

# Brainy's Share Market 101

Share Market 101

## Share Market 101

# Brainy's Share Market 101 Seminar

(aka "Share Market Bootcamp")

## U3A Nunawading Summer School

January, 2019



*"The share market can seem mystical and almost like black magic; but with the right support and assistance, it just seems like magic."*  
**Robert Brain**

January 2019

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Share Market 101

## Share Market 101

# U3A Nunawading Summer School 2019

Presenting three 2-hour sessions:

- **Share Market 101**
- Share Market Price Charts — Unlocking the Secrets
- Trend Trading ASX Shares

One-page outline hand-out.

Detailed notes from these sessions are available in Brainy's **Share Market Toolbox** website:  
[www.robertbrain.com/presentations](http://www.robertbrain.com/presentations)

Three versions — brief handout, the slides, "speaker" notes.

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Share Market 101

## Introduction

# Additional comments?

When Robert publishes presentation slides such as this set, there is usually a version of the slides available for Brainy's Share Market Toolbox (premium) members which includes additional explanatory comments — referred to as the "Speaker Notes".



Each page in the set has the slide on the top half of the page and the "notes" on the bottom half (as shown at right).

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# Brainy's Share Market 101

Share Market 101

## Share Market 101

### Share market "Boot Camp"

- A very special session, and one of a series.
- A 2-hour précis of a 6-hour seminar (2008)
- Other seminars/workshops available...
- After today, if you like this seminar, please tell your friends.
- If you don't like it, please let me know so I can improve it (happy to receive feedback).
- Evaluation / survey form at end for "feedback".
- Certificate on completion.



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Share Market 101

## Share Market 101

### About this session

- **Purpose:**- Overview and broad awareness of the market and how it works; and to help steer you towards more information and various sources of assistance.
- **Broad coverage** of the topic.
- Covers many aspects of the stock market.
- Includes a good grounding of basic information.
- Also touches on some advanced topics.
- Is totally independent.

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Share Market 101

## Share Market 101

### About... Robert Brain

**Nimble Short term Investor**  
consultant, educator and part-time\* share trader  
web-based sharemarket-support business

- Many years experience as trainer, presenter, conference facilitator (*Scouts*)
- Share Market - active 20+ years\* (slowly at first)
- Chartist ie. technical analyst (ATAA member and national director)
- Provide support and tuition to traders and investors *Brainy's Share Market Toolbox*
- Former member Mensa
- Engineering Degree (structured thinking with an eye for charts and diagrams)
- 30+ years - professional experience (IT and management)
- **No AFS license!** (Can't give advice)
- **BullCharts software** (convenor Australian BullCharts User Group and authorised reseller offering special pricing)



**Conflict of interest?**

\* - Not yet enough capital to live off the proceeds of trading (after trading as a hobby until a career change in 2008).

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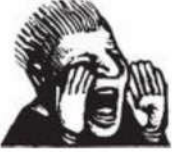
Share Market 101

## Share Market 101

### Questions?

*Interactive presentation!*

*Questions welcome.*



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### This session is not:....

- Not **Financial** advice.
- Not a **Product** promotion.
- Not **Selling** anything.
- Not a **Sales** pitch.
- Not a **Recommendation**.
- Not an **Endorsement**.

It is to help you understand the market!



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### Disclosures

- You will see share price charts prepared using the Australian BullCharts charting software. (Robert is a keen user and reseller.) 
- Any newspaper clippings will be from the Australian Financial Review.
- Some products/companies will be named.



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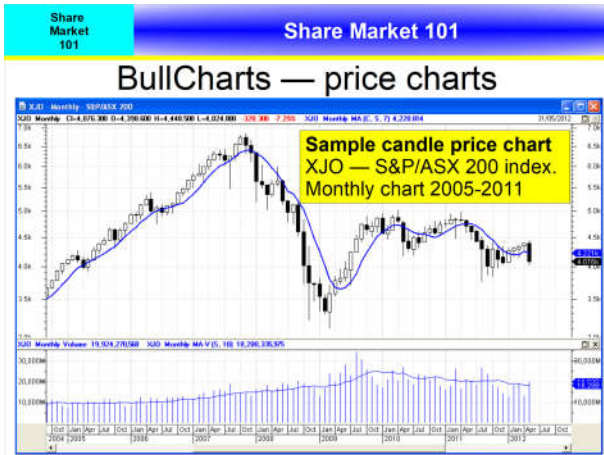
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# Brainy's Share Market 101



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This slide features a blue header with 'Share Market 101' on both sides. The main heading is 'Important Notice — No Advice!'. It contains a bulleted list of five points: 'This presentation does not include any advice.', 'For proper advice, your personal financial situation needs to be considered.', 'This presentation is pure education, only for your general awareness.', 'There are no recommendations to take any action, or to invest any money in any way.', and 'Always consult a properly licensed advisor before making investment decisions.' A red circle with a diagonal slash over the word 'advice' is positioned to the right of the third bullet point. A small green checkmark is at the bottom left, and a copyright notice is at the bottom center.

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# Brainy's Share Market 101

Share Market 101

## Share Market 101

### Session Outline

1. Introduction to the Share Market
  - What are shares? What is the market? How does it work?
  - Watch out for the "big money"!
2. Buying and selling shares
  - Why buy/sell? and how to trade shares? Brokers?
  - How to buy/sell?
3. Analysis — Fundamental or Technical?
  - What is a stock really worth? — What influences the value?
  - Price charts are very useful
4. Share Trading — a brief introduction
  - Be aware of the emotions and psychology
  - Are you "share market ready"? — The plan, money, risk mgt?

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Share Market 101

## 1. Share Market Introduction

### 1. Share market introduction

- Shares — exactly what are they?
- The "Share Market" — what is it and how does it work?
- Who are the participants (investors, etc.) in the market?
- Beware the "big money"!!
- Who can we trust?
- What gains (losses) are possible?



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## 1. Share Market Introduction

### 1. Exactly what are "shares"?

**Example:**

- New company XYZ needs money to buy materials, and then make and sell "widgets"
- The company needs to raise \$1,000,000
- Sell off 1,000,000 "shares" at \$1 each.
- Total funds raised = \$1,000,000
- People buy parcels of these "shares" and they own a piece of the company.

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Share Market 101 1. Share Market Introduction

How do you get some shares?

- For **existing public** companies – buy from someone who is selling, but through a stock broker (full service or online).
- For **new public** companies, participate in an IPO (Initial Public Offering) ie. a share float (with caution!)
- For **private** companies – directly, or a broker.

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Key terminology + example

- **Total shares on issue** - eg. 1 million
- Original share price - \$1.00
- Original **market capitalisation** = \$1 million (ie. 1 million shares x \$1 each)
- **Today's market cap:**
  - eg. yesterday's Closing price = \$1.10
  - Today's market cap = 1 million shares x \$1.10
  - So today's market cap = \$1,100,000
  - An increase of 10%

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Key terminology (cont.)

