

\$uccess!



Strategies for Profit &
Capital Protection



ATAA 2013 Conference

Friday 21st - Sunday 23rd June, 2013
Novotel Sydney Brighton Beach,
Brighton-le-Sands, NSW

Highlights:

- ✓ Highly regarded overseas and local experts
- ✓ Relevant and very important session topics
- ✓ Capital protection strategies
- ✓ Conference discussion huddles and networking
- ✓ Gala Dinner Saturday night (partners welcome)

**Investors and traders,
novice or experienced,
don't miss out on this
great opportunity**

***"The best time to prepare for
the next bull market is before
the bulls have bolted"***

EXCLUSIVE

***"Meet the Speaker"
workshops available to the
first 60 registrations***

Topics:

- Markets analysis using technical and fundamental analysis
- Analysing equities, forex and futures
- Including Point & Figure and Ichimoku charting
- Disciplined chart pattern recognition
- Taming psychology and emotions

More speaker and session details:

www.ataa.com.au

**Don't delay, limited capacity.
Nominal registration deadline Friday 7th June**



Program

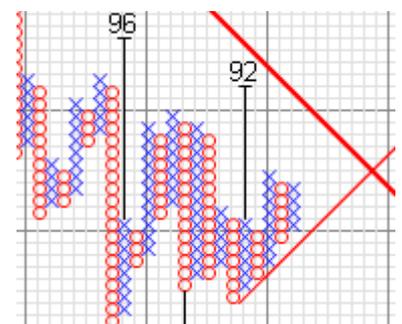
Friday

7:30 – 4:45	Conference exhibits open
7:30 – 8:15	REGISTRATION, tea, coffee and networking
8:15 – 8:30	Opening Address – ATAA National President, Kevin Murphy
8:30 – 10:00	Dr Alexander Elder – Five Key Tools of a Pro Trader Learn how to strip market trends and trading ranges down to their bare essentials – view Dr Elder’s favourite trading patterns. See how to combine market analysis with money management – to control risk and boost performance. Master the simple but essential art of record-keeping: trading without a diary is like shaving without a mirror. This will be a practical class: Dr Elder will walk you through his diaries of several recent trades and show how to plan for the week ahead. You’ll leave this class with an improved grasp of trading.
10:00 – 10:30	MORNING TEA and networking
10:30 – 12:00	Colin Nicholson – A Sharper Focus on Chart Patterns Chart patterns are where charting began. Colin will suggest that they are often identified carelessly. He will propose a more disciplined approach to pattern identification that combines rigorous definition supported by an understanding of the behavioural explanation of how they are formed. After this talk you may never see chart patterns the same way again.
12:00 – 1:00	LUNCH – Table discussion topics
1:00 – 2:00	Manesh Patel – Learn How to Read an Ichimoku Chart Within 3 Seconds to Become a Successful Consistent Trader... From the Japanese trading rooms to fast becoming the charting method of choice by professional traders and fund managers, the foundation of the Ichimoku indicator is based on the High/Low of a bar instead of closing prices. This reflects the support/resistance for a particular range in many time frames. This session includes: advantages of Ichimoku cloud charting in multi time frames, comparison of Ichimoku versus other indicators, and the difference between moving averages and the Ichimoku indicators including momentum. Also the Kumo Cloud breakout strategy with a trailing stop of the Kijun Sen indicator is a trend based strategy.
2:00 – 3:00	Sinan Koray – Discretion: The Silent Killer of Your Profits and Capital Is the person looking after your money biased, opinionated, emotionally driven, discretionary and unpredictable? Most of the trading and investing decisions in the stock and the derivatives markets are emotion based. Discretion cleverly veils the underlying fear and greed. Yet in trading and investing, those who use systems, who replicate templates and working models, make money consistently. Sinan will take you through the contrast between emotion-driven trading/investing and systematic trading/investing. You will walk away with tools that help you to recognise and repair areas of your trading/investing that will bring you bigger successes and higher profits.
3:00 – 3:30	AFTERNOON TEA and networking
3:30 – 4:30	Jay Gagnani – Understanding Point & Figure Charts to Identify Opportunities in Global Markets Borrowing the phrase from American baseball legend Yogi Berra, “You can observe a lot just by watching”, Dorsey, Wright & Associates’ extensive Point & Figure database allows us to efficiently observe important asset class, sector and individual stock trends across the globe. Learn how to read Point & Figure charts, create relative strength relationships, and construct portfolio strategies to identify strength and weakness in the global markets. Understanding these powerful tools will transform the way you think about the markets and elevate the way you invest.
4:30 – 4:45	Short break
4:45 – 5:45	Conference Huddles – A fantastic opportunity for like-minded investors and traders to find each other, make new friends, and discuss your favourite topics. A topic list will be posted.
5:45 – 6:00	Short break
6:00 – 6:45	Meet the Speaker workshops – A hugely popular unscripted Question and Answer session for the first 60 conference registrations. Only 15 people per workshop group.

