


*How to save squillions!*



**Anti-decimation! \*  
Part 2 — Avoidance**

Part 2  
How to avoid the next GFC  
(coming soon)

*Robert Brain*  
July 2013



Brainy's Share Market Toolbox — [www.robertbrain.com](http://www.robertbrain.com)  
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Version 13c

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**Anti-Decimation!** Introduction

**This presentation...**

*This presentation was first prepared and presented in 2010, and has been updated and re-presented on several occasions, including to the following groups:*

1. ASA (Australian Shareholders Association), and U3A Manningham (University of Third Age) — Aug 2010.
2. Several ATAA chapter meetings 2010-2011 and 2013.
3. Melbourne PC User Group WASINT SIG — Oct 2010.
4. Small investment groups and U3A in March & July 2011.

*Investor-focus versus trader-focus?*

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**Anti-Decimation!** Introduction

**Background**

In another presentation "*The impacts of a bear market*", the following key points are made:

1. In Australia a *market correction\**, or a *bear market\** comes around too often (about 3 years)
2. We can see them coming.
3. After a correction or bear, the market can take about 3.5 years (on average) to sustain new highs
4. A typical \$100,000 portfolio was severely dented and has still not recovered.
5. It can be worth cleverly liquidating the positions.

View that presentation for a complete picture.

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Anti-Decimation! Introduction

### Part 2 — AGENDA

1. A 2-part strategy to avoid the damage:
  - (a) Moving Average chart indicator (a la Stan Weinstein)
  - (b) "Divergence" on the chart
2. Charting software — charting tools of choice.

**Interactive presentation!**  
**Questions welcome.**

ps: Definition: decimation — to reduce by one-tenth.



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Anti-Decimation! Introduction

### Important Notice — No Advice!

1. This presentation does not include any advice.
2. For proper advice, your personal financial situation needs to be considered.
3. This presentation is pure education, only for your general awareness. 
4. There are no recommendations to take any action, or to invest any money in any way.
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Anti-Decimation! Introduction

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Please note that the views expressed at this meeting are the view of the speakers and members only. They do not represent or reflect the views of the ATAA. The ATAA conducts this meeting as a forum to provide an opportunity for its members to hear the view of speakers and other members.

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### ATAA – Member Benefits

Potential members, and existing members, are reminded of the benefits of being a member of this very useful Australia-wide organisation:-

- 1) Regular opportunities for networking with peers, including international affiliations (IFTA).
- 2) Extensive free video and DVD library on many Technical Analysis topics.
- 3) Extensive ATAA website resources — many past journal articles, presentations from past meetings and more.
- 4) Annual ATAA Conference (speakers + networking).
- 5) Lots of member discounts — bookshops, email newsletters, memberships, etc.
- 6) Learn about Technical Analysis, including:
  - (a) risk assessment and money management
  - (b) market entry and exit timing
  - (c) market timing and cycle analysis
  - (d) complementing different trading styles
  - (e) trade and strategy back-testing
  - (f) trading and investment psychology.




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Anti-Decimation!
Introduction

## About... Robert Brain

Consultant, educator and part-time\* share trader  
Web-based sharemarket-support business

<ul style="list-style-type: none"> <li>● Many years experience as trainer, presenter, conference facilitator (Scouts)</li> <li>● Share Market – active 11+ years*</li> <li>● Chartist ie. technical analyst (ATAA member and national director)</li> <li>● Provide tuition and support to traders and investors <a href="#">Brainy's Share Market Toolbox</a></li> </ul>	<ul style="list-style-type: none"> <li>● Engineering Degree (structured thinking with an eye for charts and diagrams)</li> <li>● 30+ years – professional experience (IT and management)</li> <li>● <b>Do not hold AFS license! (Can't give advice)</b></li> <li>● BullCharts software (convener Australian BullCharts User Group and authorised reseller (with special pricing))</li> <li>● Member Mensa</li> </ul>
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\* - Not yet enough capital to live off the proceeds of trading (after trading as a hobby until a career change in 2003).

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Anti-Decimation! Introduction

### Promotions & Endorsements

- Robert is an ATAA member, and office-bearer (Melb chapter Vice-Pres, and national director), and so he will actively endorse the ATAA [www.ataa.com.au](http://www.ataa.com.au)
- But, Robert's own personal views about investing, trading, technical analysis and the markets do not necessarily represent those of the ATAA.



