Jake Bernstein Trading Webinar

My 4 BEST Timing Triggers + 2 And how to use them to your advantage

Wednesday 29 August 2012

© 2012 by Jake Bernstein jake@trade-futures.com 800-678-5253 * 831-430-0600

www.jakebernstein.com

Today we will do the following



- The MAC position trade for bigger moves in all time frames
- The MAC short term SWING trade for all time frames
- 8 OC setup, trigger and follow through
- The Friday-Monday high odds GOLD trade
- The Power Momentum setup and trigger
- The 2 DAY CMC trigger and follow through
- The 2 BAR GAP setup and trigger
- The NEW Thursday-Friday EURO FX trigger!
- All triggers 100% objective (no "looks like" or analysis)
- Profit maximizing strategies for all methods

Introduction: What I will discuss today...

- What is a TIMING TRIGGER?
- Timing triggers, timing indicators, objective methods and trading systems
- Why most timing triggers and indicators don't work
- Separating market myth from market reality
- Patterns, predictions and profits
- Importance of a TRADING MODEL
- Why do so many traders lose?
- How to traders win?
- Review of my S T F trading model

Goals and Objectives of this Session

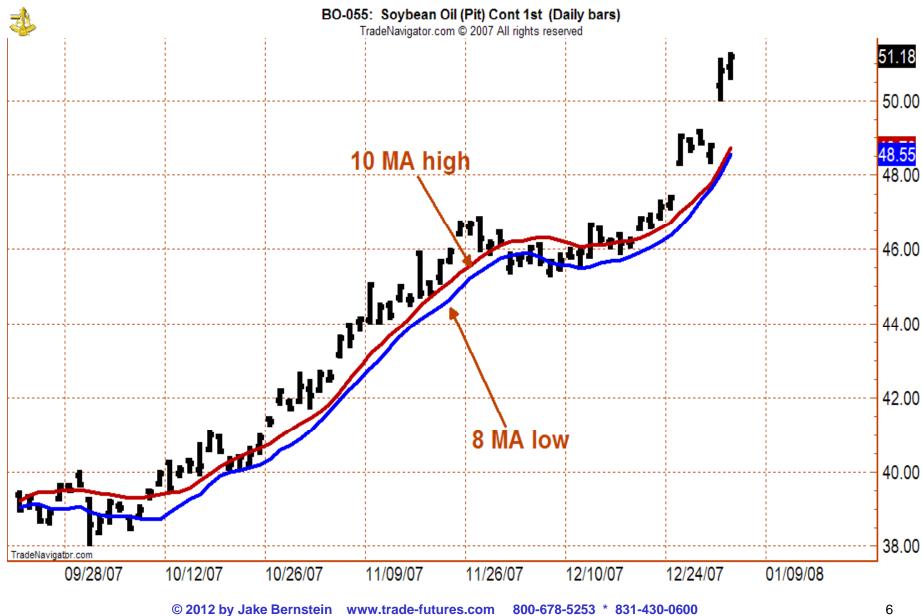
- To show you some of my best timing triggers
- To give you examples of how to apply them
- To give you the pro's and con's of each trigger
- To show you how the triggers can be applied in stocks, futures, and Forex
- To show you how the timing triggers can be applied in different time frames
- To give you some guidelines on how to manage risk and maximize profits
- To illustrate the relationship between timing triggers and set ups

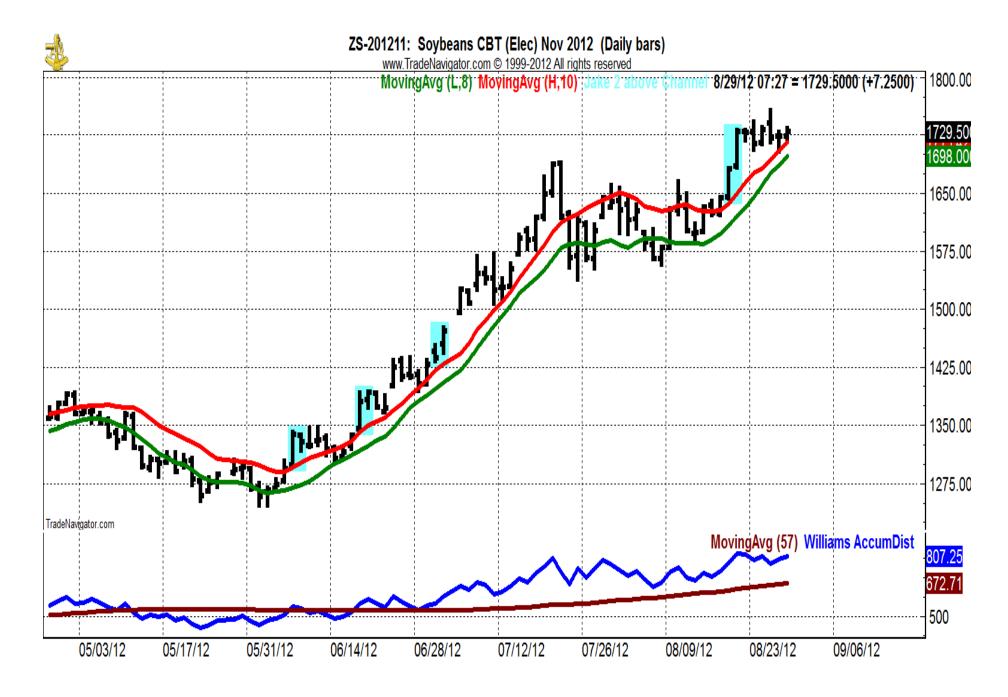
The Moving Average Channel (MAC)

- Use 2 simple MA's
- MAH = 10 periods of the high MAL = 8 periods of the low
- TWO complete consecutive price bars above MAH is a buy pattern (use confirmation for a trigger)
- TWO complete consecutive price bars below MAL is a sell pattern (use confirmation for a trigger)
- Confirmation is required using the AD/MA
- Use Williams AD with simple 57 period MA of Williams AD
- USE: all time frames including HFT
- SWING TRADE
- Meaning of 5+ consecutive bars
- Positive aspects
- Negatives aspects