More detailed program on the web: www.ataa.com.au

Conference Topics

- Market analysis, trading patterns, and positive record-keeping.
- Using fundamental analysis and technical analysis together, and identifying “All-Weather Performer” stocks.
- Technical analysis perspectives from around the world, and how it is used by hedge funds.
- Analysing global stocks, forex and futures across different time frames.
- Point & Figure charts (at right) to observe sector and stock trends across the globe.



Saturday

7:30 – 4:45	Conference exhibits open
7:30 – 8:15	Tea, coffee and networking
8:15 – 8:30	MORNING ANNOUNCEMENTS
8:30 – 9:30	Peter Pontikis – Intermarket Technical Analysis, Dynamic Asset Allocation and Capital Management in an Aging Secular Bear Market It is now well into the fifth year of the post GFC investing world, and the markets in the developed world remain challenged as ever as the 'new normal' of a high A\$, high credit costs and equity secular bear markets continue to crimp markets into a series of cyclical swings of bullish and bearish oscillations. No longer a world of buy and hold; the secular bear market demands a robust framework of dynamic asset allocation that combines awareness of trends in allied and leading markets, together with a disciplined focus on capital management.
9:30 – 10:30	Manesh Patel – Ichimoku Charting Expert Usage In this session we will discuss the last two Ichimoku indicators:- the tenkan is used for short term support/resistance, and the chikou is used to gauge the momentum of the trend. They will help eliminate some of the false kumo breakouts from the foundation strategy. We will also discuss fractal wave trading, and timeframe "matching". Including examples of day trading timeframes and what timeframes they match on the higher timeframe, and analyzing various instruments (forex, global stocks [US, Australia, Singapore] Futures) on all timeframes.
10:30 – 11:00	MORNING TEA and networking
11:00 – 12:00	Jay Gragnani – The S-Curve, Relative Strength, and Global Strategies The global investing landscape is changing faster than ever before, making a systematic and disciplined investment approach more necessary than ever. Everyone and everything is an S-Curve in life. Just as the seasons change from spring to summer to fall and then winter, the growth trajectory of a country, or a stock, can be plotted on an S-Curve. Combining the fundamental S-Curve factor with proven relative strength tools from Dorsey, Wright & Associates (DWA), provides the framework for a global investment strategy. Jay will discuss the relative strength strategies that have led to the out-performance of the DWA Technical Leaders ETFs which now currently have over \$1.4 billion in assets.
12:00 – 1:00	LUNCH – Table discussion topics
1:00 – 2:00	Nick Radge – A Profitable Strategy Designed to Capture Dividend Momentum It's a well-known fact that share prices tend to rise ahead of the ex-dividend date and dividend stripping as a strategy has been very popular. Unfortunately the demise of share prices during the GFC, and volatility since, have seen significant profits given back and the strategy is now less attractive. However, there is a safe way to pursue this momentum whilst practising prudent position management. In this session Nick Radge will fully disclose a systematic way to enter, exit and manage positions regardless of underlying market conditions.
2:00 – 3:00	Michael McCarthy – Which is the Most Appropriate Indicator? With a multitude of indicators and oscillators to work with, how can technical analysts decide which best suit their trading styles in different asset classes and changing market conditions? CMC's Chief Market Strategist, Michael McCarthy, discusses the importance of 'adaptive analyses' to incorporate evolving market conditions into a trading framework, and shines light on why the answer to this question is different for each analyst.
3:00 – 3:30	AFTERNOON TEA and networking
3:30 – 4:30	Brent Penfold – The Benefits of Mechanical Index Trading during both Bull and Bear Markets So what's the outlook for the second half of 2013? Should traders be looking for buying or selling opportunities or should they stay-on, or move-to, the sidelines? Will the Euro survive and the European Union stay whole? Will North America deal with it's deficit? Will China resume it's trend growth? Will Japan finally hit the wall? In this presentation Brent will share with attendees the benefits of adopting a mechanical approach to index trading during both bull and bear markets. He will outline what worked for him and what didn't when he began active index trading. Through his personal journey he will provide an understanding as to why he is a 100% mechanical trader and the benefits he derives from it.
4:30 – 4:45	Short break
4:45 – 5:45	Conference Huddles – A fantastic opportunity for like-minded investors and traders to find each other, make new friends, and discuss favourite topics. A topic list will be posted and registrations invited at the conference.
5:45 – 7:00	Free time and networking
7:00 (for 7:30)	GALA DINNER – 7pm – Pre-dinner drinks. 7:30 – Sit-down dinner. Limited seats!

