

# SMART TRADERS' MAGAZINE

Incorporating

Spring/Summer 2023 EDITION

## IX Investor Trader Show Guide

**SEMINAR AND SPEAKER  
LISTINGS INSIDE**

**FEATURE ARTICLES BY  
TOP TRADERS**

**TRADERS' WORKING  
LUNCH TABLE GUIDE**


 **INVESTOR  
TRADER  
SHOW**

Friday, 28th April 2023  
Grand Connaught Rooms, London

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## Welcome to the show!

If you're looking to become a serious investor or trader you've made the right decision to attend the IX Investor Trader Show.

Education is key to your success, and we've gathered together the best educators in the business to share their knowledge and experience to help you get ahead.

This year I believe we're seeing more positivity in the stock markets – remember that stock markets are all about the future and can be good indicators of growth even when economies appear to still be flat. Find David Paul from VectorVest in the exhibit hall to talk about stocks and equity markets.

Artificial Intelligence is hitting the headlines – we'll be discussing this at the Active Trader Symposium at 9.15 am – as it impacts trading systems and processes. Do you think it will ever compare to human trading? Andrew Lockwood worked as a floor trader at LIFFE in the 80's and knows what really drives markets. Read his articles on the Evolution of a Day Trader on page 10.

It's not all about technical analysis (charting) either, our friend Tom Hougaard is a high stakes trader who has made millions trading without relying on any one indicator – find out how he does it at his live talk starting at 10.30 am. Tom also contributed his never before seen 'missing' chapter from his latest book 'Best Loser Wins'. You can read the first few pages in this magazine and the rest online.

I'm pleased to welcome Mark Austin and Cameron Malik of Magnetic Trading to the show – they've travelled from Asia to be here and share their strategies using market function trades – visit them at their booth and seminar.

Our new feature for this year is the Traders' Working Lunch. An opportunity for you to get around more of the expert speakers and spend some time learning and chatting with your fellow traders. You're free to move among the tables, seating is first come first served, but please respect the guidelines to spend no more than 20 minutes at each table.

I look forward to seeing you and thank you for attending the event. We'll be back on 24th November so please mark your diary!

Happy trading!



**Simon Campbell MBA ACSI**

CEO IX Media

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Simon Campbell t/a IX Media, REF X5882966A, Malaga, Spain

# TRADERS' THEATRE

Market Professionals and Educators contribute to panel discussions, live market trading challenges, interviews and tutorials.



## 8.00 am | LIVE TRADING SESSION

Andrew Lockwood of The city Traders looks at the live markets and analyses any potential trades setting up.

**Andrew Lockwood**, The City Traders



## 9.00 am | WELCOME AND INTRODUCTION



## 9.15 am | ACTIVE TRADING SYMPOSIUM

**Ioannis Kantartzis**, lkantartzis.com (Moderator)

**Adrian Slack**, Intelligent Trading Academy

**Andrew Lockwood**, The City Traders

**Cameron Malik**, Magnetic Trading

**Chris Tubby**, Symax-Fintech

**Yohay Elam**, FXStreet

PANEL SESSION



## 10.30 am | TOM HOUGAARD ON THE IDEAL TRADING MINDSET

Tutorial:

- Why Normal Thinking Never Wins the Trading Game
- Tom Hougaard says, "People don't fail because they don't know enough about technical analysis. They fail because they don't understand what the markets are doing to their minds."
- Tom Hougaard provides a unique and refreshingly personal account of how an ordinary trader elevated his game to incredible heights by focusing as much on his mental approach as on his technical analysis.
- Author of this year's best selling trading book 'Best Loser Wins'.

**Tom Hougaard** aka TraderTom

## 12.30 pm | TRADERS' WORKING LUNCH

Taking place over 90 minutes, you now have the freedom to take a seat (first come first served) at a table hosted by our expert trading mentors and engage in a discussion about trading. Each of our 17 mentors will each be hosting a table and leading discussions based on their area of expertise.

Turn to pages 16 and 17 for full guide to hosts and tables.

GROUP ACTIVITY



## 2.00 pm | BECOME A BULLETPROOF TRADER

Bulletproof Trader : Practical Strategies For Mastering Fear Fear is a common experience for traders – fear of missing out, fear of losing, fear of being wrong, fear of leaving money on the table – and for many it has an adverse impact on their decision making, risk taking and ultimately market returns. In this presentation, Steve will share some key insights and a number of practical strategies that are drawn from behavioural science and his work with institutional traders as a performance coach for the last 18 years, that can help you to manage your own trading fears more effectively, to be able to make better trading decisions and improve your market returns.

**Steve Ward** Performance Edge Consultants



3.00 pm

## HOW TO INSTANTLY INCREASE YOUR WIN RATE TRADING ANY MARKET

In this presentation Alex is going to teach you one of the single most effective strategies for increasing your trading win rate and hence your chances of long term success in the markets. By the end you will not only understand what separates the successful traders from those that spend a lifetime trying and failing to make money in the markets, but you will also learn a simple but effective passive trading approach that you can start using immediately to make money trading the markets.