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Anti-Decimation! Introduction

### More details

These slides are available with more details (the "speaker's notes") exclusively for Brainy's *Share Market Toolbox* Members. See the Toolbox for more details: [www.robertbrain.com/presentations/](http://www.robertbrain.com/presentations/)



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Anti-Decimation! Introduction

### Price charts acknowledgement

All price charts shown in this presentation are prepared using the Australian BullCharts charting software.



More information: [www.robertbrain.com/bullcharts](http://www.robertbrain.com/bullcharts) and [www.bullcharts.com.au](http://www.bullcharts.com.au)

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In Part 1:  
How badly can  
the market treat us?  
The GFC\*  
and the big bear market!



\* GFC — Global Financial Crisis (2008-2013)

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In Part 1:  
Sample \$100,000 Portfolio  
(at 30 June 2007).  
What was the impact  
over 3 years  
and over 6 years?

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*Options?*

In Part 1

- Is there an alternative?
- Should we "hold" stocks?
  - or use "plan B"?

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**Part 2:**  
**Avoiding the damage**  
**a 2-part strategy**

Using a crystal ball  
to see the bear markets coming...

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**Anti-Decimation!** **The Crystal Ball — Part (a)**

Bear anticipation?

(1) Should we simply let things happen?

OR

(2) Should we be on the look-out and anticipate an approaching bear?



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**Anti-Decimation!** **The Crystal Ball — Part (a)**

We said earlier:...

- The market cycles like this regularly!
- A Correction (or Bear) has occurred **12 times** in the last 26 years (ie. a fall of at least 10% every 2.2years)
- AND, on two occasions, a correction has hit *before recovering* from a bear market
- AND, the average duration to achieve new and sustained highs is **3.4 years!**

**Can you believe it?**

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**Anti-Decimation!** **The Crystal Ball — Part (a)**

*How can we see bear markets coming?*



*What do you think?*

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**Anti-Decimation!** **The Crystal Ball — Part (a)**

**Option 2 — It is feasible!**

A bear market tell-tale, and a sell criteria (the simplest and very basic):

**When the 30-week Moving Average turns down →  
SELL! on the open next week**

**This very simple concept is explained in detail in Stan Weinstein's infamous book... (next slide)**

*Note: There are other ways to achieve better results.*

PS: Let me declare my own actions in early 2008. I switched superannuation asset class from shares to cash and bonds!

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**Anti-Decimation!** **The Crystal Ball — Part (a)**


**Stan Weinstein — 30week MA**

*"Secrets for Profiting in Bull and Bear Markets"*  
Stan Weinstein (McGraw-Hill, 1988)

**BTW**

- Use Weekly charts
- Apply a 30-week Moving Average (MA)
- Watch for:
  1. Price crossing below MA, and
  2. MA turning down

Following is an example:...



Available from the Educated Investor bookshop, 525 Little Collins St, Melbourne  
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**Anti-Decimation!** **The Crystal Ball — Part (a)**

Which MA — Simple or Weighted?

Which Moving Average does Stan Weinstein recommend we use? **BTW**

- *Simple MA* — discussed on pp 13-14
- *Weighted MA* — discussed regarding the Mansfield charts (eg. p 25)
- *Simple MA* — how to calculate on p 313

Conclusion? — not sure.

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**Anti-Decimation!** **The Crystal Ball — Part (a)**

go back 20+ years...

The 1989 Bear Market:-

- What happened?
- How big was the fall?
- How long did it take to bottom?
- How long did it take to reach new highs?
- Did we see it coming?

Use BullCharts to view the price action:...

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**Anti-Decimation!** **The Crystal Ball — Part (a)**

The market peaked — Sept 1989

- The XAO index (the black line), peaked in September 1989.
- The blue line is 30-week Simple Moving Average (SMA).
- XAO has crossed below MA; Stan says "beware!".
- Question: what happened to XAO in the next 2 months? (1) up or (2) down?

In BullCharts software, use "Training Mode" to hide future data — the green shaded area.

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Anti-Decimation! **The Crystal Ball — Part (a)**

Important lesson

**Understanding the market past:** **GEM**

*if we can understand what the market has done in the past, then we shouldn't be surprised when it happens again.\**

It is important to familiarise ourselves with the drastic/severe past movements of the market.  
(the big fast moves, wild swings, etc.)