- **Current price:**
  - today's buy/sell price on the market at this very minute
- Sample share prices:
  - from \$0.001 (ie. one tenth of a cent) up to hundreds of dollars
  - can be fractions of a cent
  - often in the range of about 10 cents up to maybe \$80

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### Market Capitalisation

- Very important term.
- An indication of size of a company
- = (number of shares issued) x (current price)
- Companies are slotted into different categories
  - Large cap, mid cap, small cap, micro cap
  - Based on size of market capitalisation
  - But the definition is not universally agreed and varies greatly from country to country and from analyst to analyst.

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### Large Cap companies

- Tend to have significant influence on the market index.
- Very roughly, companies with market cap more than about \$1.2 to \$1.3 billion
- Roughly includes stocks in the S&P/ASX 100
- Another view – the top 5% of all listed stocks
- On ASX (at 30 August 2018) for example:
  - CBA - \$129 billion (number 1)
  - LLC - \$ 11.5 billion (number 40)

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### Mid Cap companies

- Some fund managers specialise in investing in mid-cap stocks.
- Very roughly, companies with market cap between about \$500 million and \$1.2 billion
- Another view – between the top 5% and top 20% of all listed stocks
- On ASX (at 30 August 2018), representative:
  - GUD Holdings - \$1.2 billion (number 205)
  - MAQ (Macquarie Tel.) - \$0.5 bill. (number 340)

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## 1. Share Market Introduction

### Small Cap companies

- Tend to have low liquidity (difficult to trade)
- Tend to be ignored by analysts and brokers
- But some fund managers specialise
- Tend to be late to recover after bear market
- Roughly, companies with market cap between \$50 million and \$300-\$500 million
- On ASX (at 30 August 2018), representative:
  - JHC (Japara) - \$473 million (number 353)
  - PFP (Propel) - \$300 million (number 441)

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## 1. Share Market Introduction

### Micro Cap companies

- Tend to have low liquidity (difficult to trade)
- Generally ignored by analysts and brokers
- But some fund managers specialise
- Tend to be late to recover after bear market
- Companies with market cap below \$50 million
- On ASX (30 August 2018), representative:
  - FZO (Family Zone) - \$50 million (number 1007)
  - BIT (Biatron) - \$10 million (number 1698)

(There's about 2,000 stocks on the market.)

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## 1. Share Market Introduction

### 1.2 "Share Market" - What is it?

**Share Market** definition:

*A forum for the organised trading of various securities.*



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Share Market 101 1. Share Market Introduction

### Rules for smooth operation

- Listing Rules — and regulations for a company to be listed on a stock exchange
- eg. before listing:- prospectus, and PDS (Product Disclosure Statement)
- Rules for continuous disclosure
- Rules for reporting financial results
- Insider trading?
- .....and lots more.....

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### ASX and ASIC

- ASX (Australian Securities Exchange):
  - The **company** that operates a market exchange in Australia; and
  - The name of the **securities exchange** itself
- Chi-X
  - Another exchange operator in Australia
- ASIC:
  - The market regulator, responsible for the supervision of real-time trading on Australia's domestic markets.

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### Listing Rules (for public companies)

- The ASX “manages” the market listings.
- There are very strict rules and governance.
- The “largest” shareholders are identified.
- “Substantial” shareholders are identified.

**Conclusion:**

- Details are available for you.
- For large shareholders there is no hiding.
- Transparency in the market.

**Note!**

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Share Market 101

## 1. Share Market Introduction

### 1.3 The key players

- Various "entities" with funds/cash to invest (investors, companies, managed funds, superannuation funds, private companies, etc.)
- The companies who need the funds
- Stock Brokers – they are the "intermediaries".

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Share Market 101

## 1. Share Market Introduction

### Who is in the market? - key players

**The Players – Simplified View**

Securities Exchange  
Stock Market

**Entities with cash**

- Investors
- Traders
- Super Funds
- Managed Funds
- Trust Funds
- Hedge Funds
- Banks
- Private Equity Cos.
- Speculators
- Other

**Brokers**

- online
- full service

**Companies**

- all listed public companies

But why?

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Share Market 101

## 1. Share Market Introduction

### Why are they in the market?

- Enjoyment?
- Entertainment?
- Fun?
- Money?
- Profit?
- To make a living at any cost?

***Because it's their job and they get paid for it.***

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## Why are they in the market? - Money!!

**Money Flow**

(A) – Entities buy shares in IPO/float (Issuer Sponsored)

(B) – Entities buy shares in IPO/float (Broker Sponsored)

(C) – Companies pay dividends.

(D) – Entities buy/sell shares from/to each other via a broker.

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Share Market 101 1. Share Market Introduction

## Watch out! — The “Big Money”

- The large organisations, institutions and funds.
- They have large amounts of money to invest.
- They have other tools available:
  - black pools
  - crossed trades
  - lack of transparency!

**NOTE!**

more over.../

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Share Market 101 1. Share Market Introduction

## Watch out! — The “Big Money”

- They can be ruthless.
- They are there to make profits.
- Employ various tactics to make profits.
- Sometimes at the expense of the small retail investor.

**NOTE!**

**Question:** If you worked on their trading desk, and your bonus was dependent on your successes, would this change “how” you play?

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### 1.5 Who to trust?

- Should you let someone else guide and manage your investments?  
OR
- Do a lot yourself?  
AND
- Who can you trust with what?

*Unfortunately, the answer is not simple.*



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### Who to trust?

There are several:

- Your accountant?
- Your financial adviser?
- Your bank manager / staff?
- Your stock broker?
- Your network of friends and contacts?

***Just remember their own motivations!!***

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### 1.6 What sort of gains (losses)?

- All variations plus more:
  - just 1% to 2% per annum!
  - maybe 10% to 15% pa – increase or decrease
  - 50% in a downturn (eg. GFC)
  - minus 90% in a week!
  - It is possible to lose an entire holding!
- Leveraged alternatives (loans, CFDs, etc.):
  - Magnifies gains and losses
  - Take the figures above and multiply them





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Real Sample of gains/losses

48 August 23-24, 2008

23 AUG 2008 **NOTE!** Weekend AFR 667

Market Performance

S&P/ASX ALL ORDINARIES - THE WEEK'S BEST AND WORST

Company	Price	Up	Down	Company	Price	Down	%
Sunshine Gas	2.75	0.83	29.79	Alcoa	0.68	-0.875	-58.84
Golden West Resources	2.00	0.41	25.79	B&B Power	0.225	-0.20	-47.00
Mincor Resources	2.00	0.39	24.22	Babcock & Brown	2.48	-1.97	-44.21
Equinox Minerals Ltd	4.18	0.74	21.93	Sargor Group	0.72	-0.48	-40.00
Aquila Resources	15.40	2.71	21.36	Mico Max Socs	0.073	-0.032	-30.48
Centamin Egypt	1.085	0.185	20.56	Compas Resources	0.73	-0.27	-37.00
Carriick Gold	0.935	0.155	19.87	Asara International	0.095	-0.035	-26.92
Continental Coal	5.58	0.89	16.96	Becton Property Group	0.815	0.30	-36.91
Felix Resources	20.30	3.14	18.30	Rubicon America Trust	0.067	-0.022	-34.72
Mondrian Shakespeare	2.54	0.40	17.86	Reckson Property	0.205	-0.055	-21.15

Source: Reuters

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Alternatives to "shares"

Some other types of investments that you might consider investing in WITH CAUTION:

- Managed Funds
- CFDs
- Options
- Commodities
- Warrants
- ETFs
- Currencies...
- Futures contracts...