**Alex Ong** Founder, tradethemarket.co.uk

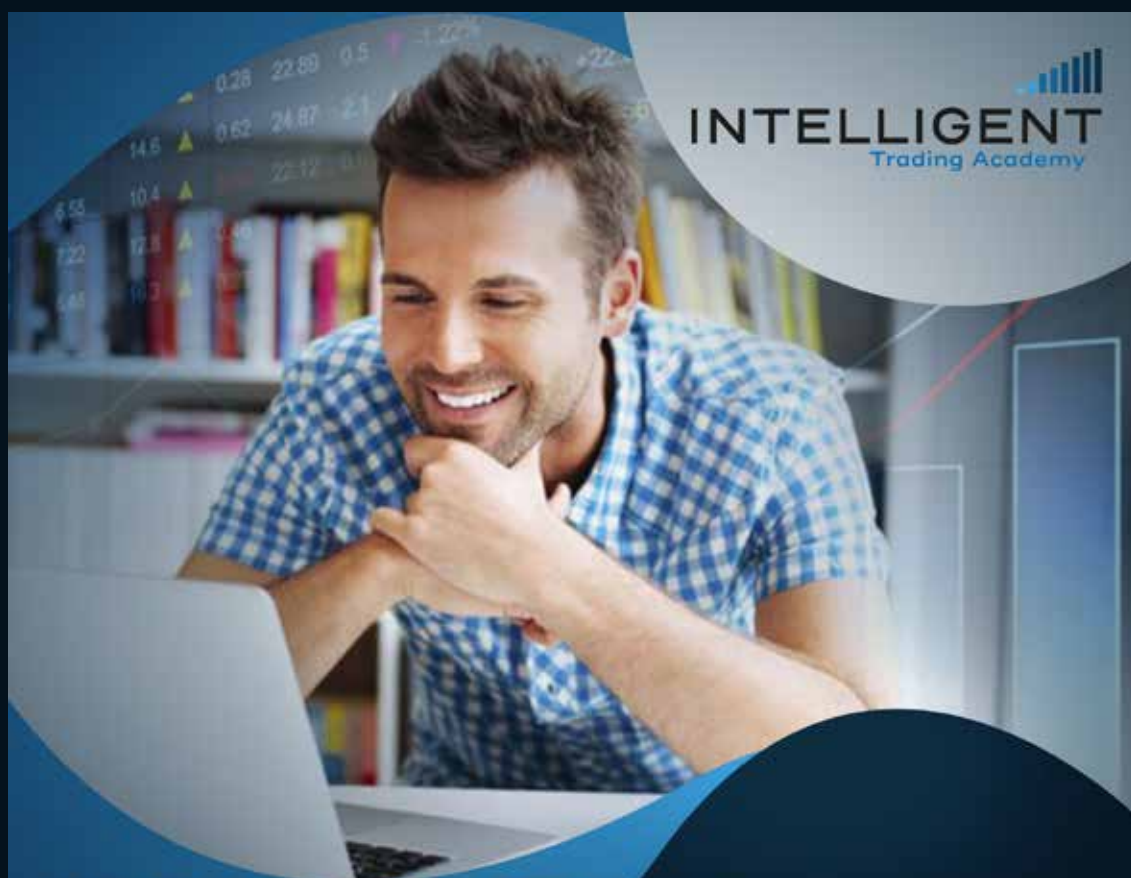


4.00 pm

## A SIMPLE TO EXECUTE AND HIGH PROBABILITY SWING TRADING METHOD

In this short presentation, VectorVest will illustrate how to easily find stocks that are growing earnings both strongly and safely and are trending upwards in price. These are the UK's best stocks and there are only a few stocks that fit this exacting specification. VectorVest finds these stocks easily and rates each for Value, safety, and trend daily. Finally, VectorVest studies the overall UK market and gives the investor an objective signal to tell when it's safe to buy stocks and when to stand aside. The investor will leave the talk with a solid roadmap to safe and consistent portfolio growth.

**David Paul** MD VectorVest UK



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FOR YOURSELF**

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# Unlock the Secret to Profitable Trading!

With over 30 years of market experience, we've cracked the code to profitable short-term trading using our unique approach based on market function.

**Say goodbye to technical analysis and over-trading,  
and start trading smarter with us!**



- Market function trades that are easy to bolt onto your existing trading plan
- Pre-defined dates and times to trade, so you can plan your life around them
- Forget about relying solely on technical analysis
- Our low-risk approach reduces your exposure to market fluctuations and protects your investments
- Trade less and make more money

**Ready to take your trading to the next level?**



Excellent - 4,8



**47% gain since joining.**

It's been going fantastic, I enjoy the learning aspect!

**Stephen Chilvers**



# Making Money in Trading: The Importance of Market Function

Day trading is often seen as an easy way to make quick money, but the truth is that close to 90% of traders will not make a profit from it. Why is that? There are many reasons why day traders fail, including lack of time, overtrading, and reliance on technical analysis alone. However, at Magnetic Trading, we believe that the key to profitable short-term trading is understanding the market function.

## Understanding the Market Function

Market function refers to the underlying reason why a market moves in a particular direction.

By understanding this, traders can identify high probability trades and make informed decisions. We have been teaching market function to our clients for over a decade and we have seen great success with our approach. By focusing on market function, we are able to help our clients trade less but on more selective, high probability trades.

One of the key aspects of our approach is trading at set times. We use pre-defined dates and times for trading, so our clients can plan their lives around it. We also encourage our clients not to trade every day, as this can lead to overtrading and increased risk. By being selective about when to trade, our clients can focus on the most profitable opportunities.

## Don't rely solely on Technical Analysis

Another aspect of our approach is not relying solely on technical analysis. While technical analysis can be useful, it is not infallible. If technical analysis were so effective, why do so many day traders still fail? Instead, we believe that understanding the market function is crucial for identifying high probability trades. Our market function trades are easy to bolt onto an existing trading plan and have low risk, as there is no overnight holding.

Some examples of market function trades that have a high probability of success are expiry, first trading day of the month and dividends. Within our trading plan we have identified nine high probability market function trades. By focusing on market function, our clients can make informed decisions and increase their chances of success.

## Biggest reasons why traders fail

### Wrong Education

Over the past twelve years, we have learned a lot from our clients and our own trading experiences. One of the biggest reasons why traders fail is due to the wrong education. Many people believe that day trading is an easy way to make money, but it requires skill and knowledge. Going on weekend courses and expecting to trade profitably is not realistic. It takes time and effort to develop the skills needed for successful trading.

## Lack of time and not enough money

Other common reasons for failure include lack of time and not enough money. Trading requires a significant investment of time and money, and it's important to be realistic about what you can achieve. It's also important to have realistic expectations and not expect to make a fortune overnight.

## Going back to understanding the market

Therefore, understanding market function is crucial for successful trading. By focusing on high probability trades and trading at set times, traders can increase their chances of success. At Magnetic Trading, we advocate a less is more approach and encourage our clients to be selective about their trades. By learning from our experiences and the experiences of our clients, we have developed a successful approach to trading that is based on market function.

If you're interested in learning more about market function trading and how it can help you become a successful trader, be sure to visit our website at <https://magnetictrading.com/>. There you'll find more information about our approach, as well as resources to help you develop the skills you need for profitable trading. Don't miss out on this opportunity to take your trading to the next level!



## Mark Austin & Cameron Malik

**MAGNETIC  
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[magnetictrading.com](https://magnetictrading.com)

# SHOWCASE THEATRE

Learn how to trade for a living with these professional trading speakers



## 10.10 am | HOW TO PASS FUNDED TRADING ACCOUNT CHALLENGES

An outline of what's needed to successfully pass the trading challenge of Nordic Funder. Why we consider them one of the best, and that we actually offer a one day training workshop based around their challenge? The key skills they will need to gain Fundamentals versus technicals Why a funded account is better than trading your own capital

**Chris Tubby** Symax-Fintech



## 10.50 am | HOW TO BUILD A GROWTH STOCK PORTFOLIO TO OUTPACE UK INFLATION

In this presentation, we will use the power of VectorVest to find smaller companies that are growing earnings strongly, safely, rising in price, and are suitable for a more aggressive investor and trader. Risk should be managed carefully and I will show you VectorVest's proprietary Stop-Loss level for each share. Finally, VectorVest addresses the overall market and gives the trader an objective signal to know when it's safe to buy stocks and when to stand aside. The trader will leave the presentation with a roadmap on how to find small growth stocks that are rising in price and how to manage the risk in running these positions.