MA Channel



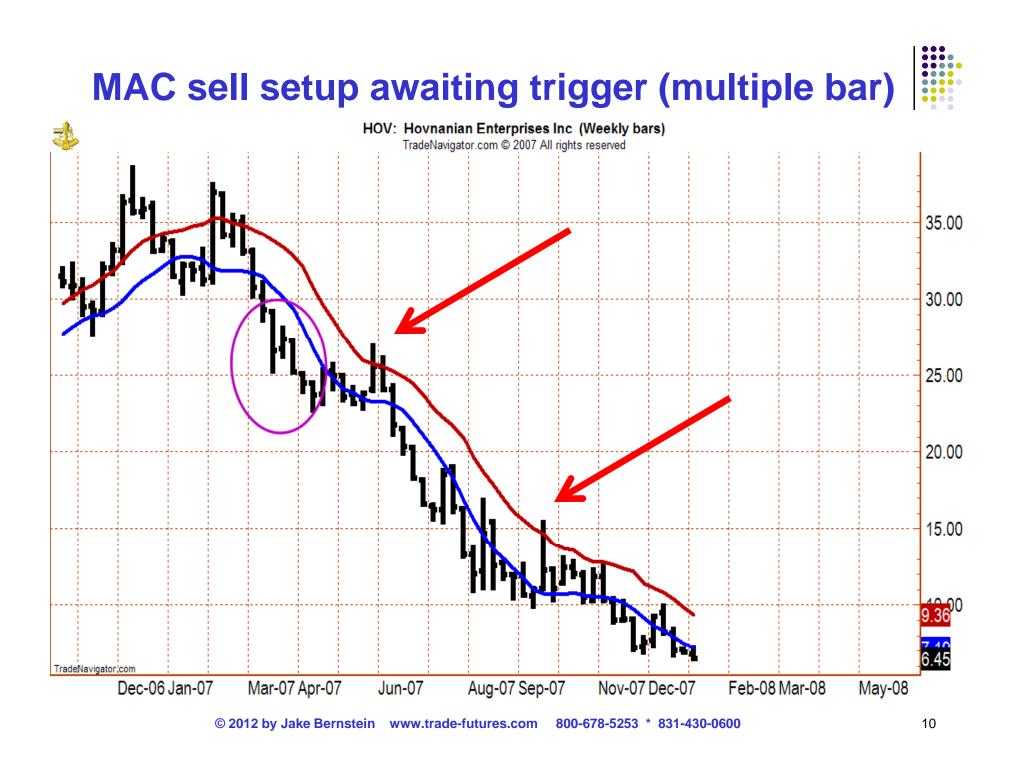


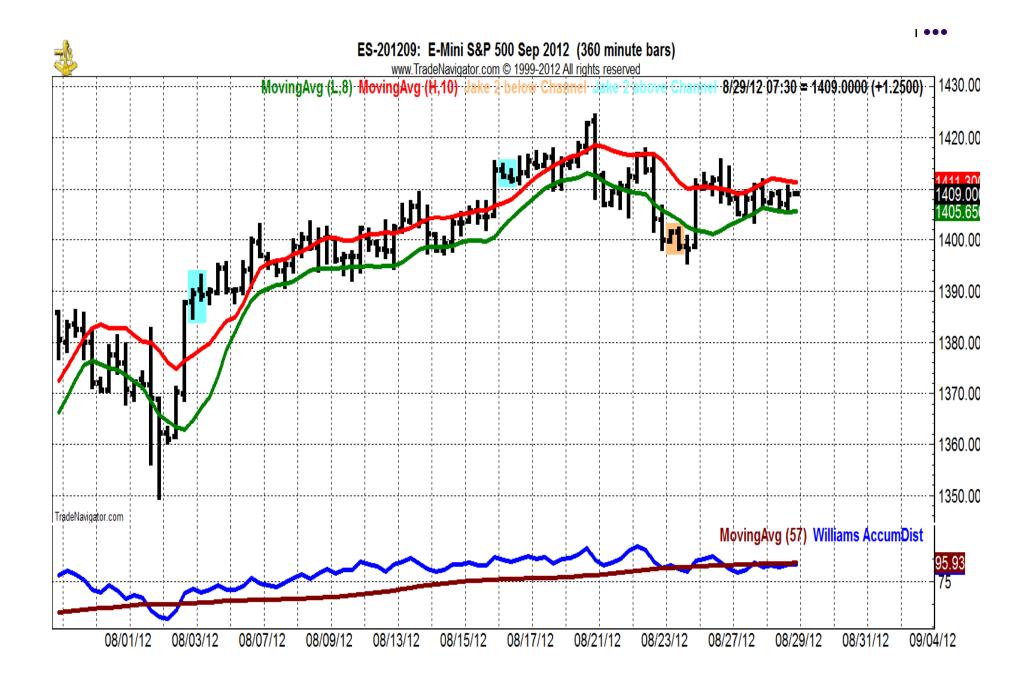


MAC buy setup awaiting trigger









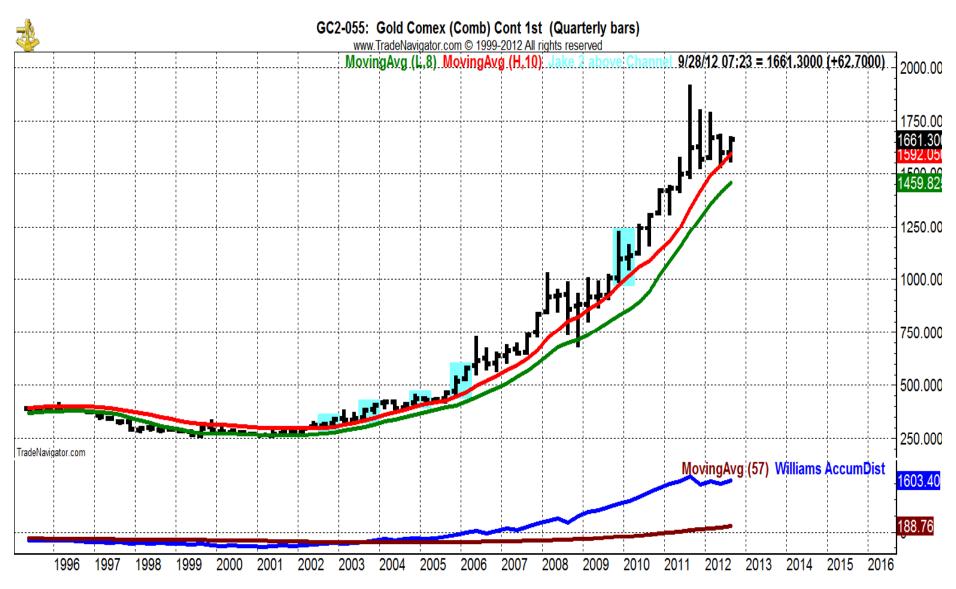


