



The Australian Technical Analysts Association  
proudly presents the **2010 National Conference**



# THE ART OF MARKET WARFARE

managing your strategy in the markets

BRISBANE, FRIDAY 15TH - SUNDAY 17TH OCTOBER 2010

**REGISTER NOW FOR THE NOT-TO-BE MISSED TRADING  
AND INVESTING EVENT OF THE YEAR!**

Traders and investors – novice or  
experienced – don't miss your opportunity  
to attend this event!

**'If you know the enemy  
and know yourself you  
need not fear the results  
of a hundred battles'**

Sun Tzu

## ATAA 2010 CONFERENCE HIGHLIGHTS

**Venue:** Brisbane Convention and Exhibition Centre, South Bank, Brisbane, QLD

**Topics:** Trading Strategies, Trading Psychology, Systems Trading, Forex  
and Futures Trading

### Overseas Speakers

Todd Gordon      John Person  
Tony Plummer

### Australian Speakers

Charles Browne      Jason Davis  
Satyajit Das      Colin Nicholson

**Exclusive 'Meet the Speaker' Workshops available  
to first 100 registrations**

**FREE DVD  
OF ALL THE  
PRESENTATIONS**

## Friday 15th

7:30-8:15

### REGISTRATION

8:15-8:30

#### Opening Address – ATAA President Robert Grigg

8:30-9:45

#### John Person - Person's Pivots: Learn the Revolutionary Way to Trade with This Amazing New Indicator

Learn how to use this powerful and effective indicator that helps pin-point early turn signals ahead of the crowd. This technical tool incorporates moving averages to filter out Pivot Point levels, helping traders detect a change in a market's value. It also helps filter the next time period's potential range or trading target levels. One of the most powerful leading price indicators available, John will show how to correctly apply this indicator to determine whether to buy dips or sell rallies based on the predicted market conditions. He will also show you how to successfully implement this trading tool for short and longer term traders in all the major markets.

9:45-11:00

#### Jason Davis - Beating the Market Part 1- Market Anomalies

To beat markets you need insight; that is something that not everyone knows or acts on. In this session Jason will guide you through a process of understanding what it takes to beat the market (and your fund manager), starting with an explanation as to why it isn't ludicrous for you to think you can take on and beat highly paid professionals. He will then list the dozen or so market inefficiencies he has learned after more than a decade of research.

11:00-11:30

### MORNING TEA

11:30-12:45

#### Todd Gordon - Strategies of a Professional FX Trader

In this session, Todd Gordon will explain the core principles of his professional trading style including Elliott Wave Principles, Fibonacci Theory, as well as inter-market analysis. He will also share with you his trading tactics, which include precise entry and exit parameters, position sizing, and risk management. Most importantly, Todd will explain Elliott Wave Principle in **a clear, concise, and simple manner**. Prepare for a candid look into the daily trading life of a professional foreign exchange trader. A basic knowledge of Elliott Wave Theory is recommended.

12:45:1:45

### LUNCH

1:45-3:00

#### Colin Nicholson - The Missing Link

Most experienced investors have progressed to the stage where they have a written investment plan and developed the discipline to carry out the strategy and tactics set out in it. Many investors then feel that they have finished their education process and do not move on to the next level, which is to seek constant improvement and execution of their plan. Colin will show what else is needed to move beyond simply being a good investor. The great investors are never satisfied and seek continually to improve what they do and how they do it.

3:00-3:30

### AFTERNOON TEA

3:30-4:45

#### Tony Plummer - Recurrence and Revolution in Financial Markets and Economic Activity

An extraordinary form of order underlies fluctuations in financial markets and economic activity, which generated by the human need to do things together, is reflected in rhythmic oscillations and specific price patterns. Most major trend moves are thus inherently predictable. Recognising this predictability makes technical analysis such an immensely powerful tool for asset allocation. Tony will focus on the way the human brain is programmed to generate group behaviour, and on how this creates recognisable price patterns in asset markets and rhythmic oscillations in economic activity. Knowing where you are in the big trend means you can plan for the future.

5:00-5:45

#### Traders Huddles

6:00-6:45

#### Early Bird Workshops

## Saturday 16th

8:15-8:20

### MORNING ANNOUNCEMENTS

8:20-9:35

#### Todd Gordon - Contra-trend Trading With Elliott Wave and Fibonacci Levels

Are the old adages "Trade with trend" or "The trend is your friend" ALWAYS true? Hardly! Markets only trend about 20 percent of the time, so what about the other 80 percent? In a candid look at how a professional trader navigates the markets using the razor tight levels defined by Elliott Wave and Fibonacci analysis, Todd will show you how the pros consistently contra-trend trade, while at the same time maintaining tight risk management. He will then share three strategies for identifying market tops and bottoms hours before they develop, and lay out how to move in and attack with expert trading tactics.

