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**Today's 'Stock Traders and Investors Free Weekly Wrap' Article is based on an EXTRACT from our recent Edition 361 of the Mentoring style 'Investing & Online Trading' Newsletter**



## The Top ASX 200 Falls: The Vital Importance of Using Stops By Jim Berg and John Atkinson

### 1) Recap since Ed 318

The past year has been a very difficult year for most traders - as the market spent much of the year in a sideways crabbing pattern, with short periods of increased volatility, before turning down strongly in mid 2011. On Tuesday 9 August 2011, markets tumbled around the world, following a drop of about 5.6% on the DOW in its previous trading session in the USA. In Australia that day, many shares fell substantially, then rebounded spectacularly off their Lows.

This followed what appeared to be capitulation selling e.g. by margin lenders dumping stocks on behalf of those clients who had received margin calls (and hence were obliged to produce extra cash) and those investors who had bought Blue Chips on a "Buy and Hold for the long term" basis, but who found they could not actually 'take the pain' any longer, so sold out in a panic.

We commenced this section of this Newsletter in Edition 318. First, from Editions 319 to 338, Jim progressively examined the ASX100 Charts to compare the outcomes of our two hypothetical traders; **JB Trader #1** and **Trader #2 'Buy and Hold'**. The results were summarised in Edition 339.

Next, from Editions 340 to 360, Jim continued with the remaining shares from the ASX200.

Jim progressively analysed only those shares which had given a JB Volatility Entry signal within the 12 months leading up to August 2011.

In particular, for each share, Jim looked at *the last potential trade which occurred in a Rising Trend over the last year*.

Jim usually presented 5 shares a week and:

- ✓ Provided a *weekly chart as at August 2011* and showed whether the share was in a Rising Trend or a Falling Trend at that time, by Jim's definitions.
- ✓ Where necessary, went back in time to find the last time each share was in a Rising Trend, then detailed the notional management of JB Entries and Exits for the last potential Rising Trend Trade - using Jim's short term Trading Rules.
- ✓ Showed a daily chart of the price action which occurred after the last JB Exit
- ✓ Included the results in 3 summary Tables each week and compared the outcomes for our hypothetical Traders #1 and 2.

Today, we conclude this series of articles on the top ASX200 Falls by collating and summarising the results.

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## 2) Summary of Analyses

At the outset of this exercise, we said we did not know what the final result would be, so we would all follow the progress of this back-testing research together. We also wrote:

"In March/April 2011, Jim and I began to provide caution warnings in this Newsletter. Jim closed the notional portfolio in July 2011, with the triggering of a stop loss on the final notional trade example. It is important to note that:

1. It is extremely unlikely that any rising trend will continue forever. Eventually, most rising trends roll over, turn down and subsequently become falling trends.
2. Since the start of 2011, several shares (including many of those featured in this series of articles) ended their rising trends and followed the pattern described above
3. In these articles, as we are mainly looking at the last potential trades which occurred in a rising trend over the last year, then by definition, we would expect that in this market most of these potential trades would either be :
  - a. Providing their last chance to take a profit using JB Rules, or
  - b. On their way down after rolling over - in which case we would expect to see Jim's stop losses to kick-in to minimise potential losses.

In fact, from Editions 319 to 338 for the ASX100, then again from Editions 340 to 360 we saw a consistent pattern in the ASX100 and ASX200 shares which Jim analysed:

- Virtually all of the last potential trades were in the very last stages of their Rising Trends
- Most of these rolled over and fell quickly soon after
- The number of shares which continued to rise after the last potential trade or after a JB exit signal was insignificant
- By August 2011, most of the ASX100 and ASX200 shares were in solid falling Trends

Jim was able to analyse 64 shares in the ASX100 and 67 of the balance from the AS200. (The majority of the other shares did not provide a JB Volatility Entry Signal for more than 1 year before the month covered by this study.)

We will now recap on the ASX100 summaries presented in Edition 339 and update them with new summaries for the 67 remaining ASX200 shares analysed since Edition 340 and compare the results for our two hypothetical traders:

- **JB Trader #1**, who used Jim's Trading Plan and exited on his stops and profit targets
- **Trader #2 'Buy and Hold'**, who held on to his shares into August 2011.

For the purpose of this comparative analysis, we assumed both traders have '*bottomless pockets*', ignored money and risk management principles and bought a position for each potential trade. To facilitate the analysis, transaction costs and extra income from dividends were ignored.

Jim's Trading Rules, developed specifically for this Newsletter, are shown in our Trading Plan ebook and summarised in the PDF '*Newsletter Introduction, Your Member Benefits & Discounts*' (in the 'New Members' Resources' of the Members Library).