\* — Another of Robert's Share Market GEMs.

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**Anti-Decimation!** **The Crystal Ball — Part (a)**

In 2008-2013+ ...

The "GFC" and latest Bear Market

- What happened this time?
- How big was the fall?
- How long did it take to bottom?
- How long did it (will it) take to reach new highs?
- Did we see this coming?

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**Anti-Decimation!** **The Crystal Ball — Part (a)**

Crystal Ball Part (a) — Comments

- The 30-week MA can give a good clue about impending trouble.
- BUT! Technical indicators like this one:-
  - Nct 100% accurate
  - Nct 100% reliable
  - Nct 100% guaranteed
  - Can give false signals sometimes

**Question:** So, are they wrth using?

**Answer:** It increases our chances of success!

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**Avoid the damage  
2-part strategy**

**Part (b) — Additional  
Chart-based Tools**

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**Anti-Decimation!** **The Crystal Ball — Part (b)**

Chart-based tools

There are many chart-based tools that can give us good clues of pending falls. Just some:

- The *Momentum* indicator (plus others)
- *Divergence* of the indicator with price
- Use some sort of "Stop Loss" to protect our capital.

**The insight here can be really amazing!**

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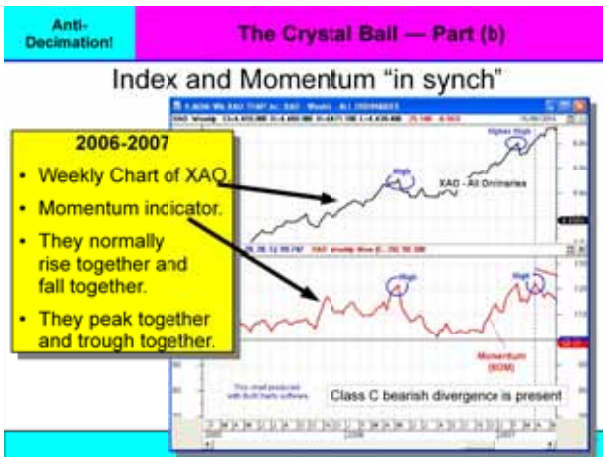
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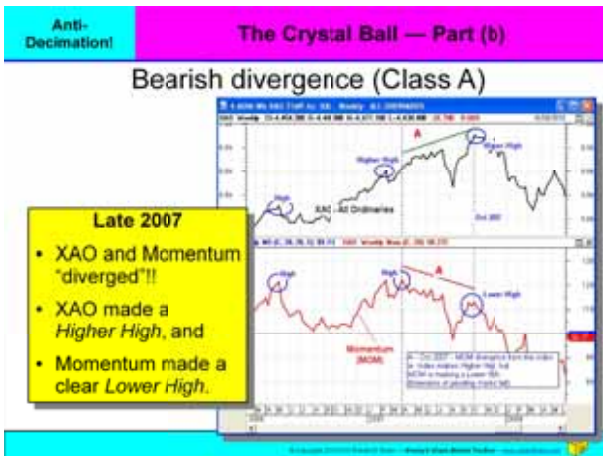
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**Anti-Decimation!** **The Crystal Ball — Part (b)**

Other possibilities?

More ways to forewarn of possible market falls:

- ATR-based indicator or trailing stop  
eg. Wilson ATR Trailing Stop, Chandelier stop (indicator), etc.
- Other indicators and divergence:
  - CCI
  - RSI
  - MACD
  - Slow Stochastic
  - MA Oscillator
  - Twiggs Money Flow
- Are there any others?



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**Anti-Decimation!** **The Crystal Ball — Part (b)**

Wilson ATR Trailing Stop

- It is calculated as a multiple of ATR (ATR = Average True Range)  
eg. **3 times** the average price range over a **14-day period**.
- The dot under today's price sets the Stop Loss to be interpreted in one of two ways:
  - (a) "if the price **trades** below this level next day, then sell **immediately**"; OR
  - (b) "if the price **closes** below this level next day, then sell **the following day**"...

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**Anti-Decimation!** **The Crystal Ball — Part (b)**

W-ATR-Trailing Stop on XAO (2007)



The Wilson ATR Trailing Stop (WATRST) is one of many indicators included in the BullCharts charting software.