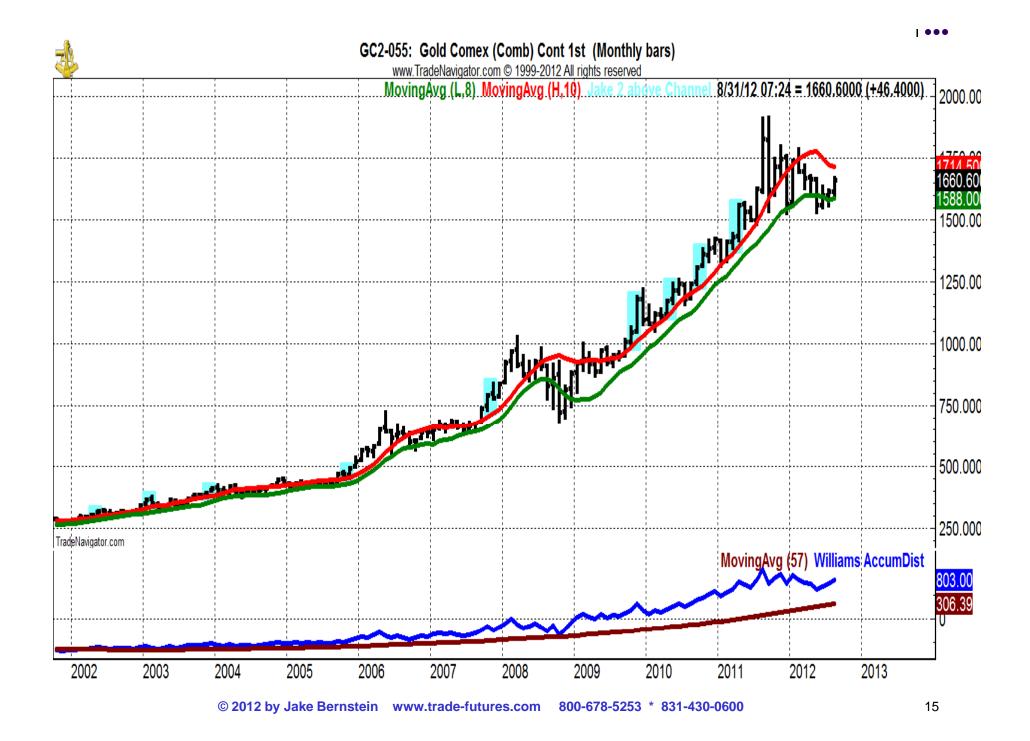
MAC on intraday chart

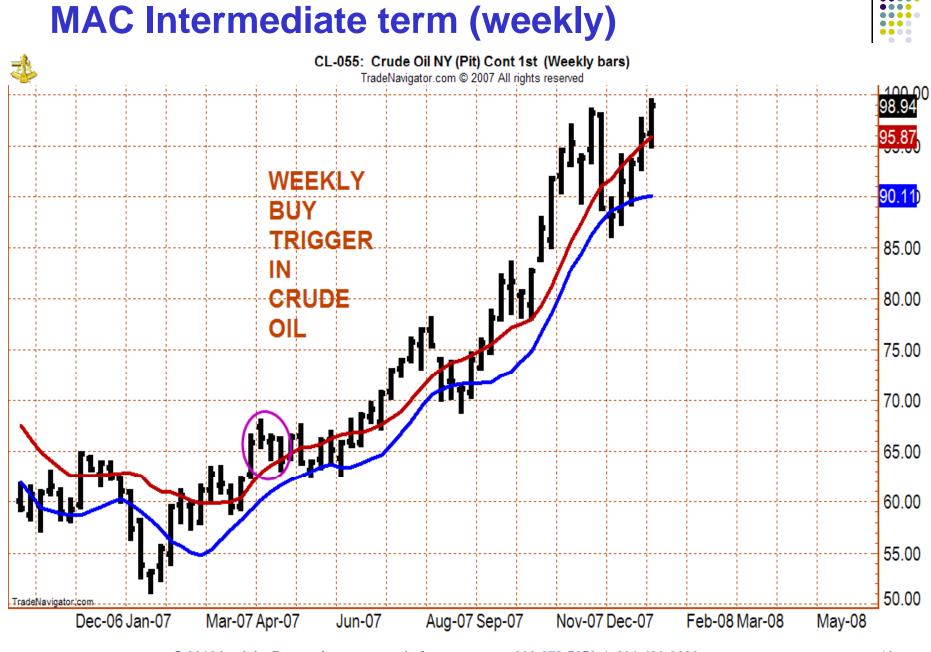




Long term moves...how the real money is made...