Using these Trading Rules, Table 1 shows the summaries of the exit triggers which JB Trader #1 would have taken:

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**Table 1***ASX 100 (as reported in Ed 339)*

Exit Trigger	Number of trades
Initial Stop	21
16 day adjusted stop	17
16 day trailing stop	11
JB Volatility Trailing Stop	10
JB Profit Taker	3
Profit target reached	2
<b>Total</b>	<b>64</b>

*Ed340-360 Update: Other shares from ASX200*

Exit Trigger	Number of trades
Initial Stop	23
16 day adjusted stop	10
16 day trailing stop	11
Trailing & adjusted stop	2
Initial & 16 day trailing stop	1
JB Volatility Trailing stop	6
JB Profit Taker	6
Profit target reached	8
<b>Total</b>	<b>67</b>

This Table shows that a few more ASX 200 shares would have been exited using Jim's JB Profit Taker or would have reached his profit target, compared with those shares from the ASX100 which were analysed.

During bull markets, we would expect to see many more ASX100 and ASX200 exits using the JB Profit Taker, the JB Volatility Trailing Stop and several more profit targets being achieved.

Very importantly, in the difficult trading conditions of 2011 (*the worst we have seen in many years*), this exercise has confirmed the effectiveness of using Jim's Stops and exiting trades with as little damage as possible when markets turned.

The following Tables show this in action. First, Table 2 shows a summary of all the 64 ASX 100 and the 67 ASX200 potential Rising Trend trades reviewed by Jim since Edition 318:

**Table 2***ASX 100 (as reported in Ed 339)*

JB Trader #1: Analysis of the Last Rising Trend Potential Trades	
WEEKS in JB Trade	Average Overall Loss
<b>4.7</b>	<b>-2.3%</b>

*Ed340-360 Update: Other shares from ASX200*

JB Trader #1: Analysis of the Last Rising Trend Potential Trades	
WEEKS in JB Trade	Average Overall Loss
<b>4.5</b>	<b>-1.4%</b>

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Protection of capital and profits is a *vital key to your long term survival and profitability* in the market, as we showed in our previous series of articles in early 2012, entitled; '*Why Retirement May No Longer be an Option*'.

{(This series has been collated and is now available as a **Special Free Report** which you can now download simply by 'liking' us at our new Facebook page. }

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From the above, we see that after markets turned, Trader 1 would have protected his capital, '*gone to cash*' and thereby minimised notional losses to an average of about **-2%** per share for all 131 shares, in an average of **less than 5 weeks**.

**Table 3**

ASX 100 (as reported in Ed 339)

Price Action Since JB Exit	
WEEKS since JB Exit	Fall Since JB Exit
<b>13.7</b>	<b>-19.4%</b>

Ed340-360 Update:  
Other shares from ASX200

Price Action Since JB Exit	
WEEKS since JB Exit	Fall Since JB Exit
<b>15.6</b>	<b>-20.9%</b>

In comparison, Table 3 shows that after triggering JB Exit Signals, these same 131 Top ASX100 and ASX200 shares subsequently fell **further** by an average of about **-20%** per share in the next **13.7 to 15.6 weeks** respectively- through to the Low of 9 August 2011.

Table 4 shows the comparative outcome if Trader #2 '*Buy and Hold*' had held on to each of these 131 positions under review:

**Table 4**

ASX 100 (as reported in Ed 339)

Trader #2 'Buy & Hold' Status as at Low of 9/8/11	
WEEKS in trade	Open Loss Since JB Entry
<b>18.4</b>	<b>-21.3%</b>

Ed340-360 Update:  
Other shares from ASX200

Trader #2 'Buy & Hold' Status as at Low of 9/8/11	
WEEKS in trade	Open Loss Since JB Entry
<b>20.0</b>	<b>-21.7%</b>

By the Low of 9 August 2011, i.e. an average of **18.4 weeks and 20 weeks** after entry, these 131 positions were in an overall average notional losing position of **-21 to 22%** respectively.

As shown in Editions 319 to 338, **ten** of the 64 ASX100 falls were greater than **-30%**, of which the greatest open loss by that date was PDN at **-62.7%**

As an update, Jim's analysis in Editions 340 to 360 has shown that **twenty two** of the remaining 67 ASX200 falls were greater than **-30%**, of which **nine** were over 45% and the greatest open loss by 9 August 2011 was GNS at **-70.6%**.

Also by that date, for the 131 shares analysed, Trader#2 '*Buy and Hold*' would have had:

- Only 1 of the 64 ASX100 in open profit (CEU at 11.4%) and
- Only 4 of the 67 remaining ASX200 in open profit (MML at 65.1%; PRU at 7.8%, RRL at 4.2% and TEL at 14.6%).

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We have shown that the Cruelty of the Market is such that share price falls of **-20%** to **-70%** cannot be set straight by rallies of **+20** to **70%**.... they actually need rises of **+25%** to **+233%** to get back to where the prices were previously.

