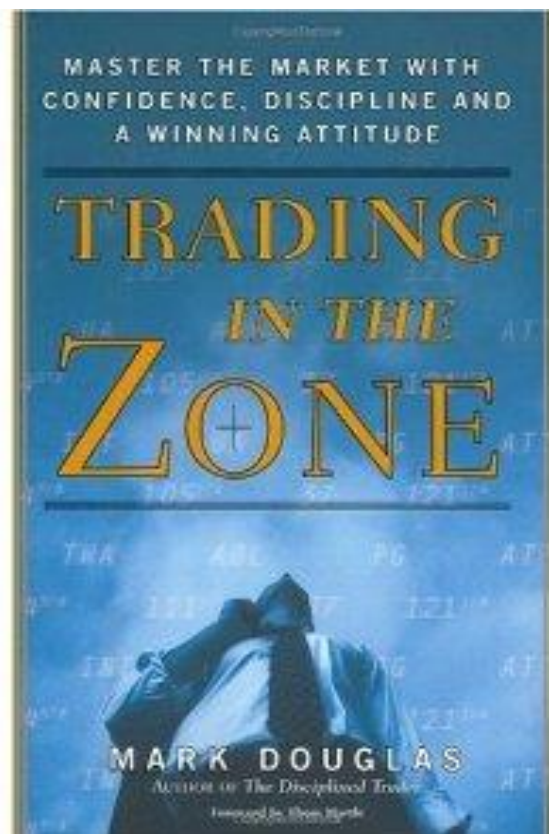
This article is taken from the book *How to Control Stress To Become A More Successful Investor*, the second volume of Dr. Tharp's five volume course on how to develop peak performance in the markets.

About the Author: Trading Coach Dr. Van K Tharp, is widely recognized for his best-selling book *Trade Your Way to Financial Freedom* and his classic *Peak Performance Home Study Course* for traders and investors. Visit him at www.itm.com for a FREE trading game or to sign up for his FREE weekly newsletter.

Each issue we will feature a Review from Amazon.com about a book that we would recommend for your Trading Library. If you would like to purchase the book each month simply click on the image and you will be taken directly to our Amazon A-Store to securely take your order.

The first book we would like to recommend is a “Must Have” for any Trader wanting to understand the psychology of a successful trader and how to become more consistent through focus and discipline. This book also mentioned in Gary Stone’s article about Consistency and Objectivity will give you a greater insight and understanding of yourself as a Trader.

Trading in the Zone: Master the Market with Confidence, Discipline and a Winning Attitude (Hardcover)



Product Description

Maximizing the trader's state of mind is the key to successful results. Conflicts, contradictions and paradoxes in thinking can spell disaster for even a highly motivated, astute and well grounded trader. Mark Douglas, a trader, personal trading coach, and industry consultant since 1982, sends the message that "thinking strategy" will profoundly influence a trader's success rate. Douglas addresses five very specific issues to give traders the insight and understanding about themselves that will make them consistent winners in the market.

Trading In The Zone offers specific solutions to the "people factor" of commodity price movement. It uncovers the true culprit for lack of consistency when it comes to stock picking: lack of focus and self-confidence. Through simple exercises, traders will learn how to think in terms of probabilities, and adopt the specific beliefs necessary to developing a winner's mindset. Along the way, they'll gain valuable insights into their own entrenched misconceptions about the market.

Backed by compelling examples, Trading In The Zone adds a new dimension to getting an edge on the market. Through a better understanding of themselves, as well as of Wall Street's realities, traders will come to leverage the power of their psyche for unprecedented profitability.

Customer Review

Customer Review by Peter B Nelson (Courtesy of Amazon.com)

If you are like most people, after your first few losing trades you set about to learn better market analysis. After your next string of losers you learned about risk management. But there's still one more challenge to conquer; yourself. That is the major premise of this book. If it sounds like wishy-washy psycho-babble to you, I'll only say that I would have agreed -- four months ago, before I quit my 20-year technology career, obtained a Series/7 license and joined a professional day-trading firm. I now believe most people would lose money if you gave them 50/50 odds on whether or not it was going to rain tomorrow. In other words, successfully forecasting the market is not enough. Why not? Well, this book explains why not. It has to do with one's sense of self-worth, one's moral judgment of money, one's work-ethic, one's tendency to focus on good news while ignoring bad, and other things. "Zone" was recommended to a friend of mine by a professional floor trader who told him, "I wish I had read it before starting two years ago. Don't place another trade until you do." Well said. Does this apply to investors as well as traders? Oh, absolutely! If you have ever said to yourself, "I'm not selling that stock while it's down, I'll wait until I have a profit in it," then for the love of money, read this book. Finally, read "Zone" before Douglas' earlier work. If you still want more then read "Disciplined Trader" for a general review plus a deeper exploration into the author's philosophical and meta-physical theories.

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If any of the following apply to you I can help you:

- You imagine having a great assistant at your beck and call that can just do what needs doing?
- You have a project or an idea you want to implement in your business but you don't have the time to make it happen?
- You get embarrassed, overwhelmed and confused by the mess in your home or office and you can't find anything or think straight. You just wish someone could come in and tidy it all up?
- You're the only person in your home or office who can do what's important but you wish you could have support by someone who cares just as much about your business as you do?
- You dream of having your own business for years but you haven't done anything with it and you don't know where to start?
- You've had a great idea for years and you don't know where to start.



Organised For You is the Answer to all your prayers

- If you want someone to look after you.
- Clean up a mess that has got out of hand.
- Arrange something so you can have a break.
- Be supported by someone who wants to help you achieve your goals and desires.

Imagine what you could be doing with the free time you can enjoy and the satisfaction of knowing you can have what you want in your life?

Call Natalie on 0409 989 251 or email
Natalie@OrganisedForYou.com.au to get Organised.
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