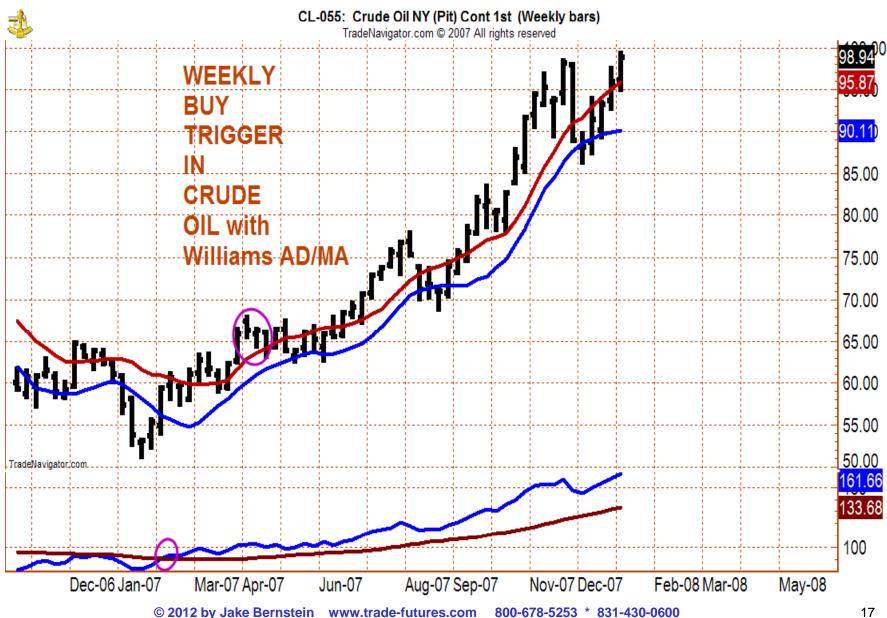


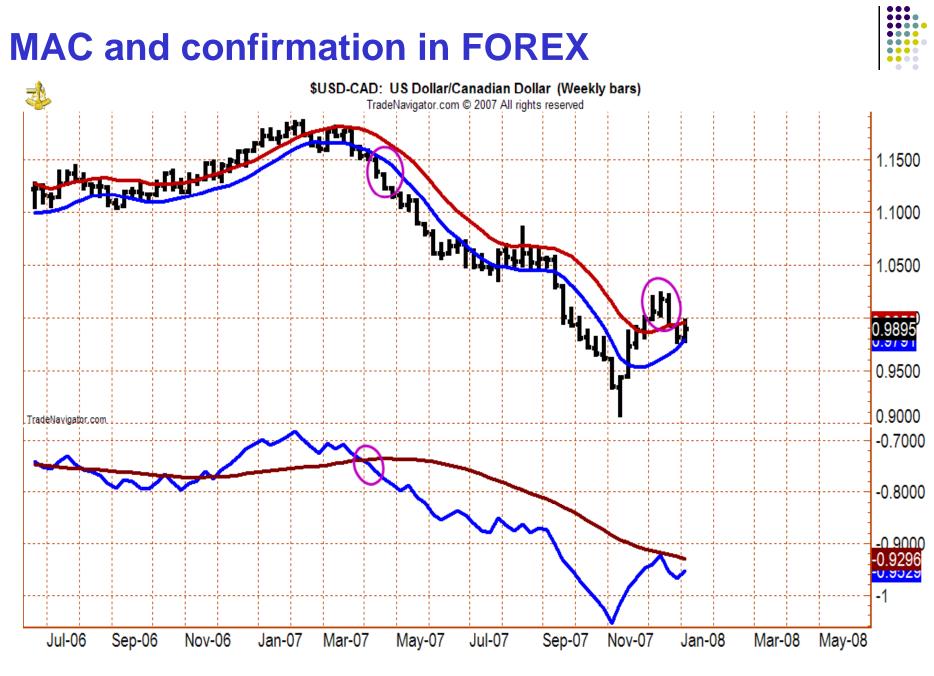




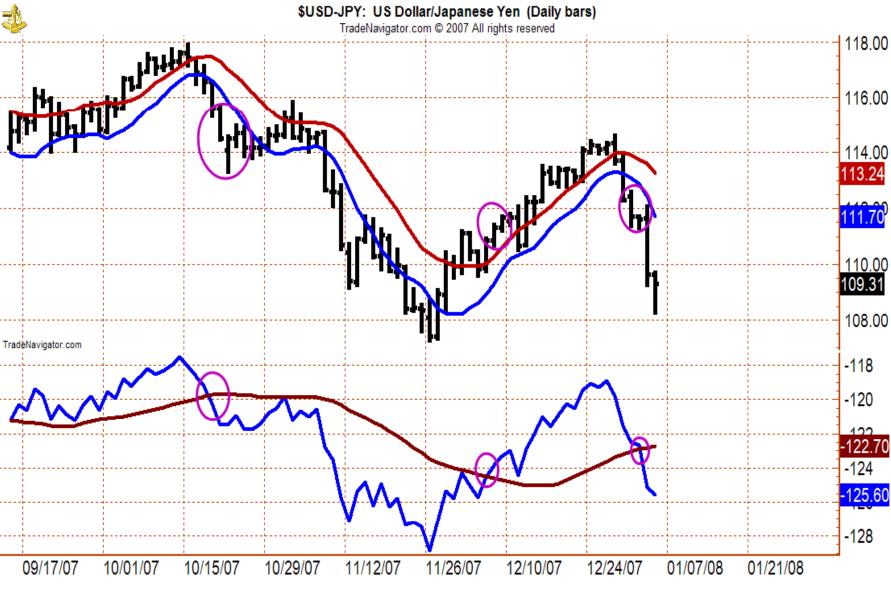
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Combine MAC with Williams AD/MA 57