In his 1940 book 'How To Trade In Stocks', Jesse Livermore' wrote: *"If I were walking along a railway track and saw an express train coming at me at sixty miles an hour, I would be a damned fool not to get off the track and let the train go by. After it had passed, I could always get back on the track again, if I desired."*

Over 70 years later, this analysis has clearly shown the effectiveness of using Jim's:

- 1) **Trend analysis:** to avoid the express train by standing clear from shares which are in falling trends, i.e. do not attempt to 'catch a falling knife', predict market bottoms or to buy because the shares are low priced and 'under value' (as many brokers often suggest when prices fall).
- 2) **Stops** (i.e. his *Initial Stop, JB Volatility Trailing Stop, 16 Day Adjusted and Trailing Stops*): to minimise losses at the end of the previous rising trend.

### 3) Starting Next Week: The ASX300

We believe the best way to learn how to trade and invest is to:

- ✓ Find a Mentor you relate to and who is prepared to show you exactly what they do
- ✓ Borrow their Trading Plan, including how they manage Money and Risk
- ✓ Adjust their Plan to suit your own personality, lifestyle and circumstances, so it becomes your own
- ✓ Thoroughly test and measure your Plan before you put a dollar of your funds in the market, then start small

In Editions 319 to 360, Jim Berg analysed the Falls in all the ASX100 and ASX200 shares. Starting next week, Jim will analyse the remaining shares in the current ASX300.

## New! 'Evening with Jim Berg' DVD

Jim Berg's 'Show Me the Money!' 2012 evening seminars in Melbourne, Sydney and Brisbane were very well received by those traders and investors who attended.



The Sydney evening was professionally filmed and edited by Alex Novotni, Creative Director at [Crown Thirteen Media Group](#) (Mob 0421 049 012). Alex has exclusively produced all of our DVDs in recent years.

The DVD from Jim's Sydney presentation is the best quality Alex has created to date - and is **now available**. On this [new 'Show Me The Money' DVD](#), Jim Berg shows:

- ✓ His 'big picture' signals uses to determine when to be invested in the market; when to 'switch to cash' and when he re-enters the market
- ✓ How he combines fundamental and technical analysis to increase his success rate
- ✓ Details on how he trades and invests in the market using his unique 'Weight-of-Evidence' common sense approach and JB Volatility Indicators

**PLUS**, at the end of this invaluable evening seminar DVD, you will also be able to review Jim's in-depth analysis of several shares one-by-one, so you will be able to follow how he determines which ones are in rising trends and which are in the process of confirming his JB Volatility entry signals.

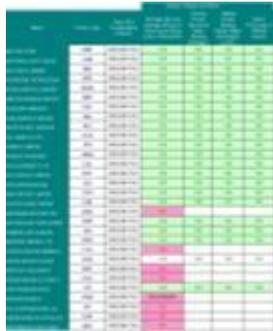
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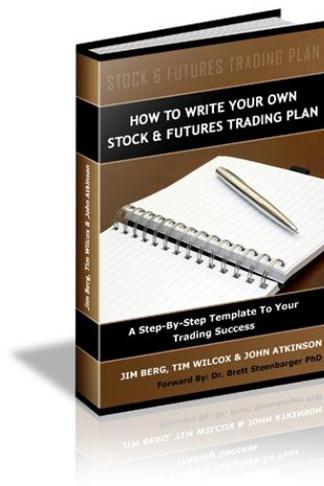
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## IN THIS WEEK'S NEWSLETTER EDITION 361



**"Only by contending with challenges that seem to be beyond your strength to handle at the moment, you can grow more surely toward the stars."**

*Brian Tracy*

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## Jim Berg's JB Volatility Indicators, JB Charts and Data

### 1) JB Premium Charts, includes 1 Year of End-of-Day Data for USA or ASX



The charts featured by Jim Berg in this Newsletter feature his JB Volatility Indicators. They are drawn each week using JB Premium Charts, which Jim uses personally.

Jim combined the Free Charting Program (see below) with his own JB Volatility Indicators (incl. his Blue Bar Volatility Entry Signal, Trailing Stops and JB Profit Taker) to create our [JB Premium Charts](#) package -- which also includes 12 months JB Premium Data for USA or ASX.



### 3. JB Premium Data + FREE Charting Program & Free Vodcasts

[JB Premium Data](#) is a highly reliable source of 'clean' data for ASX, USA and Singapore Stocks & Shares, as well as Futures, Commodities and FX. It is suitable for users of many charting programs including MetaStock, Amibroker, Market Analyst and BullCharts.

JB Premium Data also comes with its own **FREE Charting program** (which excludes Jim's JB Volatility Indicators). If you are switching from an existing Data supplier, you also receive

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