Conference Topics

- Disciplined chart pattern recognition understanding crowd behaviours.
- Psychology and emotions in the markets, and "discretion" – the profit killer.
- The foreign exchange market and the currency wars.
- Index trading in bull and bear markets using a less complex mechanical approach.
- Ichimoku charting and the Tenkan and Chikou indicators, plus fractal wave trading.



Sunday

8:00 – 3:00	Conference exhibits open
8:00 – 8:45	Tea, coffee and networking
8:45 – 9:00	MORNING ANNOUNCEMENTS
9:00 – 10:00	Chris Weston – Global Currency Wars and the Impact on Australian Markets In a world of 'beggar thy neighbour', the much-hyped unofficial race to debase is pushing not just currencies about, but is having a firm impact on other asset classes as well, with many global indices trading as a derivative of the forex market. In this presentation Chris Weston will examine how policy both on a fiscal, and subsequently a monetary, level is pushing flows around the forex markets, culminating in a weaker currency. Find out who has the most aggressive policy, how the market is currently set-up and how positioning may impact price action over the short to medium term. Ultimately, while longer-term forecasting is extremely unreliable, learn Chris's thoughts on who could come out trumps in the so-called currency war.
10:00 – 11:00	Adam Sorab – Technical Analysis – A global Perspective In this presentation, Adam Sorab will draw on his experience as a former President of IFTA and Chairman of the UK's Society of Technical Analysts (STA) to provide an overview of the field of technical analysis around the world to identify areas of common interest and particular specialisations. He will also talk about the use of technical analysis at CQS – one of the largest hedge fund management companies in Europe where he is head of Technical Research – and provide a summary of his technical analysis of global markets.
11:00 – 11:30	MORNING TEA and networking
11:30 – 12:30	Rudi Filapek-Vandyck – Where Fundamentals meet Technicals (and Vice Versa) Fundamental analysis and technical analysis are often seen as two opposites, though some investors use a bit of both. FNArena Editor Rudi Filapek-Vandyck likes to start his own analyses from a fundamental viewpoint, but he has observed some of his conclusions fall in line with what technical analysts see in their charts. So what's happening? Is there more common ground between the two than is generally accepted? Rudi has also developed the concept of All-Weather Performers in the stock market. He will explain the concept and update on latest findings and observations.
12:30 – 1:30	LUNCH – Table discussion topics
1:30 – 2:30	Follow My Trade – Follow a realistic trade as a panel of experts walk through the day-by-day decisions regarding trade entry, stop loss, position size, trailing stop, and eventual trade exit. Who will realise the most profit?
2:30 – 3:30	Panel Discussion – Jay Gragnani, Adam Sorab, Rudi Filapek-Vandyck. An opportunity for you to ask a question on notice. Questions will be called for early in the conference, and then put to the panel in this very informative session.
3:30 – 3:45	Closing Address – ATAA National President, Kevin Murphy
3:45 – 4:30	AFTERNOON TEA and networking