MAC and confirmation - FOREX



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BERNSTEIN	501C		7/11/12		
7/10/12 US DOLL	ARS FUNDS-Segregat	ed Accounts US		4,780.44	
BUY SELL	C O N	FIRMATI	0 N		
WE HAVE MADE THI	S DAY THE FOLLOWIN	G TRADES FOR Y	OUR ACCOUNT A	ND RISK.	
1	AUG12 NYSE MGOLD	G 1	570.00		
1	AUG12 NYSE MGOLD	G 1	571.40		
1	AUG12 NYSE MGOLD	G 1	573.50		
1* 2	* COMM/FEE	7.76-			
TOT	AL COMM	1.40-*			
NFA		.06-*			
TRA	N FEE	5.55-*			
ROU	TINGFEE	.75-*			
TOTAL C	OMM/FEE	7.76-		*	
BUY SELL	PURCH	ASE & S	A L E		
7/10 1	AUG12 NYSE MGOLD	G 1	569.90		
7/11 1	AUG12 NYSE MGOLD	G 1	570.00		
7/11 1	AUG12 NYSE MGOLD	G 1	571.40		
7/11 1	AUG12 NYSE MGOLD	G 1	573.50		
2* 2	*		P&S	166.00 *	
TOTAL C	OMM/FEE	NE	T P&L	166.00 *	
CURR BAL US DOLL	ARS FUNDS-Segregat	ed Accounts US		4,938.68	

	-BUY	SELL		PURCH	ASE	& SAL	E	 		
8/16	1		DEC12	CBT SOYOIL	S	53.	67			
8/16	1		DEC12	CBT SOYOIL	S	53.	86			
8/17	1		DEC12	CBT SOYOIL	S	53.	66			
8/17	2		DEC12	CBT SOYOIL	S	53.	71			
8/17	1		DEC12	CBT SOYOIL	S	53.	72			
8/17	1		DEC12	CBT SOYOIL	S	53.	74			
8/17	1		DEC12	CBT SOYOIL	S	53.	75			
8/17	1		DEC12	CBT SOYOIL	S	53.	77			
8/17	1		DEC12	CBT SOYOIL	S	53.	78			
8/17		2	DEC12	CBT SOYOIL	S	53.	73			
8/17		2	DEC12	CBT SOYOIL	S	53.	74			
8/17		1	DEC12	CBT SOYOIL	S	53.	75			
8/17		1	DEC12	CBT SOYOIL	S	53.	78			
8/17		1	DEC12	CBT SOYOIL	S	53.	80			
8/17		1	DEC12	CBT SOYOIL	S	53.	81			
8/17		2	DEC12	CBT SOYOIL	S	53.	83			
	10,	* 1	0*			Ρ&	S	2	22.00 *	
8/17	1		DEC12	NYSE MGOLD	G	1614.	60			
8/17	1		DEC12	NYSE MGOLD	G	1614.	70			
8/17		1	DEC12	NYSE MGOLD	G	1615.	30			
8/17		1	DEC12	NYSE MGOLD	G	1615.	40			
	2,	*	2*			Ρæ	S		46.48 *	
	T	DTAL (COMM/FEE			NET P&	L	2	68.48 *	

	Bernstein (V	ision:) - OTE+	P/L: 165.0
Working O				
		B/	S 🛛 Qty	Symbol
•				
Open Positions	Purchases & Sale	es Acco	unt Summary	
	EUR	GBP	USD	Total (USD)
Account Balance:	0.00	0.00	10,845.73	10,845.73
OTE/MVO:	0.00	0.00	0.00	0.00
Profit/Loss:	0.00	0.00	165.08	165.08
OTE/MVO & P/L:	0.00	0.00	165.08	165.08
Previous Day Balanc	0.00	0.00	10,680.65	10,680.65
Collateral on Deposi	t 0.00	0.00	0.00	0.00
Net Liquidity Value:	0.00	0.00	10,845.73	10,845.73
Market Value of Opt	i 0.00	0.00	0.00	0.00
Unrealized Profit/Lo	0.00	0.00	0.00	0.00
Cash Excess:	0.00	0.00	5,089.65	5,089.65
Currency Rate:	1.2564	1.5819	1.0000	N/A

	-BUY	SELL		ΡI	URCH	ASE	& SA	LΕ		_
7/26	1		AUG12	CBT	SOYOIL	S	53	1.66		
7/26	1		AUG12	CBT	SOYOIL	S	53	1.69		
7/26	1		AUG12	CBT	SOYOIL	S	53	1.83		
7/26	1		AUG12	CBT	SOYOIL	S	53	1.84		
7/26	1		AUG12	CBT	SOYOIL	S	53	1.85		
7/26	2		AUG12	CBT	SOYOIL	S	53	1.86		
7/26	4		AUG12	CBT	SOYOIL	S	53	1.87		
7/26	1		AUG12	CBT	SOYOIL	S	53	1.88		
7/26	2		AUG12	CBT	SOYOIL	S	5:	1.89		
7/26		2	AUG12	CBT	SOYOIL	S	5:	1.82		
7/26		1	AUG12	CBT	SOYOIL	S	53	1.89		
7/26		3	AUG12	CBT	SOYOIL	S	53	1.91		
7/26		4	AUG12	CBT	SOYOIL	S	53	1.92		
7/26		1	AUG12	CBT	SOYOIL	S	53	1.93		
7/26		1	AUG12	CBT	SOYOIL	S	53	1.94		
7/26		1	AUG12	CBT	SOYOIL	S	52	2.02		
7/26		1	AUG12	CBT	SOYOIL	S	52	2.08		
	14,	* 14	*				Pé	s S	708.00	*
	T	DTAL C	:OMM/FEE				NET 1	P&L	708.00	*
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GC2 1 min 1 Aug