**There are a lot!**

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Share Market 101 1. Share Market Introduction

Other considerations...

- Short selling – to make money when the market falls.
- Futures (eg. SPI 200 Futures).
- Some instruments are potentially very dangerous
  - leveraged (CFDs, etc.)
  - you can lose a lot more than what you start with!

**CAUTION**

*And watch out for the sharks in the ocean!*

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# Brainy's Share Market 101

Share Market 101

## 1. Share Market Introduction

Some words of warning!

- Shares can be dangerous
- Shares might not be shares, eg:
  - BrisConnections — stock code BCSCA
- Derivative products
- Leveraged products.



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Share Market 101

## 2. Buying and selling shares

### 2 – Buying and Selling Shares

- Why do people buy / sell shares?
- How to buy / sell?
- Buying and selling = the tug of war auction
- Brokers — full-service versus online
- Share portfolio
- Share market indexes and sectors
- Share Market GEMs



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Share Market 101

## 2. Buying and selling shares

### 2.1 Why do people buy / sell shares?

- Shareholder benefits and discounts
- Regular income (from dividends)
- Short term capital gains
- Long term capital gains
- Tax benefits (eg. franking credits)
- To get a seat on the company board (perks?)
- other?



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# Brainy's Share Market 101


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## 2. Buying and selling shares

Why do people buy / sell shares?

Dividends, Franking & Tax Credits:

- Income from dividends
- Tax benefits (franking credits)
- Income from franking credits (for some)
- Share traders derive income from capital gains



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## 2. Buying and selling shares

### Capital gains

Note:-

- Potential issues such as the amount of time that shares are held (eg. tax relief).
- *Capital gains* versus *trading income* for **investors** versus **share traders** — this is a complex issue.

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Share Market 101

## 2. Buying and selling shares

### 2.2 How to Buy / Sell shares

TOPICS:

- How to do this?
- The daily tug of war auction process
- Market depth
- Volume, Trades, Value each day
- When is the right time?

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# Brainy's Share Market 101

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## 2. Buying and selling shares

### The buy / sell process

- Orders to buy / sell are placed into the computerised (ASX) market.
- Your broker can enter your order, or
- You can enter your own order:
  - using an online broker; or
  - using a Trading Platform package on your computer (eg. WebIRESS).

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Share Market 101

## 2. Buying and selling shares

### Prerequisites to buying shares

- Before you can buy/sell shares:
  - Identify a broker and arrange a facility
  - Open a client / trading account (papers, signature)
  - Have a bank account available and linked
  - Have some money available!
- What if you need help with this process?
  - Not easy to get assistance
- Make sure you are "Share Market Ready".

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Share Market 101

## 2. Buying and selling shares

### Buy and sell – but exactly how?

- Place your buy/sell order with your broker, for a specific stock, and order quantity:
  - specify buy/sell price, or
  - "at market" and specify "at limit" price
- If there are corresponding orders to match – then it is done, and a Contract Note
- Settlement takes place 2 days later (called T+2)
- But, is a sale/purchase guaranteed?
  - not at all; only if a buyer and seller agree on price;
  - not if trading in the company's shares is suspended.

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# Brainy's Share Market 101

**Share Market 101**      **2. Buying and selling shares**

### Buy / Sell — the auction process

- The share market activity auction process
- “Market Depth”
- Buyers and Sellers in action

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**Share Market 101**      **2. Buying and selling shares**

### Market Depth (BHP 9 Sept 08)

Share Quote as at 3:19 PM Sydney Time, Tuesday, 9 September 2008

Code	Bid	Offer	Last	Change*	% Change*	Open	High	Low	Volume
BHP	36.129	36.130	36.120	-1.480	-3.94	36.630	36.730	36.110	10,397,801

Basis of Quotation: XD      Buy | Sell | Add to Watchlist | R

BUY		SELL	
Number	Quantity	Price	Number
5	8,971	36.120	3
17	4,869	36.110	7
55	82,020	36.100	3
5	6,193	36.090	4
6	6,320	36.080	3
3	2,637	36.070	2
5	4,950	36.060	5
14	9,000	36.050	5
2	5,250	36.040	2
8	3,439	36.030	1

1714 buyers for 1,253,114 units      1490 sellers for 2,199,783 units

*it's an auction*

(This market depth snapshot shows "summary" view)

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**Share Market 101**      **2. Buying and selling shares**

### Volume and Trades each day

	Daily* Volume	Daily* Trades	Dollar* Turnover
TLS	54 million	8,300	\$171 million
CBA	4 million	26,312	\$289 million
CSL	1 million	27,511	\$218 million
ANN	1 million	11,000	\$25 million
ACR	210,000	18	\$44,250
BAR	154,800	6	\$5,760
ITW	121	0.7	\$6,032

**Caution!**

Very Liquid! (for TLS, CBA, CSL, ANN)

Liquidity issues!! (for ACR, BAR, ITW)

Volume = The number of shares that change hands  
 Trades = The number of "parcels" of shares that change hands  
 Turnover = Dollar value of the shares traded

\* — The figures are the average over 14 days in late August 2018.

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Share Market 101

## 2. Buying and selling shares

Beware unsolicited offers to purchase

- Beware!
- Some companies might offer to buy your shares for a price well below market price
- They get shareholder lists from public companies, and do a mail out
- Many people accept their offer
- They then sell for a significant profit.
- So, beware!



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Share Market 101

## 2. Buying and selling shares

When is the right time?

- How to decide when to buy? (and sell)
  - Many ways to decide – not one right answer.
  - Depends on your **“investment objectives”**
  - If they “look cheap”; but beware the traps
  - If the share price is “trending” up
  - If past returns are good (but no guarantees...)
  - Because someone said to buy them (taxi driver)
  - “Time” the entry and exit for best returns
  - more... ?



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Share Market 101

## 2. Buying and selling shares

### 2.3 Share/Stock Brokers

TOPICS:

- Full service brokers
- Online brokers (aka “non-advisory”)

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Share Market 101

## 2. Buying and selling shares

### Full service brokers

- The traditional way... (relatively expensive)
- They do the research for you
- They can provide a lot of support, advice, assistance and recommendations
- They help manage your portfolio records.
- They charge for their services.
- Some of them would like you to buy/sell more often (increases their commission income).