**David Paul** VectorVest



## 11.30 am | 3 KEYS OF PROFITABLE TRADING SYSTEMS

Michael walks through three keys every profitable trading system needs and provides actionable insights of how to use them for your own trading.

**Michael Taylor** Shifting Shares



## 2.10 pm | LET US SUPPORT YOU TO A FREE PROPRIETARY FUNDED ACCOUNT TODAY

Join Adrian for a session on how you can trade within his professional trading community using a free prop account audition.

**Adrian Slack** Intelligent Trading Academy



## 2.50 pm | TRADE WITH LESS TIME . LESS STRESS AND MORE PROFIT WITH THE NAKED TRADING STRATEGY

As humans, we are led to believe the more hours you put into your working day the more money you should be getting paid. But this is not necessarily the case when it comes to trading. Often less is best. The biggest challenge when it comes to trading is the psychological emotions, so it stands to reason the more you trade the more challenging it becomes. In this seminar, Andrew will show a simple strategy and approach to trading that will allow you to trade with less time, less stress, and more profit.

**Andrew Lockwood** The City Traders





3.30 pm

## MAKING MONEY IN TRADING: THE IMPORTANCE OF MARKET FUNCTION

Day trading is often seen as an easy way to make quick money, but the truth is that close to 90% of traders will not make a profit from it. Why is that? There are many reasons why day traders fail, including lack of time, overtrading, and reliance on technical analysis alone. However, at Magnetic Trading, we believe that the key to profitable short-term trading is understanding the market function.



**Mark Austin & Cameron Malik** Magnetic Trading



4.10 pm

## LEARN THE THREE OPTIONS STRATEGIES THAT I USE TO WIN FOUR OUT OF FIVE MARKET SCENARIOS

In this seminar we will explain why options provide an edge as wasting assets and how time can be our ally. We will compare the outright purchase of a stock against mal practices of options that traders use, effectively becoming gamblers, which you need to avoid. Lastly, we will be talking about the three strategies which are effectively selling volatility, taking a view on a specific underline which is not directional but rather one that aims at the underline not falling or rising, which is different that betting that something will actually fall or rise. We close with some remarks on the statistics behind and the probabilities of winning. So grab a pen and a paper and I ll see you there!

**Ioannis Kantartzis** [lkantartzis.com](http://lkantartzis.com)

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# THE EVOLUTION OF A DAY TRADER

Well before online trading became mainstream, day trading has been an occupation or a pastime for many.

I started my trading career in the trading pits in the City of London back in the wild 80s. We wore brightly coloured jackets and used hand signals and our voices. Shouting and screaming at fellow traders, literally throwing around 100's of 1000's of dollars daily. You could either be employed by a bank, a brokerage, or as a self-funded independent 'local trader'. A 'seat' on the trading floor would typically cost \$2,000 to \$3,000 a month. The minimum deposits for small local traders were between \$20,000 to \$50,000.

We were in our 20s with so much money we did not know what to do with it. We were the original "yuppies" of London. Affectionately known as "Maggie's boys" in reference to the then Conservative Prime Minister, Margaret Thatcher. Young guns with 6 figure salaries or multiple million-dollar local trading accounts.

The explosive growth of technology around the turn of the century saw the demise of the 'open outcry' exchanges and the rise of the retail trader. The yuppie floor traders found themselves without work and nothing to do. Many tried their hand at day trading migrating to the screens. Having lost their edge, many lost their fortunes.



Day trading has come a long way since its inception in the late 1990s. Back then, it was a niche activity reserved for a small group of individuals who had access to the necessary tools and knowledge. Today, it has become a mainstream practice, with millions of people around the world engaging in day trading activities. Indeed the last decade has seen an acceleration in technology and day trading has become even more sophisticated with the rise of complex algorithms and an increase in high-frequency trading which now accounts for approximately 30 % of retail day trading.

I often get asked if trading has gotten any easier with the advancement in technology, and my honest answer is to the contrary. I think it's a whole lot harder. Back in the trading pits, we did not have the common technical indicators we have today. The MACD's the Stochastic, Bollinger, and the RSI. We used our eyes and ears.

If a rookie trader appeared in the pit looking nervous, with his eyes scanning the other traders that had their hands facing out, a trained eye could predict he was about to buy. Jumping in before he bought his load to fill the client was a sure fast way to make a few grand. Often when the noise of the pit increased into a crescendo you knew a big move was in play. When the noise dissipated it could be a clue that the trend had run its course and reversal was likely.

Today these indicators are designed to do the same, but in my opinion, woefully lack the edge we had in the pits. But we adapt. I have designed strategies to replicate these market conditions which has kept me in the game for over 30 years

The future of day trading is likely to be shaped by advances in technology. As trading becomes more automated, we can expect to see even more sophisticated algorithms and trading strategies. However, there will always be a place for human traders. Markets are driven by human emotions. The biggest killer of traders back in the pits and today is emotions. Trading discretion or running an algo, emotions still play a huge part.

One of the significant changes I have seen over the years is accessibility. Now you don't need to stump up and risk your own money. If you can prove you can trade, if you can prove you can manage risk the money will follow you in the form of prop funding. The other biggest killer of the day trader is the unrealistic expectations. Prior to prop funding traders would be taking a huge risk to make their relatively small trading accounts pay a worthwhile return. Now, a \$50,000 or a \$100,000 funded account is readily available to the day trader. Now, a 3 or 4 % monthly return creates a worthwhile income.

If you are considering a career as a funded trader visit us on The City Traders stand. We educate, mentor and fund aspiring traders like you.



**Andrew Lockwood**  
The City Traders

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# VectorVest Stock Analysis Report

## Energean PLC

Energean plc (ENOG.L) engages in the exploration, development, and production of oil and gas. It operates through four segments: Europe, Israel, Egypt, and New Ventures. The company holds interests in the Eastern Mediterranean. Its flagship project is the Karish and Tanin development located to the offshore Israel. The company has 965 million barrels of oil equivalents of proven and probable, and contingent resources. It also provides financing services; and holds a gas transportation license. The company was formerly known as Energean Oil & Gas plc and changed its name to Energean plc in May 2020. Energean plc was founded in 2007 and is based in London, the United Kingdom.

The chart of ENOG.L is shown below using weekly candlesticks over a period of three years. The layout uses my normal notation. The green line study above the price is the VectorVest valuation of the stock while the blue line study in the window below the price plots forecast Earnings per Share (EPS).