9:35-10:50

#### Tony Plummer - Critical Ratios: The Link Between Asset Market Oscillations and Fundamental Trends

The learning mechanisms that are innate in financial markets are reflected in the influence of a small range of natural mathematical ratios. These ratios provide a critical link between rapidly developing financial market oscillations and slowly evolving fundamental trends. They therefore provide clearly-defined decision-making zones relating contra-trend corrections to underlying trends. The presentation will show why these decision-making zones emerge and how they can be calculated. If you recognise the ranked importance of these zones, you can determine the strength of your response to them.

## Saturday 16th cont.

10:50-11:20

11:20-12:45

### MORNING TEA

#### Satyajit Das - "The Botox Economy – Postcards from the GFC"

Over two years into the GFC, unprecedented government intervention has slowed the decline but the effects of their actions are not certain. New bubbles in government bonds, emerging markets and commodities are developing. In 2006, Satyajit Das, provided a highly prescient insight into the structure and risk of the world financial system exposing the problems that are now becoming readily apparent. Das will look at the massive and unprecedented de-leveraging of the financial system taking place and how that will alter the financial landscape.

12:45-1:45

1:45-3:00

### LUNCH

#### Charles Browne - The Real Reasons Why Traders and Investors Need Rules

This presentation will explore and challenge the popular belief that traders and investors need rules because they "lack discipline". There are in fact other important reasons why rules are necessary, but these are not related to discipline. The latest neuroscience research will be presented to debunk the popular belief that traders need rules to control their emotions. Charles will also demonstrate how the concept of a "trading rule" is widely misunderstood, and how this contributes to difficulty in developing and following a trading plan. This will enable you to better understand why so many traders fail, and how you can improve your potential as a successful trader.

3:00-3:30

3:30-4:45

### AFTERNOON TEA

#### Jason Davis - Beating the Market Part 2 – Devising a Strategy to Monetise an Anomaly

Following on from Part 1, Jason will show how trading strategies can be constructed using a couple of previously identified market anomalies. The systems will be taught in entirety (no hidden crucial pieces), and validated to demonstrate both the process of system validation, and the power of a great software package.

5:00-5:45

7:30

### Traders Huddles

### AUSTRALIAN TECHNICAL ANALYSTS ASSOCIATION 20TH ANNIVERSARY GALA DINNER

## Sunday 17th

8:15-8:20

8:20-9:35

### MORNING ANNOUNCEMENTS

#### Charles Browne - Price Action Strategies.

In this presentation you will learn how to effectively read price charts without any indicators. Charles will discuss a range of techniques that enable you to understand and take advantage of underlying market sentiment. Learn how to: identify panic, greed and indecision; know in advance that a sideways range is about begin; recognise the market sometimes shows weakness immediately before strength, identify in advance the likely direction of the breakout from a pattern; and identify in advance whether or not a breakout is likely to fail.

9:35-10:50

#### Colin Nicholson - Mind over Matter

There are many things to learn and master in becoming an investor. After picking up the basic knowledge, years will have been spent gaining experience. After at least a decade of hard work, committed investors will reach one of the final frontiers in their investment education. Over the last fifty years, a whole new area of research has unfolded under the general heading of behavioural economics. This work has thrown out the old assumption of a rational man and looks at how we really make decisions. In the process many errors and biases emerge to which we are all subject naturally and largely unconsciously. In this discussion Colin will introduce some of the ways in which the best investors think giving them a great advantage over the beginners.

10:50-11:20

11:20-12:35

### MORNING TEA

#### John Person - Scanning for Seasonal Stock Trades for High Yield Investors

John will share his techniques for scanning for high yield returns in specific sectors and the top stocks in those sectors. In addition, you will learn how to apply techniques to identify the appropriate risk and reward opportunities and understand a simple logical process to use for your trade entry once a scan generates a buy or sell signal in order to help you gain an edge in profitability. This session will also give you an insight from Friday's session, which discussed the mechanics of the Person's Pivots and the Pivot Point Moving Average approach.