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Share Market 101

## 2. Buying and selling shares

### Online brokers — “DIY” (cheaper)

- Over the internet
- Using computer or smartphone
- See the market action live on your screen
- Can be done with no extra software
- “Trading platform” can be provided (eg. WebIRESS)
- Brokerage fees can be low
- A quick and potentially dangerous way to throw your money away.

**Caution!**

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Share Market 101

## 2. Buying and selling shares

### Online brokers — examples

• CommSec (CBA bank)	• WestPac
• CMC Markets	• ANZ Share Investing
• IG Group	• Amscot
• Interactive Brokers	• SelfWealth
• Nabtrade (NAB bank)	<b>Trading platforms:</b>
• BellDirect	• Macquarie's MQ Prime
	• Web IRESS

Note: these are not recommendations or endorsements.  
Refer to “Best Australian Brokers for Stock Trading (Aug 2018):  
<https://www.stockbrokers.com/guides/best-brokers-australia>

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# Brainy's Share Market 101

Share Market 101

## 2. Buying and selling shares

### Register your shares (automatically)

"If you hold shares you can choose to register your legal title to those shares in one of two ways:

- On the CHESS sub-register maintained by ASX Settlement [eg. using your broker to do this]; or
- On the issuer-sponsored sub-register maintained by the company that issued the shares (most companies use a share registry" to administer the issuer sponsored subregister on their behalf)."

\* eg. Link Market Services, ComputerShare, etc.

Source: ASX website:  
<https://www.asx.com.au/documents/about/fact-sheet-chess-sponsored-and-issuer-sponsored-holdings.pdf>

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Share Market 101


## 2. Buying and selling shares

### 2.4 Track and manage your portfolio

TOPICS:

- Share "portfolio"
- Simple portfolio records — why?
- Online portfolio services
- Portfolio management software

**Important!**



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Share Market 101

## 2. Buying and selling shares

### Your share portfolio

- Portfolio = a *collection of investments*
- It is important to keep good records:
  - Expense claims for tax purposes
  - Possible tax obligations (eg. CGT)
  - Actively manage the portfolio to minimise losses and maximise gains (can be difficult to do without a good list).
  - You might want to sell some of it
  - Future estate management.



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Share Market 101

## 2. Buying and selling shares

### Portfolio record options

- **Manual** paper methods
- Use **generic software** (eg. spreadsheet, OpenOffice Calc, or Microsoft Excel)
- Use special **portfolio management software**; many around: eg. Quicken, QuickBooks, MAUS StockMarket
- Various **online web sites**:
  - [www.ASX.com.au](http://www.ASX.com.au)
  - Google, Yahoo
  - Online brokers

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Share Market 101

## 2. Buying and selling shares

### Portfolio records – what details?

At least:

- Transaction date
- Company name / stock code
- Purchase/sale price (per share and total)
- Quantity
- Costs (eg. brokerage)
- Your reason for purchase
- Other ...



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Share Market 101

## 2. Buying and selling shares

### Portfolio records – Online services

- These can be simple and easy
- Your broker might provide the service online
- Various web sites, eg. [www.asx.com.au](http://www.asx.com.au)
  - Register for free access with a Username
  - Create your "portfolio" online (a *watchlist*)
  - Enter details of:  
Company Code, Qty, Purchase Price
  - that's it!
  - Easily view today's total portfolio value



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Share Market 101

## 2. Buying and selling shares

### 2.5 Market indexes and sectors

TOPICS:

- Grouping like with like
- The concept of an index
- Australian market indexes
- Index re-balancing periodically
- Overseas markets and indexes
- Sectors and GICS codes



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Share Market 101

## 2. Buying and selling shares

### Group like with like

- Useful to group all mining companies together to more easily compare performance of one to the other
- Also, the banks
- And health care, and I.T., and Retail, etc.
- Two methods:
  - Stock market indexes (see next slides); and
  - The GICS coding system (advanced topic).



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Share Market 101

## 2. Buying and selling shares

### Stock market "index"

- To see how the overall market (or a "sector") is performing
- Similar companies are grouped together and assigned an "overall value" (market index value)
- Can compare the index to previous days.
- Can compare similar indexes in different regions.
- Can correlate different markets.



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# Brainy's Share Market 101

Share Market 101

## 2. Buying and selling shares

### Common Australian indexes

- XJO – Australian **S&P/ASX 200**
  - The “top” 200 stocks on the Australian market, by market capitalisation (with many exclusions)
- XAO – **All Ordinaries**
  - Basically the “top” 500 stocks (almost)
- Must have adequate “liquidity” to participate

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Share Market 101

## 2. Buying and selling shares

### Other useful Australian indexes

- XMD – **S&P/ASX MidCap 50**
  - A list of 50 mid-cap stocks
- XKO – Australian **S&P/ASX 300**
  - The “top” 300 stocks (listed in AFR tables)
- XSO – **Small Ordinaries**
  - Basically 200 “smaller cap” stocks

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Share Market 101

## 2. Buying and selling shares

### List of index codes?

- See ASX web site:
  - <https://www.asx.com.au/products/sector-indices.htm>
  - <https://www.asx.com.au/products/types-of-indices.htm>
- AFR newspaper (eg. lists the S&P/ASX 300)
- Good charting software
  - eg. BullCharts — [www.robertbrain.com/bullcharts/](http://www.robertbrain.com/bullcharts/)
- Robert's “*Index Composition*” handout... (see next slide)

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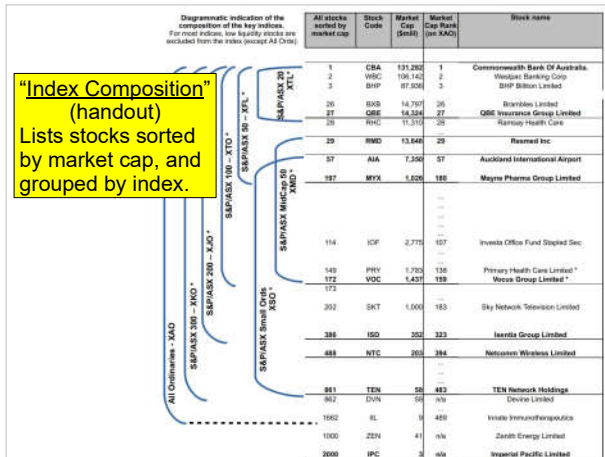
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# Brainy's Share Market 101



**Share Market 101**

## 2. Buying and selling shares

### Index rebalancing

- The stocks in each index have to “qualify” to be in the index
- Over time, some become unqualified to stay in an index
- There are rules for constituents of each index
- Rebalancing takes place periodically.