ENOG.L is trading at £13.49 while the VectorVest calculated value is £17.63. Over the period of three years EPS has grown from slightly above breakeven to £4.30 per share. The latter is the engine that's been driving the share price higher over the period.

The Relative Value (RV) metric on VectorVest measures the share price appreciation over a window of three years into the future relative to an AAA rated corporate bond. This is a measure of the future and is graduated on a scale between 0 and 2. The RV for ENOG.L is 1.63 which indicates that the probabilities favor ENOG.L outperforming a AAA corporate bond by 63% over the period. This is rated as excellent.

The safety and predictability of the financial performance (RS) of ENOG.L is fair and reflects the cyclical nature of the earnings of an energy related entity. ENOG.L has an RS of less than 1 graduated also on a scale between 0 and 2. This is rated as fair on VectorVest. ENOG.L is an aggressive trading opportunity for those traders who have the proven discipline to manage risk proactively with stop loss orders.

The VectorVest stop loss is calculated by the program each day and currently sits at £11.32.

The share pays an excellent dividend and has the ability to grow that dividend strongly with the dividend covered many times by earnings. For aggressive investors, experienced in managing risk, there is a strong possibility of both capital gains and dividend growth.

Technically the share has retraced to a long-term support line. Support is defined by the trendline shown on the chart and a 78% Fibonacci level (not shown) which technical analysts deem important. In the bottom window of the chart above I have plotted a weekly MACD indicator which has just given a BUY in the stock. The MACD was invented by Gerald Appel and on a weekly chart provided a strong measure of momentum reasserting itself.

Prior to the signal from the recent MACD signal technicians reading will note the divergence between the share price and the MACD. While the share price charted a rising low the MACD charted a falling low. This is called "Reverse Divergence" or a "Slingshot" and is a potent leading indicator of a fast and strong move upwards.

In summary ENOG.L is much undervalued, growing earnings strongly and is in a strong technical position. The cyclical nature of earnings from energy related stocks means that any trade in the stock should be managed carefully and diligently using the VectorVest stop loss as a line in the sand. Those who haven't got the time or interest in managing the position carefully and daily should avoid the opportunity.

David will be on the VectorVest booth and also presenting two seminars.

For more information about VectorVest visit [www.vectorvest.co.uk](http://www.vectorvest.co.uk)



Dr David Paul



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# The Crucial Role of Trading with a View in the FX Markets: Achieving Long-term Success

The foreign exchange (FX) market is the largest and most liquid financial market globally, offering countless opportunities for traders to profit from currency exchange rate fluctuations. However, long-term success in the FX markets goes beyond having a solid strategy and executing trades. A critical element that sets successful traders apart from others is a well-defined trading view, acting as a guiding principle for their trading decisions. In this article, we delve into the significance of trading with a view in the FX markets and how it contributes to a trader's long-term success.

A trading view is a clear, concise perspective on the likely behaviour and direction of markets in the short, medium, or long term. This view is formed based on the analysis of various factors, including technical indicators, fundamental data, and market sentiment. A well-thought-out trading view helps traders remain focused, disciplined, and resilient amid market volatility.

One of the most significant benefits of trading with a view is promoting consistency and discipline in your trading approach. With a clear perspective on the market, you'll be less likely to make impulsive decisions or deviate from your trading plan. Instead, you'll remain focused on executing trades aligning with your view, leading to more consistent results over time.

By adhering to a well-defined trading view, you create a framework that guides your decision-making process. This framework keeps you on track and ensures that your trades are backed by a solid rationale. As a result, you can navigate the markets with a sense of purpose, minimizing the risk of impulsive, irrational decisions that may harm your overall performance.



The FX markets can be overwhelming for even the most experienced traders, with thousands of financial instruments, numerous time frames, and countless technical and fundamental factors to consider. A well-defined trading view simplifies the decision-making process by narrowing down the relevant factors and providing a clear roadmap for your trading activities. This enables you to make more informed decisions and avoid

either the analysis paralysis or even overtrading that can often hinder success in the FX markets.

A clear trading view helps filter out the noise and allows you to focus on the crucial aspects of the market that align with your perspective. By narrowing down your attention, you can identify high-probability trading setups and avoid getting side-tracked by irrelevant information. This focused approach ultimately leads to more efficient and effective trading.



Trading as we all know can be an emotional rollercoaster, with the potential for both exhilarating profits and devastating losses. A clear trading view helps keep your emotions in check, preventing you from being swayed by fear, greed, or other emotions that can cloud your judgment. This emotional control is essential for maintaining a rational approach to trading, critical for long-term success.

When you have a well-defined trading view, it becomes easier to stick to your plan and remain objective, even during periods of heightened market volatility. This objectivity allows you to maintain a clear head and make sound decisions based on your analysis rather than being driven by emotions. As a result, you can consistently execute your trades with confidence, knowing that they align with your overall view of the market.

Trading with a view is a vital component of long-term success in the FX markets. By developing a clear perspective on market direction, you'll be better positioned to make informed decisions, maintain discipline, and adapt to changing market conditions. As you continue to refine your trading view and align your strategy accordingly, you'll be well on your way to achieving consistent results and long-term success in the dynamic world of FX trading.



By Alex Ong

[tradethemarket.co.uk](http://tradethemarket.co.uk)



THE CITY TRADERS

[www.thecitytraders.com](http://www.thecitytraders.com)

The City Traders is the community of aspiring traders where they can explore effective methodologies with the aim of eventually making a career as a funded trader. We know that the education and proprietary trading industry is crowded with unrealistic expectations and criteria resulting in failures. We are solving these problems by focusing on three crucial areas: Comprehensive education from real traders Funding program designed by traders for traders Growth in performance and personal development We strive to enable every member of our community to own their future and equip them with the skills and support that they need throughout varying economic conditions



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We Fund Traders is all about helping people become profitable. This is why we offer training and mentorship as well as funding opportunities for those looking to build their career and wealth by trading in the financial markets.



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Atlantic Capital Markets, are an award winning market leader in advisory services. Catering both for the short term trader with our exclusive clients only research APP and equity trading alerts, and also for those looking for advice and guidance on their long-term portfolio. We use real time alerts and the latest trading technology to provide clients with an all-round service. Big or small at Atlantic all clients matter and all clients have their own dedicated point of contact, your eyes and ears in the markets. Why go it alone when you can have the professionals by your side.



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VectorVest makes finding an investing strategy easier than ever by providing pre-built models that give you time tested strategies to help you beat the market. Investors that utilized our pre-built investing strategies generated exceedingly greater profits! You'll spend less time researching trades and more time enjoying bigger profits and earning your way to financial freedom.