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8/01		1	AUG12	CBT SOYOIL	S	52.24	
	1*	1*	1			P & S	12.00 *
8/01	1		DEC12	CBT SOYOIL	S	52.79	
8/01		1	DEC12	CBT SOYOIL	S	52.92	
	1*	1*				P & S	78.00 *
8/01	1		DEC12	NYSE MGOLD	G	1597.30	
8/01	1		DEC12	NYSE MGOLD	G	1599.80	
8/01	1		DEC12	NYSE MGOLD	G	1600.70	
8/01	1		DEC12	NYSE MGOLD	G	1600.90	
8/01	1		DEC12	NYSE MGOLD	G	1601.00	
8/01	1		DEC12	NYSE MGOLD	G	1601.10	
8/01	1		DEC12	NYSE MGOLD	G	1601.20	
8/01	1		DEC12	NYSE MGOLD	G	1601.60	
8/01	1		DEC12	NYSE MGOLD	G	1603.10	
8/01		2	DEC12	NYSE MGOLD	G	1601.80	
8/01		5	DEC12	NYSE MGOLD	G	1602.00	
8/01		1	DEC12	NYSE MGOLD	G	1602.10	
8/01		1	DEC12	NYSE MGOLD	G	1602.20	
	9*	9*				P & S	371.84 *
	TOT	AL CO	MM/FEE			NET P&L	461.84 *
			RS FUN	DS-Segregat	ed Accou	nts US	7,982.94

8/01 1 AUG12 CBT SOYOIL S 52.22

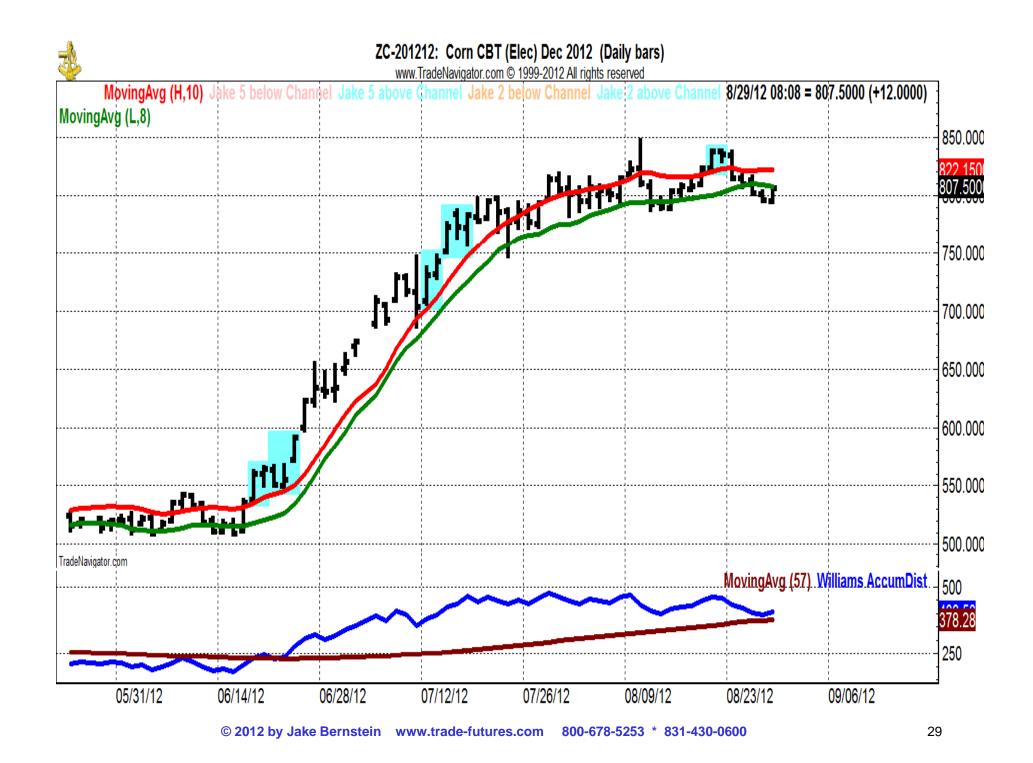
MAC and confirmation 30 min S&P





Stops, targets, profit maximizing

- Stop 2x channel width
- PT 1 2x channel width
- Swing trade buy MAC retracement
- PT1 other extreme of channel moving target
- 5 bar pattern PT range of 5 bars
- BEST USES
- Suggestions: look at chart first
- Let's look at one



CMC

Rules

- NEW: 2 DAY CMC
- A few comments on 2dCMC



CMC defined



- 1 day CMC buy: in MAC defined up trend buy MAC if one complete bar below MAC low
- 1 day CMC sell: in MAC defined downtrend sell if one complete bar above MAC high
- If back in channel next day exit part of position and use TS on balance. Exit another part on move back to other channel extreme
- HOLD last with TS
- If next bar does NOT go back into channel you can hold with 2nd bar as 2 bar CMC