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**Share Market 101**

## 2. Buying and selling shares

### Overseas indexes

Indexes for stocks, commodities, etc.:

- *Dow Jones Industrial Average* index (30 large cap US blue chips)
- also *DJ Transport Average* and *Utility Average*
- *NASDAQ Composite* (technology index)
- *S&P 500* (Standard & Poor's 500 stocks)
- FTSE, DAX, . . .
- .....

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# Brainy's Share Market 101

Share Market 101

## 2. Buying and selling shares

### Sectors and GICS

- All stocks are allocated a GICS code, which identifies the company's sector and industry.
- There are now 11 sectors:

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Share Market 101

## 2. Buying and selling shares

### Sectors and GICS

- All stocks are allocated a GICS code, which identifies the company's sector and industry.
- There are now 11 sectors:
  - Energy
  - Materials
  - Industrials
  - Consumer Discretionary
  - Consumer Staples
  - Health Care
  - Financials
  - REITs
  - Information Technology
  - Telecommunication Services
  - Utilities

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Share Market 101

## 2. Buying and selling shares

### About sectors

- It can be useful to understand the performance of individual sectors.
- Many stocks within one sector might be performing poorly, or well, depending on factors like the general economy.
- It might be useful to focus on one sector, or to avoid a specific sector.

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Share Market 101

## 2. Buying and selling shares

### Share Market GEMs

There are many Wall Street axioms that can bandied around. Beware because some of them are furphies. For example:

- "The trend is your friend" — True!
- "The share market is like an elephant" — True!
- "Only invest in something that you understand"
- "Never bet the whole house"
- "Up by the stairs, down by the elevator"
- "A rising tide lifts all boats" — Furphy!

**More info:**  
[www.robertbrain.com/gems](http://www.robertbrain.com/gems)

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Share Market 101

## 3. Share price analysis

### 3 – Share price analysis

- What events influence share prices?
- Analysis? – What is a stock really worth?
- Valuations - How to get help?
- What is the right price to pay?
- Fundamental analysis can help us
- Technical analysis is (very) useful
- Would you buy this stock?

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Share Market 101

## 3. Share price analysis

### 3.1 Share prices – what influences them?

- general news
- company announcements (c/- ASX)
- company news
- weather, disasters
- economy
- financial analysts and brokers
- company results (reporting season)
- company earnings "revisions"
- goodwill revaluation
- stock rotation
- sector rotation
- index re-balancing

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Share Market 101

## 3. Share price analysis

### Sources of information

TOPICS:

- Company reports
- Brokers, analysts
- Fundamental analysis
- Technical analysis
- Price charts
- "other?"

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Share Market 101

## 3. Share price analysis

### Company reporting gives clues

- Periodic company reporting (reports available)
- Reporting season twice per year (~Feb, ~Aug)
- Interim Results (1H) and Final Results (2H)
- EBIT (Earnings Before Interest and Tax)
- Dividends
- Announcements (presentations available)
- Forecasts

Q: *Is your investment in a company performing better than bank interest?*

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Share Market 101

## 3. Share price analysis

### Company reports, AGMs

- Companies generally rule off accounts at 31 December and 30 June (but not all)
- Must prepare half-yearly results within weeks and publish/announce them
- So, watch the news in about February and August.
- Some companies different; eg. banks (report in October)
- Company AGMs

**Tip!**

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Share Market 101

### 3. Share price analysis

#### Brokers and analysts

- Many people / organisations
- They work through the numbers to determine what a company is worth now and in the future
- They issue recommendations (eg. buy, sell, hold)
- Their estimates are based on various assumptions
- If any new information becomes available, they might change their recommendation.

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Share Market 101

### 3. Share price analysis

#### News

- Various news sources can give you clues as to the value of a company.
- News of events that will impact the company can impact the share price in the short term, and in the long term.
- With modern day news now everywhere instantly, any new news will be factored into the share price almost immediately.

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Share Market 101

### 3. Share price analysis

#### Blue Chip companies – definition?

The current ASX definition (2019):

*“Larger companies with a long history of profitability and stability.”*

The former ASX definition (prior to GFC):

*“Shares, usually highly valued, in a major company known for its ability to make profits in good times or in bad, and with reduced risk of default.”*



Source:- ASX.com.au > Glossary  
<https://www.asx.com.au/education/glossary.htm>

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Share Market 101 3. Share price analysis

Blue Chips – a brief word

- **Blue Chip** definition:-  
"Larger companies with a long history of profitability and stability."
- Are supposed to be good to invest in for the long term.
- Are supposed to be "as safe as houses".
- BUT, maybe not in all market cycles?



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Share Market 101 3. Share price analysis

Blue Chip — characteristics

- Quality companies.
- Typically have:
  - good credit rating,
  - strong balance sheet, and
  - stable earnings power
- They tend to be favoured by longer term and/or conservative investors.

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Share Market 101 3. Share price analysis

Blue Chip companies

- Are heavily reviewed and analysed by brokers and analysts
- Many advisors recommend to stick with them
- There is no guarantee about share price performance
- Try asking your broker for a list of *blue chip* stocks!

 Tip!

**If you ask me, the term *blue chip* is misleading!!**

More info: <http://www.robertbrain.com/share-market/blue-chip.html>

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# Brainy's Share Market 101

Share Market 101

### 3. Share price analysis

#### 3.2 What is the "right" price?

- Calculate a theoretical value (based on "fundamental" information)
- But, what will it be worth in 6 or 12 months? (How to estimate this? Use assumptions)
- But, this will change with news and events.
- But, the Mr. Market might disagree :-)
- So, what about "intrinsic value"?

Tip: "the market is always right!"

**NOTE!**

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Share Market 101

### 3. Share price analysis

#### Getting help with valuations

- The ASX web site: <http://www.asx.com.au/>
- Various books (eg. Martin Roth's "Top Stocks" annual)
- Stockbrokers and their newsletters
- Analysts and their newsletters (can get by email)
- Online discussion forums (beware!)
- Company periodic reports and results...
- Mining company quarterly reports (eg. exploration results)

**Beware!**

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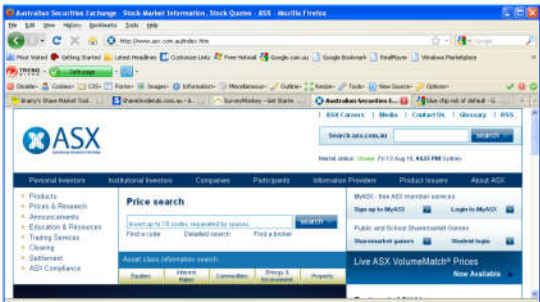
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Share Market 101

### 3. Share price analysis

#### Getting help with valuations

- The ASX web site: <http://www.asx.com.au/>



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Share Market 101

### 3. Share price analysis

#### Analysts' Buy/Hold/Sell?

- So, how do analysts, commentators and brokers arrive at their buy, hold or sell recommendations? — Estimates, assumptions and opinions about the future “climate”.
- If they are all different, then who is right? Perhaps none of them!

Tip: “the market is always right!”