More detailed program on the web: www.ataa.com.au

Registration Information

Exclusive Early Bird Special

Be one of the first 60 people to register and you can attend a "Meet The Speaker" workshop. Opportunities to be part of workshops with Jay Gragnani, Adam Sorab, Manesh Patel and Sinan Koray are available. Please place a number 1-4 in order of preference (1 = 1st choice) in the boxes next to the speaker's name **on the registration form overleaf**.

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.

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

Payment Options

Payment by credit card

Complete details overleaf

Payment by EFT

BSB: 112 879 Account: 043 254 684

Include: Your initials, last name and Member No.

Cheque

Made payable to: Australian Technical Analysts Association

Mail to: ATAA Conference, PO BOX 3175, Eastlakes, NSW 2018

Conference Fees (All prices are inclusive of GST)

(includes lunch, morning tea and afternoon tea daily)

ATAA Members	\$790
Non-ATAA Members*	\$990
AIA Members Special Price**	\$790
Saturday Night Gala Dinner (including drinks)	
Conference Attendee	\$95
Partner	\$45

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.

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Strategies for Profit
& Capital Protection

In June this year the ATAA will have 12 top speakers from around the globe to share with you a wide field of knowledge and information on the financial markets and technical analysis. This will help you with profit and capital protection in today's markets.



- A 3-day period with colleagues and friends in exciting Sydney.
- Learn more about the strategies for protecting investment capital, and improving portfolio profits.
- Benefit from the expert speakers' extensive experience, knowledge, observations and insights.
- Great value for money, and effective learning away from regular daily distractions.
- Great networking opportunities to learn more from colleagues and extend your own network of contacts.

Conference Highlights

- A must-do event, not to be missed.
- Three days, 12 overseas and local speakers, 14 formal presentation sessions, plus Panel Discussion and Follow My Trade.
- Exclusive: "Meet the Speaker" workshops available to the first 60 registrations – Meet with the speaker and have a personalised discussion. Your chance to ask those questions you've always wanted to ask.
- Conference Huddle sessions – Fantastic opportunities to meet up with like-minded investors and traders from around the country.
- DVD recordings – Access to recorded video of the conference proceedings will be available.

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.

Please complete the following form and forward to ATAA via:

Fax to: 02 9667 0983 Scan & email: info@ataa.com.au Mail to: ATAA Conference, PO BOX 3175, Eastlakes, NSW 2018

Name: _____

Organisation: _____

Membership Number: _____

Address: _____

Suburb/town: _____

State: _____ Postcode: _____

Contact phone number: _____

Email: _____

Attending Gala Dinner Partner will attend Gala Dinner

Partner's Name: _____

For Cancellation Policy details see our web site:
www.ataa.com.au

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.

Method of Payment (No telephone bookings accepted)

TOTAL AMOUNT

EFT (see overleaf for details)

Cheque (see overleaf for details)

Payment by credit card

Mastercard Visa

Cardholder's Name (Please Print): _____

Card Number

Expiry Date: ____/____

CVV:

Signature: _____

Exclusive Early Bird Special

Please place a number 1-4 in order of preference (1 = 1st choice)

Jay Gagnani, Adam Sorab, Manesh Patel, Sinan Koray

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

Speakers

Dr Alexander Elder

is a professional trader based in New York City. He is the author of 11 books, including *Trading for a Living* (1996) and *Come into My Trading Room* (Barron's 2002 Book of the Year). His extensive experience as a psychiatrist has provided him with unique insight into the psychology of trading. Dr Elder's books, articles, and software reviews have established him as one of today's leading experts on trading. He continues to trade and is a sought-after speaker at conferences the world over.