12:35-1:35

1:35-2:50

2:50-3:00

3:00-3:30

3:30-4:00

### LUNCH

#### Panel Discussion (Charles Browne, Kathy Lien, John Person)

#### Closing Address Robert Grigg

#### ATAA Annual General Meeting

### AFTERNOON TEA

ONCE AGAIN IN **OCTOBER 2010**, THE AUSTRALIAN TECHNICAL ANALYSTS ASSOCIATION IS BRINGING TOGETHER **SEVEN TOP TECHNICAL ANALYSTS AND MARKET GURUS** FOR ANOTHER **NOT TO BE MISSED CONFERENCE**.



Over 3 days in the warmth of Brisbane, you will learn the strategies and techniques to give you an edge as a trader and investor.

- Learn from respected local and overseas experts
- Find out what it takes to be a successful trader or investor in today's markets
- Discover the strategies and techniques that will help you master the art of market warfare.

Ideal for all traders and investors – no matter your experience or preferred financial instrument.

**Opportunities multiply as they are seized**

**Sun Tzu**

**He who knows when he can fight and when he cannot, will be victorious**

**Sun Tzu**

Be one of the first to register for your chance to attend a "Meet the Speaker" workshop. Limited to 20 people per speaker, this is your chance to ask them those questions you've always wanted to ask.



**ABOUT THE ATAA**

The ATAA aims to assist its members to become profitable traders and investors in many markets. Its members range from beginners to advanced professionals. The Australian Technical Analysts Association is a not-for-profit association, run by members for members, established in 1990.

For more information, visit [www.ataa.com.au](http://www.ataa.com.au)

**Member services include:**

- monthly meetings in 9 major Australian cities
- member to member networking
- website with extensive resources
- video library
- annual National Conference
- Affiliation with the International Federation of Technical Analysts (IFTA); and
- discounts on products and services.

# Registration Form

A tax invoice will be issued when your registration has been processed. This tax invoice must be presented at conference registration. Your place has not been confirmed until this tax invoice is issued.

## YOUR DETAILS

Name: \_\_\_\_\_

Organisation: \_\_\_\_\_ Membership Number: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Suburb/town: \_\_\_\_\_ State: \_\_\_\_\_ Postcode: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Partner's Name (If attending the Gala Dinner): \_\_\_\_\_

How did you hear about the ATAA Conference: \_\_\_\_\_

If referred by an ATAA Member please provide their details below

Name: \_\_\_\_\_ ATAA No.: \_\_\_\_\_

## CONFERENCE REGISTRATION (All prices are inclusive of GST)

### Conference Fees

(include lunch, morning tea and afternoon tea daily)

ATAA Members \$780.00

Non-ATAA Members\* \$980.00

Special AIA Members Price\*\* \$780.00

### Saturday Night Gala Dinner (including drinks)

Conference Attendee \$95

Partner \$95

TOTAL

\*Non Members who register for the Conference will receive 6 months ATAA membership \*\* AIA members need to send or fax a copy of their membership details with their registration form to qualify for this price.

### Early Bird Special

Be one of the first 100 people to register and you can attend a "Meet The Speaker" workshop. Please place a number 1-5 in order of preference (1 = 1st choice) in the boxes next to the speaker's name. These places will be allocated on a first in, best dressed basis, so we cannot guarantee you will get a place in your preferred workshop.

- Jason Davis       Todd Gordon  
 Colin Nicholson       John Person  
 Tony Plummer

Successful early bird registrations will receive notification of their workshop within 7 days of registration.

## METHOD OF PAYMENT (No telephone bookings accepted)

Payment by credit card

Fax to: 02 9667 0983

Mail to: see below

Mastercard

Visa

Cardholder's Name (Please Print): \_\_\_\_\_

Cheque

Made payable to:

Australian Technical  
Analysts Association

Mail to:

ATAA Conference  
PO BOX 3175, Eastlakes  
NSW 2018

Card Number:

Expiry Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ Signature: \_\_\_\_\_

by signing this form and providing the details above, I hereby authorise the ATAA to debit my credit card for the total amount above. Conference program and details may change without notice.





## About The Speakers

**Charles Browne** is a full time private trader and is the Immediate Past ATAA National President and Life Member. He has been an ardent student of price action for over 15 years and has traded the markets since 1972, full time since 2004. Charles has lectured in technical analysis since 1996, and has given numerous presentations in cities across Australia. He has traded a variety of financial instruments including index futures, currencies and equities.