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Share Market 101

### 3. Share price analysis

#### Forward-looking

- The market is “forward-looking”
- Analysts, brokers, commentators.
- Market participants already price-in all known information and news, using a range of forward assumptions.

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Share Market 101

### 3. Share price analysis

#### So what is the “right price”?

- When considering a company's share price, the “right price” is whatever the market is paying for it today!
- The *intrinsic value* does not matter a hoot.
- It does not matter what any broker or analyst thinks it is worth (that's an *educated opinion*).
- It is actually worth whatever the market is paying for it today!!

Tip: “the market is always right!”



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Share Market 101 **3. Share price analysis**

**Question:** Which share price is “better”?

- A \$20 share price for company xxx?
- Or a \$5 share price for company yyy?
- What about a company with a share price of \$130, or 50 cents?

(answer on next slide...)  
(btw: what is the definition of “better”?)



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Share Market 101 **3. Share price analysis**

**Question:** Which share price is “better”?

- A \$20 share price for company xxx?
- Or a \$5 share price for company yyy?
- What about a company with a share price of \$130, or 50 cents?

**Answer:** Cannot tell from this.

- Does it tell us anything about their relative value? — No!

**Conclusion:** The share price alone does not tell us much about the company, and share value.

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Share Market 101 **3. Share price analysis**


Share price examples

Details as at 1 October 2007:

Code	Comment	Shares on Issue	Today's Closing Price (1 Oct 2007)	Market Capitalisation (\$mill)
BHP	BHP Billiton	3,356,081,497	\$46.10	\$154,715.36
RIO	Rio Tinto	456,815,943	\$110.00	\$50,249.75
CEG (CEC Group)	#1213 by market cap. and #487 on All Ords.	79,662,662	\$2.55	\$203.14
AFT Corp.	lowest share price	5,688,528,052	\$0.003	\$17.07

**Note:**

- 1 October 2007 was almost the top of the 2003-7 bull market.
- BHP and RIO were large cap companies at the time (in top 10).
- AFT has more shares “on issue” than BHP; but is a fraction the size because the share price is much lower.



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# Brainy's Share Market 101

Share Market 101 **3. Share price analysis**

### Strange price behaviour

- Why does a company's share price:
  - FALL when there is GOOD news?
  - RISE when there is BAD news?
- Because of the "market", and expectations
- eg. on ex-dividend date

Today's share price is the price today because:  
*"the market thinks that is what it is worth"*  
(remember: the market is always right)



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Share Market 101 **3. Share price analysis**

### 3.3 Fundamental analysis

TOPICS:

- Brief introduction
- Key measures and ratios
- Top-down and bottom-up analysis (advanced topic)



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Share Market 101 **3. Share price analysis**

### Fundamental analysis

- Analyse the financial position of a company, and its state of health
- Consider: company profile, news, analyst opinions
- Get information from: periodic (annual) reports
- Some investors focus on fundamentals alone, and some consider fundamentals along with other factors.



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Share Market 101 3. Share price analysis

Fundamental analysis

What do we think about Fundamental Analysis?

Can you name a few *key measures* that are used in Fundamental Analysis? (eg. *PE ratio*)

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Share Market 101 3. Share price analysis

Some key metrics

- **Revenue** over the period (6 or 12 months)
- **EBIT** — Earnings Before Interest and Tax (a measure of *profit*)
- The **number of shares** on issue.

more on next slide.../

✓

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Share Market 101 3. Share price analysis

Key measures (*per share*)

- **EPS** – Earnings Per Share (a slightly flexible number → to calculate PE Ratio)
- **NTA** – Net Tangible Assets (per share)
- **Dividend** (per share):
  - *Interim Dividend* for the first half,
  - *Final Dividend* for the second half, and
  - *Total Dividend* for the 12 months.

Detail

✓

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Share Market 101 3. Share price analysis

### Key ratios

- **Interest Cover** – The number of times that a company's interest bill could be paid for from pre-tax profit
- **Dividend Yield** – a percentage
- **Dividend Cover** – The number of times that the dividend can be paid for from the earnings
- **Current ratio** – The ratio of current assets to current liabilities.

See good references for more details  
✔ (eg. Martin Roth)

Detail

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Share Market 101 3. Share price analysis

### Key ratios — more

- **ROE** (Return On Equity) – After tax profit as a percentage of shareholders' equity \*\*
- **Debt to equity ratio** – A ratio of the company's borrowings (ie. the debt) to the amount of equity \*\*
- **P/E** (Price to Earnings ratio — see over...)
- **PEG** (Price Earnings to Growth ratio) \*\*
- **Price to Dividend** (P/D) ratio

✔ — Brainy's *Funda-Technical* parameters

Detail

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Share Market 101 3. Share price analysis

### P/E Ratio (Price to Earnings ratio)

- Often used as quick guide to the "cheapness" of a share:
  - About 15 = long term market average
  - High value (up to 20 or 30) implies expensive
  - Low value (down to 10 or even 5) implies cheap
- But there might be good reasons for the variation

NOTE!

✔

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# Brainy's Share Market 101

Share Market 101 3. Share price analysis

### P/E Ratio

A number to give an indication of the relative "cheapness" of a stock:

$$\frac{\text{Current Share Price}}{\text{Earnings per share}}$$

eg:  $\$16 / 80c = 1600 / 80 = 20$

Increase in Price – implies PE increases.  
Increase in Earnings – implies PE decreases.

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Share Market 101 3. Share price analysis


### PE Ratio (Price Earnings ratio)

- **Historic PE**  
calculated on **historical results** (ie. is fact);

versus

**NOTE!**

- **Forecast PE**  
calculated based on **forward estimate** of future earnings  
(subjective – varies between analysts) **NOTE!**



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Share Market 101 3. Share price analysis

### PE/Growth (PEG) Ratio

- A widely used indicator of a stock's potential value<sup>1</sup>.
- Some research has shown that companies with a lower PEG ratio tend to outperform those with a higher PEG ratio<sup>2</sup>.

1 — [https://en.wikipedia.org/wiki/PEG\\_ratio](https://en.wikipedia.org/wiki/PEG_ratio)  
2 — <http://www.fool.com/investing/value/2006/04/06/how-useful-is-the-peg-ratio.aspx>



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# Brainy's Share Market 101

Share Market 101

### 3. Share price analysis

#### PEG Ratio

Simple formula produces a ratio for stock comparison:

$$\frac{\text{Price/Earnings}}{\text{Annual EPS Growth (\%)}}$$

eg:

$$25 / 10 = 2.5$$

= 1 suggests fairly valued  
< 1 implies undervalued

✓

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Share Market 101

### 3. Share price analysis

#### Fundamental analysis

Question:

- In how many different ways can we use the available fundamental criteria?
- Will any one fundamental measure always be identical when calculated by two different people?
- Note:- any forward estimate (of earnings or growth, etc.) will vary.