[www.magnetictrading.com](http://www.magnetictrading.com)

At Magnetic Trading, we believe in Transparent Trading. Neither of us learned day trading from a book or youtube videos, so why should we expect you to learn that way? That's why we give all of our students live access to our trades. So you can see what professional traders, who trade every day, are doing.



[www.intelligenttradingacademy.com](http://www.intelligenttradingacademy.com)

Our team and community set high standards in order to achieve excellent results. We encourage our people and community through training and support in order to help them on their trading journey. Our mission is to create a community of successful independent traders. Adrian Slack our CEO is a trader of over 30 years experience gained at top investment bank such as Credit Suisse & Societe Generale.



[www.fintorro.com](http://www.fintorro.com)

With FinTorro, learning becomes an engaging and motivating daily habit. Our app also provides a community of like-minded investors and traders, offering a collaborative learning environment designed to inspire and educate. As a one-stop platform for financial education, FinTorro provides a comprehensive suite of tools and resources to help you achieve your financial knowledge goals. Visit [www.fintorro.com](http://www.fintorro.com) today and download the Fintorro app



[www.tradeguider.com](http://www.tradeguider.com)

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[www.fxstreet.com](http://www.fxstreet.com)

FXStreet is the leading independent portal dedicated to the Foreign Exchange -Forex and Crypto- market. It was launched in 2000 and the portal has always been proud of their unyielding commitment to provide objective and unbiased information, to enable their users to take better and more confident decisions.

# TRADERS' WORKING LUNCH

12.30PM - 2.00PM

This is your chance to ask questions and listen to the discussion in a small group.

We ask that you spend a maximum of **20 minutes** with each mentor and choose with tables you will visit in advance using the information below.



## TABLE 1 CHRIS TUBBY, Symax-Fintech

- Why trading should be as simple as possible
- Why its important to find the right asset class to trade
- Mistakes new traders make



## TABLE 2 STEVE WARD, Performance Edge Consulting

Steve will share some key insights and a number of practical strategies that are drawn from behavioral science and his work with institutional traders as a performance coach for the last 18 years, that can help you to manage your own trading fears more effectively, to be able to make better trading decisions and improve your market returns.



## TABLE 3 MICHAEL TAYLOR, ShiftingShares.com

Risk management is the most important factor for me as capital drawdowns work against traders exponentially. I run technical filters that allow me to focus find strong names without listening to the noise, and I share these concepts in my email subscription and in my writing.



## TABLE 4 GAVIN HOLMES, TradeGuider

Gavin has become recognized as a worldwide expert in the Volume Spread Analysis methodology and market manipulation.



## TABLE 5 YOHAY ELAM, Senior Analyst FXStreet.com

Global economic events and the outlook for currencies and stock indices.



## TABLE 6 ALEX ONG, tradethemarket.co.uk

Lifestyle trading guidance and tips from Alex Ong.



## TABLE 7 ADAM HARRIS, Financial Markets Analyst

Adam's primary focus is in finding strong and established trends, no matter which market they are in.



## TABLE 8 CAMERON MALIK & MARK AUSTIN, Magnetic Trading

We designed Magnetic Blueprint to support you in a way no other trading education program does: you get to watch us make winning trades, step-by-step, so you can follow along and earn while learning.





### TABLE 9 **TOM HOUGAARD**, TraderTom.com

Tom Hougaard is a professional high-stake trader. He specialises in trading stock indices using price action, trading with absolutely no indicators – just the naked price chart.



### TABLE 10 **ADRIAN SLACK**, Intelligent Trading Academy

Experienced investment banking trading professional and educator with a demonstrated history of working in a trading environment and professional training & coaching industry.



### TABLE 11 **ANDREW LOCKWOOD**, The City Traders

Andrew is a full-time professional trader with over 35 years of experience in the financial markets.



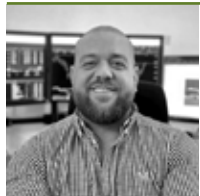
### TABLE 12 **GUY COHEN**, Wise Traders

A trusted innovator in financial trading, Guy Cohen is the creator and originator of the unique OVI (Options Volatility Indicator).



### TABLE 13 **SUNIL MANGWANI**, Fibforex123

Sunil has been trading the forex market & conducting trainings for the last 20 years. He has devised proprietary trading strategies based on his vast knowledge and in-depth study of the forex markets.



### TABLE 14 **ADAM TIBBETTS**, Atlantic Capital Markets

Adam Tibbetts has been involved in all aspects of CFD Trading for over twelve years with particular focus on UK & US Equities.



### TABLE 15 **ZAHEER ANWARI**, Sublime Trading

Zaheer is the co-founder of sublimetrading.io, a global community busy helping CEOs and HNWI's get consistent returns in the stock market using a proven strategy in 60 minutes a week.



### TABLE 16 **IAN COLEMAN**, Senior Analyst FXStreet

His specialist fields are single currency analysis and cypher patterns combined with a unique system that he has developed to highlight areas of support and resistance.



### TABLE 17 **FINTORRO**

FinTorro is a free education app & website that can help you learn investing and trading in the financial markets enjoyably and effectively.

# SPEAKERS



## ADAM HARRIS

FINANCIAL MARKETS ANALYST

Adam sold his half of a successful Visual Effects Production Company in early 2008 to focus on growing and managing his own

financial investments. He was quickly drawn to trading the financial markets as a viable source of income with no ceiling, as well as its startling parallels with other real-life experiences. Adam's primary focus is in finding strong and established trends, no matter which market they are in. He happily trades across all instruments and on various timeframes. He employs trading strategies that are sound and intuitive, and most of all, provide real, practical, sensible and consistent results. He joined the Trade With Precision team in early 2015, and is proud to be part of a company with the highest of standards in quality, integrity and goals. Through TWP, he has provided market analysis for high-profile global exchanges including, but not limited to, the Intercontinental Exchange (ICE) and the Futures Institute division of the Chicago Mercantile Exchange (CME). As a trader, he is predominantly a Swing Trader, entering positions on the Daily, or 4-hourly timeframe, and is a fan of all asset classes, including the global indices, commodities, currencies and selected equities. Adam also actively trades large funds for a few select firms in London, and is fortunate enough to do a lot of this on his own time, leaving him free to pursue other passions, one of which includes mentoring and transferring any lessons he has learned over the years to other enthusiastic individuals going down the same path. After growing up in beautiful Cape Town, Adam now lives in London, with a view to retiring on the warm, sunny Mediterranean within the next few years.



## CHRIS TUBBY

SYMAX-FINTECH

Chris is a veteran trader with 48 years of trading experience and has been trading prop for the past 37 years, mainly with his own

capital. Chris began his career in commodities becoming senior trader at the age of 22 for a global commodity trade house.