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**Anti-Decimation!** **The Crystal Ball — Part (b)**

In 2007 — Warning signs!

In 2007, there were some chart-based warning signs of weakness in the market:

- bearish divergence — index and RSI
- bearish divergence — index and Twiggs Money Flow

(see charts on next slides...)

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**Anti-Decimation!** **The Crystal Ball — Part (b)**

March 2009 — market upside

In early 2009, some chart-based indicators showed bullish divergence:

- CCI (Commodity Channel Index).

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**Anti-Decimation!** **The Crystal Ball — Part (b)**

2009, All Ords + CCI -> bullish divergence

**Bullish Divergence**

**In down trend, Lower Lows and Higher Lows**

**CCI (Commodity Channel Index) indicator**

Daily chart

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**Anti-Decimation!** **The Crystal Ball — Part (b)**

Divergence (in summary)

Divergence can be observed:

- On several indicators:
  - CCI
  - RSI
  - MACD
  - Slow Stochastic
  - MA Oscillator
  - Twigg's Money Flow
- In different time periods: daily, weekly, monthly, and intraday.

But will not always be present!

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**Anti-Decimation!** **The Crystal Ball — Part (b)**

Part (b) conclusion?

These chart-based indicators  
many weeks of warning  
of impending market fall!  
in 1989, and in 2007!  
(and at other times, including up-turns!)  
Now how useful is that?

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**Anti-Decimation!** **The Crystal Ball — Part (b)**

How to use this?

These tools can be used:

- On a market index to gauge the overall "health" of the market possibly as a *market filter*; (eg. to be more cautious in a weak market)
- On individual stocks as a part of your trading strategy entry rules, and exit rules.

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**Unlocking the secrets** 

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**Anti-Decimation!**      **How to unlock the secrets...** 

Price charts summarise the underlying opinions and emotions of all market participants.

Every chart tells a story.

Understand the stories in the price charts. 

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**Anti-Decimation!**      **How to unlock the secrets...** 

**Key points for investors**

- Price charts are very useful
- A trending stock is likely to continue trending (Dow Theory) (eg. a downtrend is likely to continue)
- Bear markets (and corrections) come around too often
- It can be very beneficial to consider switching out, and then back in again.



Remember Brainy's "30 Days Rule" to help remind us about the details of trends.  
[www.robertbrain.com/30days/](http://www.robertbrain.com/30days/)

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**Anti-Decimation!**      **How to unlock the secrets...** 

**The unlocking tools...**

- Weekly price charts can be useful but daily charts show the daily close prices
- Use 30-week Moving Average (MA)
- Use Momentum indicator (or others)
- Look for divergence of Momentum (or RSI)
- Use an "automatic" Stop Loss tool (eg. Wilson ATR Trailing Stop)
- It's easy with good charting software.

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Anti-Decimation! How to unlock the secrets...

### Understand the charts...

Learning more about Technical Analysis:

- Books, courses, seminars, newsletters  
*BUT beware of information overload and over-complication*
- The ATAA (Australian Technical Analysts Association)  
[www.ataa.com.au](http://www.ataa.com.au)  
(a not-for-profit Australia-wide organisation run by volunteer members)
- Robert's **Share Market Toolbox**  
[www.robertbrain.com/ta/](http://www.robertbrain.com/ta/)




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Anti-Decimation! How to unlock the secrets...

### Good books

- There are many.
- For starters, visit:  
[www.robertbrain.com/books/](http://www.robertbrain.com/books/)




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Anti-Decimation! How to unlock the secrets...

### Charting software tools

Some software:	Key features:
<ul style="list-style-type: none"> <li>• ASX (web)</li> <li>• Ami Broker</li> <li>• BullCharts</li> <li>• Fcharts</li> <li>• Incredible Charts</li> <li>• MetaStock</li> <li>• Yahoo</li> <li>• more...?</li> </ul>	<ul style="list-style-type: none"> <li>• web-based vs PC-based</li> <li>• quality corrected data</li> <li>• easy-to-use Watchlist tools</li> <li>• good range of Indicators</li> <li>• easy to "Scan" / filter the stocks</li> <li>• easy to apply trend lines and many other line studies, text...</li> <li>• quality print-outs</li> </ul>

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Anti-Decimation! How to unlock the secrets... 