CMC 2 bar

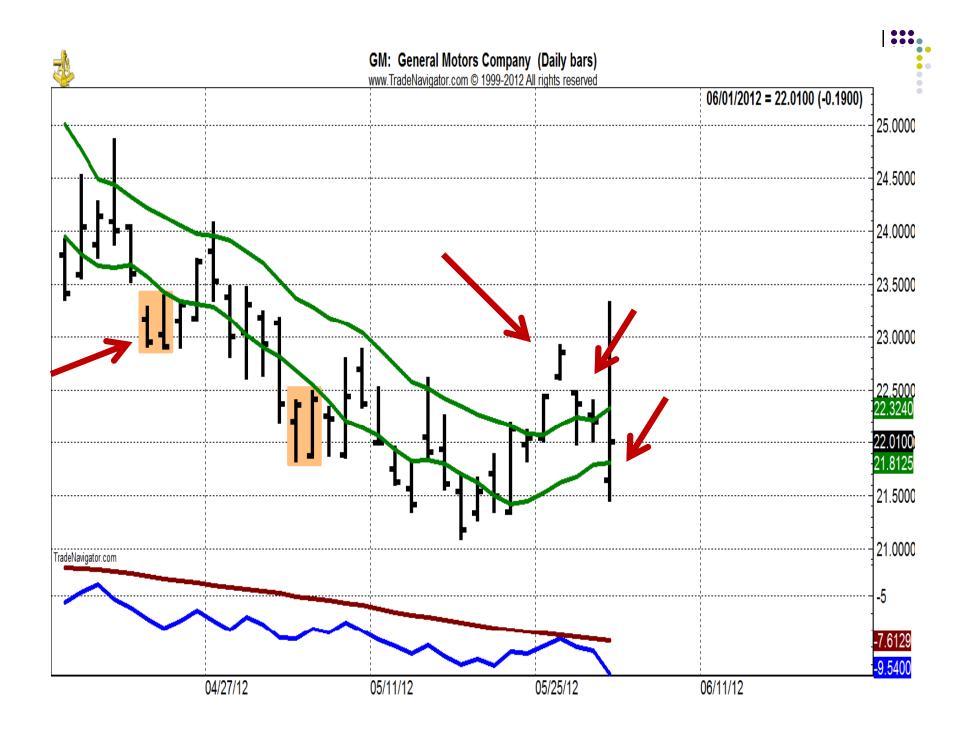


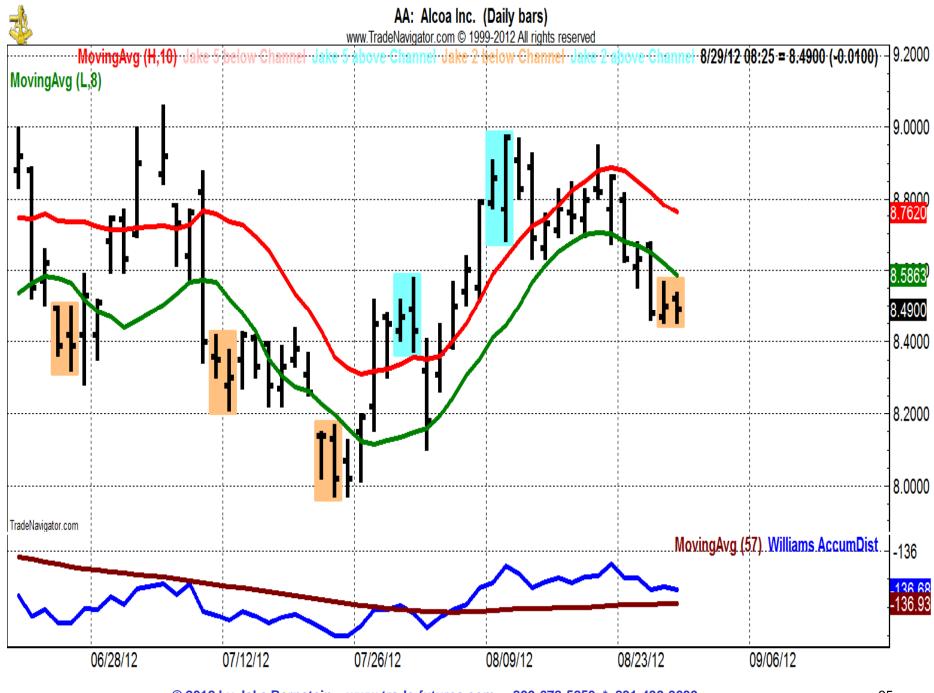
- Can wait for 2 day CMC instead of 1
- Exit rules the same
- Stop loss: range of 2 days
- Examples