## ZAHEER ANWARI

CO-FOUNDER SUMBLIME TRADING LTD

Mentoring busy professionals to compound their wealth investing in stocks, commodities & currencies between now and retirement.

Leading the revolution in simplifying good financial literacy.



## ALEX ONG

FOUNDER, TRADETHEMARKET.CO.UK

Alex Ong has been trading the financial markets for nearly two decades, and in this time has encountered and prospered in every type of event, economic cycle, central bank intervention or natural disaster you can think of. Alex trades and invests in a multitude of different markets including Equities, Currencies and Commodities. Alex is a seasoned professional with a wealth of trading and investment experience. As the Managing Director of a private investor fund, he successfully steered the fund and its investors through the Great Recession of 2007 – 2009 and today spends his time trading his own book and teaching others to make money trading and investing.



## DAVID PAUL

VECTORVEST

David Paul has been trading in the financial markets since 1982 and as a self-supporting trader since 1988. He is a qualified

Mechanical Engineer with a PhD in applied Mathematics. His first job after University was with mining firm Anglo and was Head of Research for an Anglo subsidiary named Boart International prior to becoming a full time trader. In 1990 he began to move from unleveraged share trading to short term leveraged trading of the Ft100 contract and in the last 10 years to trading in the Foreign Exchange markets. His plan is to make cash from short term trading and to invest that cash in companies that are growing earnings both aggressively and safely. It's the same model that Soros used in the Quantum Fund. In 1992 after speaking at an investment club he was asked to train a group of traders and this led to a second career as a trading coach and mentor. Over the last 20 plus years he has done seminars in trading of stocks, futures and Forex all over the world. These seminars have been conducted at both retail and institutional level. In 2008 along with Tom Hougaard he started WhichWayToday. The company gives real time calls in stock indices and Forex markets. He still trades there and lends a hand when the full time traders need a break. While in London during 2010 trading at Whichwaytoday he discovered the power of the VectorVest stock market trading program. He started there as a customer but became so happy with the product that he is, at the time of writing, the MD of VectorVest UK and VectorVest SA. He continues to trade short term for cash and to bank that cash into more solid longer term UK shares for both growth and dividend income using the VectorVest methodology.



**GUY COHEN**

FOUNDER OF WISETRADERS

Trusted advisor to professional money managers, for over 25-years Guy has researched a largely untapped area of the market: options data. This research has resulted in the patented OVI indicator which Guy has used to consistently outperform the markets, and share in his WiseTraders platform. Guy is passionate about unlocking the power of scarce information, and his mission is to help both retail and professional investors achieve similar success trading the US stocks and options market.



**GAVIN HOLMES**

FOUNDER, TRADE GUIDER

In 2002 Gavin Holmes had the good fortune to meet Tom Williams, a former syndicate trader who traded with one of the largest stock trading funds in America during the late 1950's and early 1960's. Tom wrote two books that he self published, "The Undeclared Secrets that Drive the Stock Market" and "Master the Markets." Both books have now sold or been distributed to over 100,000 traders and investors worldwide. Tom connected with Gavin, and at their first meeting Tom explained that the markets were being manipulated on a daily basis by the "Smart Money". Tom was himself a "Smart Money" insider, and he had developed a trading system that could see the activity of the "Smart Money" as they were manipulating the markets by observing the interrelationship between volume, price action and the closing price on a price chart. Tom developed a methodology called Volume Spread Analysis and computerized his system with amazing results. Gavin became Tom's protégé and over the last 9 years Gavin has become recognized as a worldwide expert in the Volume Spread Analysis methodology and market manipulation. Gavin has featured as a headline speaker at numerous seminars and webinars around the world, has provided educational courses for the CME Group in Chicago and has featured as the trader at the New York and Las Vegas traders expo's Traders Challenge where Gavin traded his live account, showing the principles of VSA appearing live and taking trades. Gavin's passion is based on the original teachings of Richard Wyckoff, Richard Ney and Tom Williams who all had the same goal, to educate the uninformed public.



**MICHAEL TAYLOR**

FOUNDER, SHIFTING SHARES

Michael Taylor is a full-time UK trader of his own private capital since December 2016. He is willing to take a contrarian view and go against prevailing sentiment, relying on price action analysis to generate alpha. Michael's focus on UK stock market education led him into writing his first book, and he now has a weekly trading column at Investors Chronicle and occasionally contributes to Money Week. He has been invited as a guest speaker to share his expertise on cruise ships as well as a TEDx conference, and has been featured on IG Index TV and PI World.



**SUNIL MANGWANI**

CEO, FIBFOREX123.COM

Sunil Mangwani is a Physics graduate with a Diploma in Financial Management. He has been trading & consulting the forex market since the last 20 years and devises trading strategies based on his vast knowledge and in-depth study in the field of technical analysis. He specializes in trading with price action and Fibonacci ratios to effectively trade patterns such as 'Divergence', 'The 1-2-3 pattern', 'Wolfe waves' & 'Harmonics'. He incorporates the concepts of 'Money Management' & the 'Mind' factor, in each of the trading techniques, to prepare an effective & detailed Trade Plan. He conducts workshops/seminars on advanced technical analysis for select group of traders all over the globe & his "Personal Mentorship" program has benefitted many traders. He has also developed a proprietary Harmonic pattern – the "Diamond pattern" with a patent pending.  
www.fibforex123.com sunil@fibforex123.com



**YOHAY ELAM**

SENIOR FINANCIAL ANALYST, FXSTREET

Yohay Elam is a Senior Financial Analyst at FXStreet.com. Yohay joined FXStreet in 2018, contributing from his experience to a larger outfit. His insightful outlooks, event previews, and quick analyses have made the site more agile and created more value for traders. He has interviewed dozens of forex experts and has been quoted by other outlets. In 2021, Yohay moved to lead the content in FXStreet's Premium offering, which includes writing and live webinars, interacting directly with subscribers, participating in the evolution of the product, and more.

# SPEAKERS



## STEVE WARD

TRADING PSYCHOLOGY COACH

Steve Ward specialises in working with traders, portfolio managers and markets professionals, helping help them to achieve and to sustain high performance by utilising the latest science, research and practice from elite performance, psychology, physiology, neuroscience, and behavioural science. His clients include some of the world's top hedge funds, asset managers, commodities trading houses, energy trading firms, utility companies, and proprietary trading groups across the globe. Prior to starting his work with within the financial sector Steve provided sports psychology coaching to elite athletes and teams in over thirty different sports across the globe, and he has also provided psychological coaching for professional poker players. Steve is the author of 'Bulletproof Trader', 'Tradermind', 'High Performance Trading' and 'Sports Betting To Win', and he has written, and featured in, many articles for leading financial publications.