**NOTE!**

✓

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Share Market 101

### 3. Share price analysis

#### Fundamental analysis

More information:

- Martin Roth's **"Top Stocks"** annual book from better book shops eg. Educated Investor — [www.educatedinvestor.com.au](http://www.educatedinvestor.com.au)
- **Stock Doctor** software from Lincoln Indicators
  - Software for stock selection based on fundamentals
  - Their periodic report of "Star Stocks" to highlight the "better" companies [www.lincolnindicators.com.au](http://www.lincolnindicators.com.au)

**More info!**

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Share Market 101

### 3. Share price analysis

#### 3.4 Technical Analysis – what is it?

A definition:

*The study of the trading history (the price and volume over time) of any type of traded market (stocks, commodities, etc.) to attempt to predict future prices.*

*Price charts summarise the opinions of the real market participants. There are stories in the price charts.*

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Share Market 101

### 3. Share price analysis

#### Technical Analysis – brief overview

- Based on the belief that the value (or worth) of a company's shares is already reflected in the share price.
- That is, anything that there is to be known about the stock is already known.
- Determine this by viewing and analysing the share price chart.

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Share Market 101

### 3. Share price analysis

#### Technical Analysis – brief overview

Considers:

- Price charts on different time frames (intraday, daily, weekly, monthly, quarterly)
- "Patterns" on the price chart
- Volume (number of shares traded)
- Number of Trades (ie. transactions)
- Indicators (eg. Moving Average, RSI, etc.)
- Cycle analysis, Elliott Wave, Fibonacci, Gann

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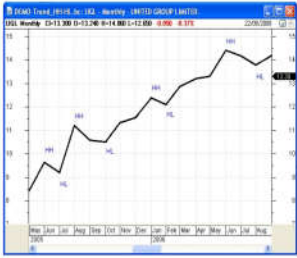
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Share Market 101 **3. Share price analysis**

### Trends and Indicators

Get a feel for what the price is doing:

- Identify the *trend* (up, or down), or non-trending
- Use simple indicators like Moving Average, or a MACD indicator, etc., etc.



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Share Market 101 **3. Share price analysis**

### eg. Support and Resistance

The share price swings because of the changing opinions of the market participants. (There are stories in the price charts.)



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Share Market 101 **3. Share price analysis**

### Technical Analysis

*Price charts summarise the opinions of the real market participants.*

*There are stories in the price charts.*

*It pays to be able to understand the stories in the price charts.*

More info:  
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Share Market 101 **3. Share price analysis**

Technical analysis — very useful!

Remember, the price charts summarise the opinions of market participants.

- Identify the stocks with “strong buyer support”.
- Avoid the stocks that the market participants are selling off.
- Exit a position when the general opinion has turned to negative.

***The stories are in the charts!***

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Share Market 101 **3. Share price analysis**

3.5 Fundamental or Technical?

Question: Should I go with fundamental or technical analysis?

- There is not one right answer
- Down to personal preference and whatever feels best for you
- Maybe a combination of both
- Learn about both and try them out

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Share Market 101 **3. Share price analysis**

How about ***Funda-Technical?***

***Funda-Technical*** analysis is based:

- Use Fundamental Analysis to identify quality companies in which you might invest, and add them to your watchlist.
- Use Technical Analysis to optimise your purchase and sale of shares.

More information:  
[www.robertbrain.com/fundatechnical/](http://www.robertbrain.com/fundatechnical/)

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Share Market 101

### 3. Share price analysis

How about **Funda-Technical?**

Three possible fundamental analysis parameters:

- ROE > 10% pa
- Debt to Equity ratio < 50%
- PE Growth <=1

More information:  
[www.robertbrain.com/fundatechnical/](http://www.robertbrain.com/fundatechnical/)

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Share Market 101

### 3. Share price analysis

#### 3.6 Price charts and software

- Web-based charting options
- Real charting software
- Features and costs?
- Share price data
- Trading platforms



**Beware “Black Box” software versus “you are in control” software**

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Share Market 101

### 3. Share price analysis

#### A good computer?

- A good computer might be useful
- Especially if using charting software with a built-in database of stock prices
- Otherwise, a laptop or tablet, especially if using the broker's online tools
- Beware of trying to do this on a smartphone — not so easy.

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**Share Market 101** | **3. Share price analysis**

### Use good charting software

- If using a basic charting tool, the information might be limited to the basics
- Use a better tool for greater flexibility and more informative results.

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**Share Market 101** | **3. Share price analysis**

### 3.7 Daily, Weekly, Monthly

Daily and weekly charts — very useful

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**Share Market 101** | **4. Share Trading Overview**

### 4. Share Trading/Investing

TOPICS:

- Emotions and psychology (F, G and H)
- Is this for you?
  - Pros and cons
  - Risk tolerance => sleep peacefully
- Stock selection
- Viewing share price charts
- Use fundamentals or technicals?
- How much time and money?
- What's Next??

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Share Market 101

## 4. Share Trading Overview

### 4.1 Emotions and psychology

- The markets are driven by the combined emotions of: Fear, Greed and Hope.
- When prices are rallying => FOMO (Fear of Missing Out)
- When prices are crashing => FEAR!
- When holding a rallying stock => Greed!
- After prices have crashed => Hope!

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Share Market 101

## 4. Share Trading Overview

### Emotions and psychology

This is an extremely important topic, and more research and learning is highly recommended.

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Share Market 101

## 4. Share Trading Overview

### 4.2 Is trading/investing for you?

- Emotions + Fear and Greed
- Could you sleep at night?
  - If you have thousands tied up and at risk, could you sleep easily?
- What about your Risk Tolerance and Profile?

**Can be managed with effective risk management techniques! to help you sleep at night.**

**TIP**

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**Share Market 101** | **4. Share Trading Overview**

Why would you want to do this?

- To make a reasonable living
- To increase your net worth
- To build capital
- To produce an income stream

**WHY?**

But, how does it compare with the alternative ways of achieving the same end?

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**Share Market 101** | **4. Share Trading Overview**

Arguments for and against

- Can be high risk
- It can take time
- There will be losses
- But quit losses early
- Can be traumatic and emotional
- Can be rewarding
- Can be profitable
- Aim for success rate of about 50%+
- Let profits run

**Can be managed with effective risk management techniques!**

**TIP**

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**Share Market 101** | **4. Share Trading Overview**

Your investment horizon

- It is important to have a good idea about your investment horizon.
- Would you want to trade to hold positions for:
  - short term (up to about 3 days)?
  - medium term (up to about 6 months – considers trends of 3 to 12 weeks duration)?
  - long term (more than 6 months)?

Remember:  
The old Buy and Hold approach is not very effective these days.

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**Share Market 101** | **4. Share Trading Overview**

### Tax consequences?

- Some people are put off because they might have to pay tax.
- It is similar to earning salary/wages and paying income tax – earn enough, pay the tax, and keep the profits.
- Make sure to consult the right financial advisors to get proper advice.