Rudi Filapek-Vandyck

is approaching three decades as an active journalist mostly in finance. He has built a reputation for making out-of-the-box, non-consensus market calls, based on unbiased, in-depth analysis. His stories are regularly re-published (eg. *Eureka Report*, *The Switzer Super Report*). Rudi is a regular guest on *Sky Business*, and travels regularly throughout the country to share methods, insights and analysis with professionals and investors.



Jay Gragnani, V-P at Dorsey, Wright & Associates (DWA), joined the Company in 2005. Since 1987, DWA has been a leading advisor to Wall Street, investment managers, and investors worldwide, and controls about \$3 billion in assets under management through various sub-advisory and licensing agreements. Jay conducts research and analysis of global markets and counsels clients on various trading strategies, with a particular focus on equities and exchange traded funds as well as Tactical Asset Allocation. He also conducts regular training sessions on the Point and Figure methodology across the United States and around the world.



Sinan Koray is an internationally acclaimed speaker, author and trading coach. As a retired engineer, professional trader and trading coach, he is considered a leading expert on emotional control and mind mastery. He actively trades foreign exchange and equity index futures since 2003. From forex traders to global fund managers, each have been drawn to experience his unique methodologies and inspiring insights into trading, investing and emotional control.



Michael McCarthy, based in Sydney, has over 30 years of trading and dealing experience in financial markets, specialising in FX, commodity and equity trading, derivative trading and market education. As Chief Market Strategist at CMC Markets, Michael is responsible for global and local market analysis, the formulation of trading strategies and plays a key role in education. Michael holds a Masters' Degree in Applied Finance from Macquarie University.



Colin Nicholson (BEc, SF Fin) has been investing his own money in Australian shares for over 45 years. He is one of the very few teachers of investing who publishes his investment return each year. He has written five books on investing and written for *Shares* magazine, *Smart Investor* magazine, *The Australian Financial Review*, *BRW* and now writes extensively in his free newsletter and on his website. Colin is an honorary life member and past national president of the ATAA.



Manesh Patel is a professional trader, speaker and founder of ichimokutrade.com. Manesh has spent time building black box trading modules and has worked for institutions on equity and currency trading desks. Manesh has achieved a Series 3 License and operated as a CTA (Commodity Trading Advisor). Manesh is also an expert on Ichimoku clouds and has authored the book *Trading with Ichimoku Clouds* published by John Wiley & Sons.



Brent Penfold is a professional trader, licensed advisor, author and educator. He specialises in trading global indices and currencies. He is a well-published author, and is profiled in John Atkinson's e-book *The Stock Market Wizards of Australia*. Brent publishes daily newsletters for active index and currency traders and is a popular and sought after international speaker who has presented to traders in many countries. Brent is a licensed advisor and holds a Master of Commerce (Finance) degree.



Peter Pontikis is a Queensland based investment specialist and adviser in wealth management strategies for high to ultra high wealth families and has close to 3 decades of investment, wealth management and financial markets experience. He recently retired as director of the International Federation of Technical Analysts (IFTA) after serving on the board for 9 years.



Nick Radge is a professional trader, educator and author who has been trading and investing since 1985. Nick's expertise lies in trading stocks and commodities, trading system design and technical analysis. Nick has written three successful books. His latest book, *Unholy Grails – A New Road to Wealth* is receiving excellent reviews. Nick also consults to financial planners and accountants on trading and investment strategies for their clients.



Adam Sorab holds a BSc (Hons) in Economics from the London School of Economics (1984) and was President of IFTA from 2010 to 2012 and is a Fellow and former Chairman of the UK Society of Technical Analysts (STA). Adam is also a Member of the Investment Committee of the BUPA Pension Fund in the UK. Adam is now Head of Technical Research at CQS, a \$12 billion hedge fund management company.



Chris Weston, Chief Market Strategist, joined IG in 2006, having previously held trading roles at Morgan Stanley, Credit Suisse and Merrill Lynch within the forex, equity and fixed income markets. His 14 years' experience in financial markets led him to the Institutional Trading desk and now to head up the research team, where he now provides insight and analysis to Sky News Business Channel, CNBC, Bloomberg TV and MacroBusiness.