## TOM HOUGAARD

FOUNDER, TRADER TOM

Tom Hougaard is a high stakes trader. He's been trading for his own account for 11 years after a career with various brokers in the city of London. He came from humble beginnings in Denmark and has pulled himself up by his own bootstraps.



## ADRIAN SLACK

FOUNDER, INTELLIGENT TRADING ACADEMY

Experienced investment banking trading professional and educator with a demonstrated history of working in a trading environment and professional training & coaching industry. Qualified technical analyst favouring trend following, momentum & pattern trading. Strong finance professional skilled in Asset Management, Securities, Trading Systems, Trading, and Structured Finance. Multi Asset class experience including cryptocurrencies.



## ADAM TIBBETTS

ATLANTIC CAPITAL MARKETS

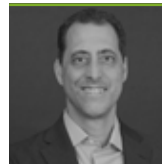
Adam Tibbetts has been involved in all aspects of CFD Trading for over twelve years with particular focus on UK & US Equities. He has not only helped clients over the years to better understand technical analysis and market dynamics, but also been instrumental in the fundamental and technical analysis of stocks. He heads up the execution department at Award Winning Brokers Atlantic Capital markets and not only is a font of knowledge with trading but also helps guide other traders on what not to do.



## ANDREW LOCKWOOD

THE CITY TRADERS

Andrew is a full-time professional trader with over 35 years of experience in the financial markets. Andrew began his trading career on the London Stock Exchange and eventually migrated into the trading pits on the London International Financial Futures Exchange (LIFFE). His focus was the UK, US and German bond pits as well as FTSE and the sterling markets. He has worked for some of the top investment banks such as Warburgs, Swiss bank and Lehman brothers. At the turn of the century, Andrew moved to Singapore and worked closely with the Singapore Stock Exchange assisting in their migration from open outcry to automated trading. He moved back to the UK in 2005 and began his online trading career. He now actively trades Forex, Cryptos, Stocks, and commodities and manages his fund retirement portfolio. He continues to be a full-time trader however, over the last 6 years he has split his time between trading and educating aspiring traders. He has taught over 100,000 students and has built up a YouTube and social media following of over 350,000 and is a known face in the industry. Andrew is an aviation enthusiast. He has a private pilot's license and loves to fly amphibious float planes in Asia whenever he gets the chance. He is married to his Filipino wife with whom he shares 3 beautiful daughters, all still at school. (So the flying has taken 2nd place).



## IOANNIS KANTARTZIS

OPTIONS STRATEGIST, INTERNATIONAL SPEAKER

Ioannis Kantartzis was born in Ottawa, Canada and grew up in Thessaloniki, Greece. He studied Economics (BA Hons) at the University of Macedonia, Thessaloniki, Greece and graduated in 1994. He obtained his MSc degree (Master in Money, Banking and Finance) from the University of Birmingham, Birmingham, UK, as well as a diploma in political and economic studies from the Universidad Autónoma de Madrid, Spain. He holds all relevant professional certifications and qualifications, including options market making, execution of orders and knowledge in financial products. He has over 25 years of experience in the financial markets as a high profile executive working for investment banks and brokers, both in Greece and the UK, with an emphasis on derivatives products (options and futures) and online trading, covering a wide range of financial instruments across global markets. He has spent the better part of his life educating people across the globe, sharing his knowledge from both the insitutional and the retail world. Lastly, he is an associate member of CISI in the UK and sits in other financial committees and finance clubs in Greece, Spain and the UK. He speaks fluently 5 languages and is passionate about travelling, art and music (he plays the piano) while being a proud father of three



**CAMERON MALIK**

CO-FOUNDER, MAGNETIC TRADING

Cameron has a 15-year background in building and running multi-million-pound businesses. He has had great success in the business world but found he was never fully satisfied. He searched long and hard to find the ideal business for him that didn't have the incumbents of traditional business (Offices, Stock, Warehouses, etc.) and would allow him the freedom he was looking for. After years of searching, Cameron finally found what he was looking for in Trading. These days he is now a true "LifeStyle" Trader specialising in short term trading of the German Dax and Australian ASX Indices. 90% of Cameron's trades are completed within the first hour of trading. In my own words When I started trading I was just like you, I hadn't a clue of what I was doing. The difference however between you and I is that I had to learn the hard way, the expensive way. I knew that trading the indexes appealed to my skills and me but I truly didn't know where to start. Through a lot of trial and error I have been extremely successful as a trader and love teaching people what I know so they can avoid the pitfalls I faced. Through my partnership with Mark we have been able to encapsulate all of our successes and mistakes into a methodology that wins. I am very proud of the fact that Magnetic Trading not only trades but that we have the ability to share our knowledge with people just like us who want to change their lives for the better.



**MARK AUSTIN**

CO-FOUNDER, MAGNETIC TRADING

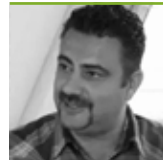
Mark's background is in the investment-banking sector. He changed careers early, at the age of 30 and became a full-time trader – a lifestyle trader. He currently lives in Thailand where he enjoys the flexibility of trading and travels the globe teaching others how to do what he does. Mark's speciality is the FTSE 100, where he has over fifteen years' of real world experience. In the index trading world Mark is known simply as "MR FTSE". In my own words I had a very keen interest in the FTSE from quite a young age – 21 actually. I first started out trading shares and then progressed to trading the actual index. My background is in finance and I worked as an associate director of a major investment bank in the U.K. for just under 10 years before deciding to become a full-time trader. As my trading progressed over the years I was matching the income I was gaining from my full-time job at the bank. I was always planning to become a full-time trader but was given a little nudge during the credit crisis of 2008/2009. The stress from work was increasing and so were the long hours from traveling. So in 2009 at the age of 30 I decided to effectively retire from banking and move to Thailand, and trade full-time. All I needed was my skills, the right knowledge, and a laptop and I have been able to live my dream ever since.



**IAN COLEMAN**

SENIOR ANALYST FXSTREET

Ian started his financial career at the age of 18 working as a Junior Swiss Broker at Godsell Astley and Pearce (London). He quickly moved through the ranks and was Desk Manager at RP Martins at the age of 29. His passion is Foreign Exchange. The highlight of his career was winning The Best Research House for FX in 2015 while being a director and part-owner of Signal Centre, a company that supplies trade ideas and education to the retail marketplace. His specialist fields are single currency analysis and cypher patterns combined with a unique system that he has developed to highlight areas of support and resistance. He first contributed to the FXStreet site nearly 20 years ago and has been in constant contact with Francesc and the team over this lifetime of trading. Ian commented on his move 'It has been a long time coming! I have always been impressed by the content and the quality of work produced by the FXStreet Team. It is great to now be a member of that family. I am looking forward to contributing to the premium service and helping the FXStreet Team to further develop tools that traders need.' Ian continues to study and gains great enjoyment in teaching others what he has learnt during his 30+ years in the financial markets. Ian holds the Society of Technical Analyst diploma.