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**Share Market 101** | **4. Share Trading Overview**

### Isn't this gambling?

- Some people think that share trading is just gambling. Without a proper plan and strategy then may be it is.
- But if you have a proper and proven and tested plan, then it is calculated risk taking.
- Compare with other professions:
  - farming, tourist trade, etc.

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**Share Market 101** | **4. Share Trading Overview**

### Proper Preparation

To be "share market ready":

- Proper preparation — why do it? suitability...
- Get ready — trading plan, strategy, software, back testing, paper trading, broker selection, trading account
- Risk and money management
- Trade! — Logon, select, do it — with proper money management
- Trade management and progress reviews — monitor, review, revise

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Share Market 101

## 4. Share Trading Overview

### 4.3 Stock selection basics

- How to choose which stocks to “invest in”?
- Your stock “universe”
- It's useful to focus on a specific group of stocks and not the whole of the market (there are 2000+ to choose from, including some rubbish)
- But the selection method(s) are not that simple.

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Share Market 101

## 4. Share Trading Overview

### 4.3 Stock selection basics

Perhaps:

- Use the stocks in an index (eg. mid-caps), or
- Do a search for stocks with specific characteristics (eg. sector specific), or
- With specific share price performance attributes (eg. uptrending share price)

Topics for another time.

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Share Market 101

## 4. Share Trading Overview

### 4.4 Finessing the stock selection

That is, identify some stocks (use a Watch List) and then time the entry and exit.

Some thoughts on stock selection:

- Share price trending up
- Share price over-sold
- Price chart “chart pattern” (technical analysis)
- Share price “break out” above a recent trading range

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Share Market 101

## 4. Share Trading Overview

### 4.5 Charting software?

- Having access to price charts can be very useful.
- Can use web-based charts (can be free), or
- Purchase special software (can cost hundreds).

**My preference: BullCharts**

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Share Market 101

## 4. Share Trading Overview

### Charting software – key features

- **Data** — Easy access to download data
- Price charts in various **time frames**
- **Intraday** data (optional)
- **Indicators** – draw them on the chart
- **Watchlists** – several lists of stocks to easily keep an eye on them
- **Scans** – Specify selection criteria, and scan the data for stocks that match the criteria
- **Line studies** and **annotations** on the chart

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Share Market 101

## 4. Share Trading Overview

### 4.6 How much time is required?

- It depends:
  - your investment horizon
  - your degree of aggressiveness
- It can be:
  - only 2 hours per week (on the weekend)
  - 40 hours per week

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Share Market 101

## 4. Share Trading Overview

### 4.7 How much money do I need?

- Maybe just \$5,000
- Some professional traders make 20% return pa
- If you had \$250,000 in capital, and if you made 20% pa profit, this equates to \$50,000 pa. Is this enough?
- Don't forget other costs:
  - brokerage, interest on borrowed funds, tax on profits, software costs, data costs, other subscription costs, etc.

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Share Market 101

## 4. Share Trading Overview

### 4.8 Where to now?

- Gather thoughts and ideas
- Trading plan – important to have one (and written down for reference) to record Why to do this, and more details
- Trading strategies – have one (or more) written down to guide your day to day activities
- Learn more.
- Join a “club” (eg. ATAA)  
[www.ataa.asn.au](http://www.ataa.asn.au)

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Share Market 101

## 4. Share Trading Overview

### 4.9 Are you “Share Market Ready”?

- Proper preparation is vital
- Education
- Practice
- Prepare a Plan / Strategy
- Prepare your Risk Management plan.

“Share Market Ready” information:  
<http://www.robertbrain.com/share-market/sharemarketready.html>

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Share Market 101

### 4. Share Trading Overview

#### 7.1.2 Final Tips

Watch out for:

- Use a stop loss
- Low liquidity
- Watch diligently (don't take your eyes off the ball)
- Retracements
- Sucker rallies
- Profit takers
- The 3-period pause in a rally

**Tips!**

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Share Market 101

### Summary & Wrap up

#### Quick recap

1. Introduction to the Share Market
  - What are shares? What is the market? How does it work?
  - Watch out for the "big money"!
2. Buying and selling shares
  - Why buy/sell? and how to trade shares? Brokers?
  - How to buy/sell?
3. Analysis — Fundamental or Technical?
  - What is a stock really worth? — What influences the value?
  - Price charts are very useful
4. Share Trading — a brief introduction
  - Be aware of the emotions and psychology
  - Are you "share market ready"? — The plan, money, risk mgt?

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Share Market 101

### Summary & Wrap up

#### Next Steps?

- Share trading/investing is a journey!!
- ATAA — Australian Technical Analysts Association [www.ataa.com.au](http://www.ataa.com.au)
- Bookshops
  - eg. Educated Investor (online)
  - [www.educatedinvestor.com.au](http://www.educatedinvestor.com.au)

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Share Market 101 Summary & Wrap up

### Next Steps?

- Good software – BullCharts  
[www.robertbrain.com/bullcharts/](http://www.robertbrain.com/bullcharts/)
- Someone to help you: [www.robertbrain.com](http://www.robertbrain.com)
  - individual tuition, support
  - assistance with set-up, getting started
  - weekly e-Newsletters
- My contact details:  
website above, or phone: 0438 355 910

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Summary & Wrap up

### BTW

- I send occasional email to interested people
- My **Share Market Toolbox** web site:
  - Toolbox Members receive weekly email with (charts) analysis of our market
  - And there's lots more (stop loss, trends, etc...)
- Register for free and not miss out.
- Visit: [www.robertbrain.com](http://www.robertbrain.com)

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Summary & Wrap up

### Don't forget my Toolbox

- Brainy's **Share Market Toolbox**
  - [www.robertbrain.com](http://www.robertbrain.com)
  - Loads of eBook (PDF) Articles
  - Info: share market, charting, BullCharts
  - Weekly Market Updates and Watch List
  - monthly e-Newsletters
- Good software – BullCharts  
[www.robertbrain.com/bullcharts/](http://www.robertbrain.com/bullcharts/)
- My contact details:  
web site above, or phone: 0438 355 910

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 **Summary & Wrap up**

**ATAA — networking, etc.**  
For totally unbiased and broad support:

 Australian  
Technical Analysts  
Association

- Nine locations around Australia
- Monthly meetings
- Lots of resources — [www.ataa.asn.au](http://www.ataa.asn.au)

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 **Summary & Wrap up**

**THE END — Thank you**  
See free stuff here: [www.robertbrain.com/free](http://www.robertbrain.com/free)

**\*\* And for the U3A handouts and freebies \*\***  
[www.robertbrain.com/docs](http://www.robertbrain.com/docs)

Detailed notes from these sessions are available in  
Brainy's **Share Market Toolbox** website:  
[www.robertbrain.com/presentations/](http://www.robertbrain.com/presentations/)

[www.robertbrain.com](http://www.robertbrain.com)  
or phone: 0438 355 910

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