**Satyajit Das** works in the area of financial derivatives and risk management. He is the author of a number of key reference works on derivatives and risk management including *Swaps/ Financial Derivatives Library – Third Edition* (a 4 volume 4,200 page reference work for practitioners on derivatives) and *Credit Derivatives, CDOs and Structured Credit Products –Third Edition*. He is also the author of *Traders, Guns & Money: Knowns and Unknowns in the Dazzling World of Derivatives* (2006, FT-Prentice Hall), an insider's account of derivatives trading and the financial products business filled with black humour and satire. The book has been described by the Financial Times, London as "fascinating reading ... explaining not only the high-minded theory behind the business and its various products but the sometimes sordid reality of the industry".

**Jason Davis** is regarded as an authority on quantitative trading & investing strategies for Australian equities and regularly speaks on the topic at events across Australia. Jason co-founded HomeTrader, one of Australia's most prominent financial education companies. He remains involved in HomeTrader as Head of Research as well as advising and dealing equities and derivatives for high net worth clients as a stockbroker with StoneBridge Securities. Jason is currently completing a Masters of Applied Finance from Sydney's Macquarie University. He holds a Diploma of Financial Services (financial markets) and is licensed to provide advice on securities, derivatives, futures and foreign exchange. He is a member of the Australian Institute of Company Directors and the Securities and Derivatives Industry Association.

**Todd Gordon** is the Senior Technical Strategist for FOREX.com and is also a trader for GAIN Capital Asset Management (GCAM). Combining his insights as a trader and technical strategist, Todd has developed a system of market analysis that is put to the test through live trading in GCAM every week, and is published daily through Strategy of the Day (SOTD). In SOTD, Todd shares with clients of FOREX.com his in-depth analysis of the forex markets based on Elliott Wave and Fibonacci principles, Intermarket and Fundamental Analysis. Todd has developed a loyal following by breaking these complex styles of analysis down to their core components and interpreting them for clients in the real markets, and in real time. Todd's in-depth analysis featured in SOTD is more than just a typical analyst's "recommendations." He personally initiates every trade idea featured in SOTD and in GCAM, real time, and with real assets. He was a frequent guest on financial news channels such as Bloomberg, CNBC, and BNN, but has recently become a regular contributor to CNBC's Fast Money show. He has given seminars worldwide, including the Far East, the Middle East, Eastern Europe, and the US. He also provides regular commentary and analysis to publications such as Technical Analysis of Stocks and Commodities and Futures. He preaches and demonstrates the qualities required to be a successful trader- patience, discipline, analysis, and execution. Todd lives by the mantra- Plan Your Trade, Trade Your Plan.

**Colin Nicholson** has taught both fundamental and technical analysis for the Financial Services Institute of Australasia (FINSIA). He is a Past President and Life Member of the ATAA. Colin has written five books: *Building Wealth in the Stock Market*, *The Aggressive Investor*, *The Psychology of Investing*, *Hot Stocks 2007* and *Hot Stocks 2008*. He has written for a number of publications including the Australian Financial Review, AFR Smart Investor (previously Shares) magazine and BRW. Colin is totally independent and does not sell anything other than his writing and teaching. For further information on Colin see his website [www.bwts.com.au](http://www.bwts.com.au).

**John Person**, a registered Commodity Trading Advisor, is the founder and president NationalFutures.com, an investment advisory service. He is a 32-year veteran of the trading industry. He started on the floor of the Chicago Mercantile Exchange and then worked alongside George Lane, the creator of Stochastic's indicator. Currently he is an active independent trader and Publisher of the Bottom Line Newsletter. John is the author of three popular trading books and the co-author of the Commodity Trader's Almanac, all published by John Wiley & Sons, Inc. John's trading methods, indicators and systems have been available on many brokerage firms and various trading software platforms.

**Tony Plummer** is a well-known author and speaker, with over 30 years experience in financial markets. From 1976 to 1999, he was a successful bond and currency investment manager, and the retail funds for which he had responsibility returned long-term first quartile performances and attracted numerous industry awards. Since 1999, he has used his innovative research on group behaviour to generate strategic economic and financial market analysis for fund managers. Tony is a Visiting Professorial Fellow in economics at Queen Mary, University of London, a Fellow of the Society of Technical Analysts in the UK, and is the author of '*Forecasting Financial Markets*', regarded as a seminal work on the influence of crowd psychology in financial markets. The book, now in its sixth edition, was first published in 1989 and has been translated into several languages. Tony is currently the director of Helmsman Economics Ltd., and has directorships in the Emergent group of funds. He is also on the investment advisory committee of the Osiris Property Fund. He has a Masters degree in economics from the London School of Economics. He also has training in Core Process Psychotherapy.



Charles Browne



Satyajit Das



Jason Davis



Todd Gordon



Colin Nicholson



John Person



Tony Plummer