**DR ARAM KIANI**

WYCKOFF VSA EDUCATOR AND TRADER

Aram heads up the Tradeguided Live Trading Room. He became interested in trading once he came across the Wyckoff VSA methodology, and under the tutelage of Gavin Holmes he started trading in 2016. Aram has worked at understanding the main Wyckoff VSA principles and applying them logically, clearly and practically. He is consistently profitable and enjoys a loyal following in his trading room community. Aram started by using SMART Center Pro but worked with the Tradeguided development team on the Trade to Win package which you can see him use to trade in the Trading Room. He has traded extensively across all markets and time frames.

# The Story Behind Best

**I am happy I wrote Best Loser Wins, but I regret deeply that this chapter was not included in the book. If there ever is a second edition, it will be included.**

I wrote Best Loser Wins because I wanted to tell a story about trading that I felt was missing from the trading world. My name is Tom Hougaard. I am a professional trader, meaning that I make my living from trading. I mostly day-trade, using high stakes – as compared to an average retail trader.

With high stakes comes additional emotional pressure, something that I have gradually gotten my mind accustomed to. It wasn't always like this, and what you are about to read is the story behind the story. It all started two decades ago.

I placed my first trade 22 years ago. The Dow Jones Index had just reached an all-time high, and I went short. That short position would have been brilliant if it had been placed 3 months later. Instead, it turned into a margin call. Back in those days, your account could go into negative, and quite significantly so.

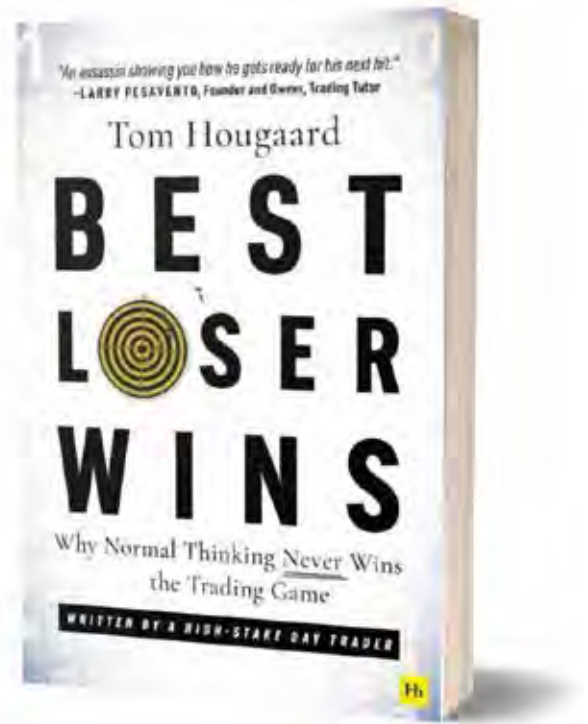
I deposited more money and I doubled up on my short position. Over the next week I watched the market like a mother watches her new-born baby. When the market fell, even temporarily, I was excited. When it rallied, I was in despair.

Eventually I could not stand the emotional pain anymore. I closed my open positions, and I mourned the loss with pitiful and pointless negative self-talk. The loss was significant. I was working for JP Morgan Chase at the time, in a non-trading related job, but I was earning good money. My trading loss equated to 2 months' salary. I felt the pain.

Fast forward to the 14th of July 2022 – some two decades later. It is 3 minutes into the European trading session, and I short the FTSE 100 index. I run a Telegram channel that has 15,000 followers, and they receive my educational trade alerts within a nano-second of the trades being placed. I tell them what I do, and when I do it. I had just shorted the UK index at 7,155 with a stake size of £300 a point.

193 seconds later (everything is time-stamped to the second in Telegram), they receive another message, this time saying that I have shorted the FTSE once more (added to my winning trade), now at 7143.2. Then 4 minutes later they receive another message that states that I had shorted the FTSE for a third time, now at 7138.6.

By the time the market is 15 minutes into the European trading session I have shorted the FTSE 100 index 6 times, with a total stake size of £1,800 a point risk. Every short trade has been added at lower and lower prices, thus not violating a golden rule of mine never to add to a losing trade.



The next 20 minutes is a test of my resolve and patience. The German Dax index stages a come-back and it pulls the FTSE higher as well. The FTSE did start weak, as did the DAX index, but the next 4 bars, on my 5min chart, were relative bullish. Overall though the chart context was bearish. My stop loss on my entire position is 7,160. The FTSE went as high as 7,156. Then it began to fall - heavily.

**As it fell, I added again and again, according to my plan. Over the course of the next 75 minutes, the FTSE fell from 7,156 to 7082. My open profit was more than £130,000. My followers in Telegram are sending me high-five emoticons and cheerful comments. It is a far cry from the trader I was two decades earlier.**

What happened in those two decades? How did I transform myself from a trader who knew everything there was to know about technical analysis, but still didn't make money, to a high-stake trader, who boldly engages with the market with high stakes?

# Loser Wins

By Tom Hougaard - TraderTom.Com

Was it because I found a new hidden truth about technical analysis? The answer is a resounding “no”. You are not a losing trader because you don’t know enough about technical analysis or money management. If you want to trade or you already trade, then realise this: The house (the broker/the market) always wins. If you play long enough, and you never change the stake size, the house will win, unless when that perfect hand comes along, and you bet big, you take the house.

That “perfect hand” – that opportunity comes along every single day, many times a day, but unlike say a game of poker, where you know you have a good hand, in trading, a good trade only reveals itself slowly and gradually. And while you are never guaranteed a good hand in poker, you can be guaranteed that the market will give you good setups every day, if you have the right mindset.

How do you go from being a losing trader, who thinks he knows what he is doing, who knows a lot about technical analysis, who has read all the “bibles” of technical analysis, who says he has a system, to being

a high-stake trader, who adds to winning trades, who sticks to the plan, who is not knocked off course because the market is moving against you? How do you transform yourself from a losing trader to a winning trader?

There is a saying that practise makes perfect. This is not true. If you practise the wrong thing, all you do is cementing the bad traits. You make the bad behaviour permanent. Practice does not make perfect. Practise makes permanent.

**This is an extract from the full article please scan the QR code below to read in full.**



**To read the full article please scan the QR code below.**



Order Tom’s latest book ‘Best Loser Wins’ at Harriman House.

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## **Please Contact:**

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**https://linktr.ee/SimonCampbell**

**E:** [simon@ixmedia.uk](mailto:simon@ixmedia.uk)

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