### Price charts acknowledgement

All price charts shown in this presentation are prepared using the Australian BullCharts charting software.



More information:  
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Anti-Decimation! How to unlock the secrets... 

### eg. BullCharts — key features

- Watchlists — easy, simple, multiple
- Many chart types
- Indicators — many
- Templates — some supplied; easy to create
- Scans — many supplied; and easy to modify or create your own
- Price alerts
- Trade Planner
- Author Strategies
- Customise indicator and template toolbars easily
- Quality data
- Australian product
- Good support
- User group(s)

More details — [www.robertbrain.com/bullcharts/](http://www.robertbrain.com/bullcharts/)

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Anti-Decimation! Summary & Wrap up

# Summary

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Anti-Decimation! Summary & Wrap up

Summary

- The (recent) GFC was not a once-off event (and it will come again soon...)
- It impacted many investments
- Several technical chart indicators can forewarn of a pending "problem"
- A good knowledge of technical analysis useful
- Quality charting software is essential.

*We can avoid portfolio "decimation"!*

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Anti-Decimation! Summary & Wrap up

GEMs summary

- (a) Understand the market past
- (b) Candlesticks are useful — they show the entire range
- (c) The daily close price is most important
- (d) Funda-technical analysis is useful
- (e) Even blue chips can disappoint
- (f) A stop, is a stop, is a stop.

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Anti-Decimation! Summary & Wrap up

We need to...

*Protect our hard earned capital;  
and  
Watch out for the sharks in the ocean!!*



*The free stuff follows...*

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**Anti-Decimation!** Summary & Wrap up

### Share Market Toolbox

Robert's Web-based business:

- Free stuff — [www.robertbrain.com/free](http://www.robertbrain.com/free)
- plus more stuff reserved for *Toolbox Members*
- **Weekly Watch List** — updated and shared weekly
- **Weekly Market Analysis** — email on Sat morning

Complete list of Toolbox features:  
[www.robertbrain.com/members](http://www.robertbrain.com/members)

Thank you :-)





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*How to save squillions!*

THE END

THANK YOU

(backup and additional supporting slides follow)

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**Anti-Decimation!** Summary & Wrap up

**BTW** Robert's choice — BullCharts

- Runs on Windows XP, Vista and Windows 7 (32-bit and 64-bit)
- Loads onto your PC
- Historical data (since 1987)
- Official web site: [www.bullcharts.com.au](http://www.bullcharts.com.au)

Free 2-week trial available  
 Your investment:-

- Software \$795 once off
- Data options:
  - End Of Day \$352 pa
  - EOD + Snapshots \$462 pa
  - Live data \$151.25/mth (includes EOD)




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**Anti-Decimation!** Summary & Wrap up

### Australian BullCharts User Group

We have an Australia-wide User Group

- Melbourne (since 2006)
- and over the web — Webinars for "remote" users
- Meets monthly
- BullCharts demo, Q&A and trading topics

Robert is the national User Groups coordinator.



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**Anti-Decimation!** Summary & Wrap up

### About this presentation

- This presentation is just one of many items in Brainy's **Share Market Toolbox**
- These slides are available to download from the **Toolbox**: [www.robertbrain.com/presentations/](http://www.robertbrain.com/presentations/)
- And a more detailed version of the slides (complete with Speaker Notes) is available for Toolbox Premium Members.



**Brainy's Share Market Toolbox**

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**Anti-Decimation!** Summary & Wrap up

### Some more GEMS\*...

Some signs of **market tops**:

- *Rampant speculation.*
- *The taxi driver gives market tips.*
- *Get-rich-quick schemes promoted.*

Some signs of **market bottoms**:

- *Panic on the streets.*
- *Doom and gloom everywhere.*

See the GEMS\* in the Toolbox for more share market Pearls of Wisdom - [www.robertbrain.com/gems](http://www.robertbrain.com/gems)



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**Anti-Decimation!** Summary & Wrap up

**Price charts acknowledgement**

All charts shown in this presentation are prepared using the Australian BullCharts charting software.



**BTW** Robert is an authorised BullCharts reseller.

More details or Free 2-week trial:  
[www.robertbrain.com/bullcharts/](http://www.robertbrain.com/bullcharts/)

Plus 1 hour free tuition, set-up or support.  
Phone Robert: 0438 355 910

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