CMC trade: rules

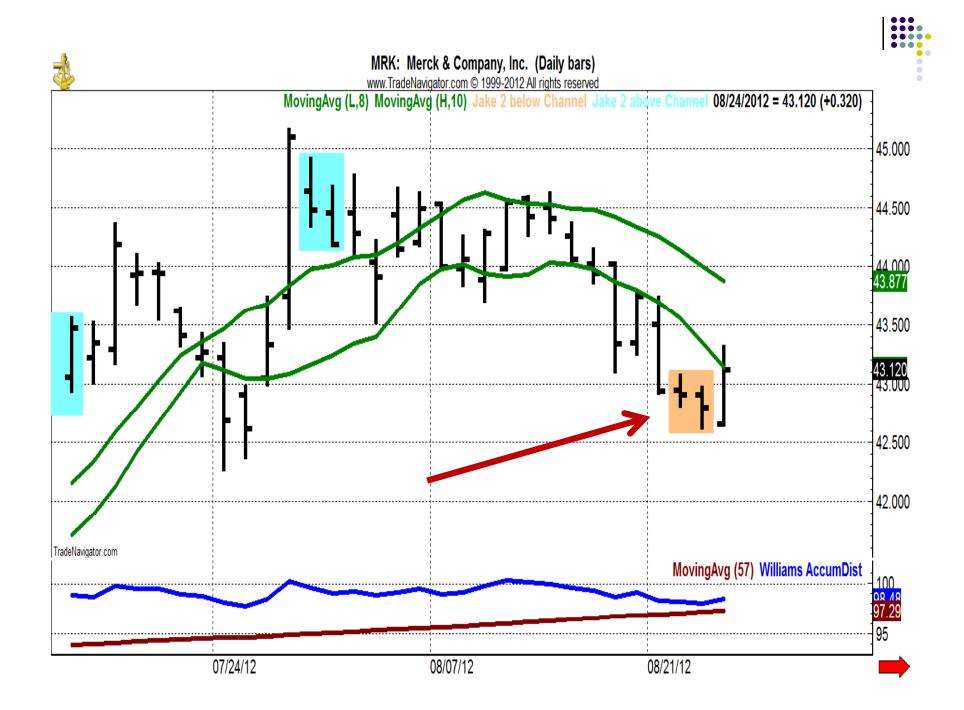


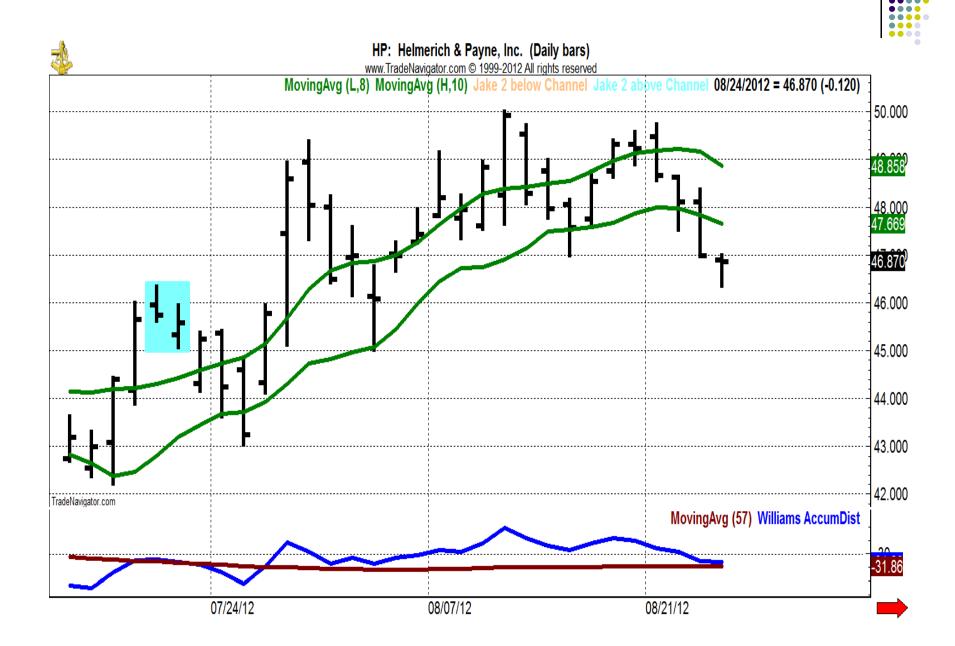


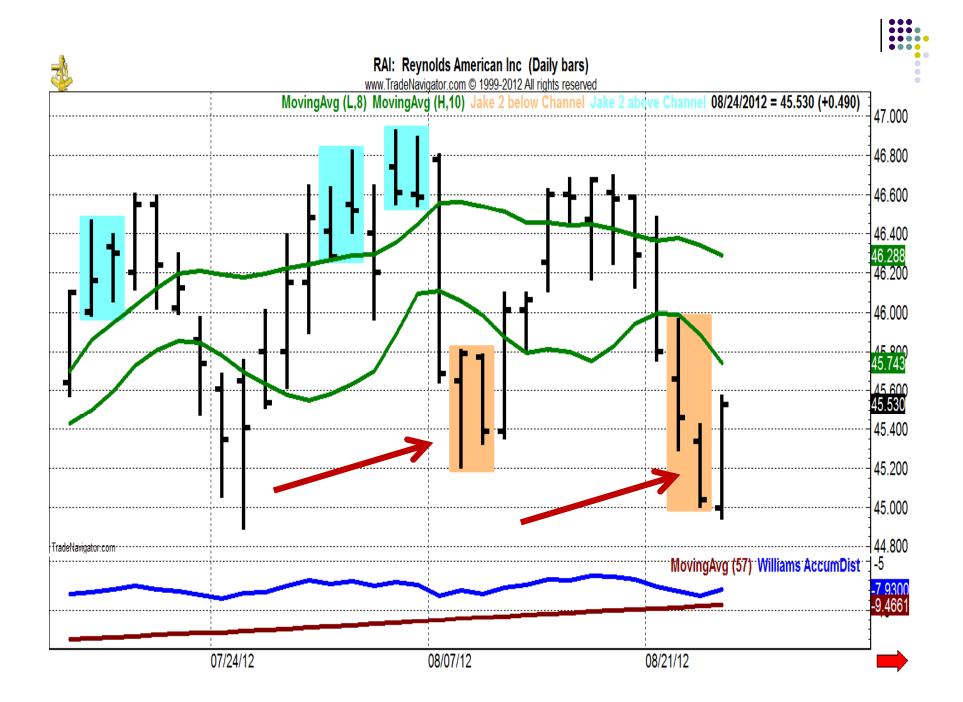


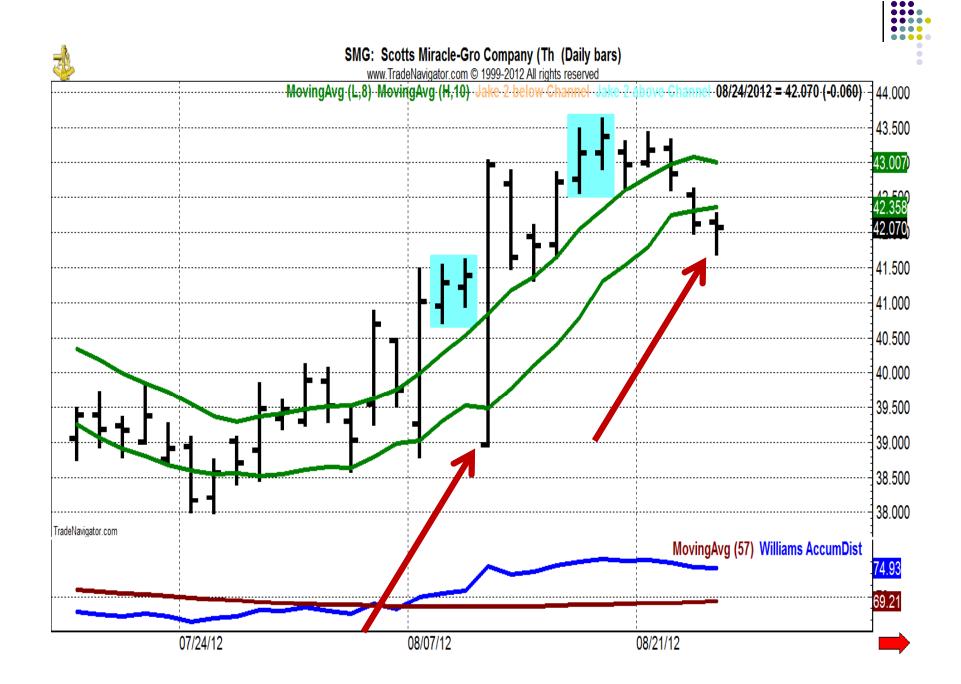


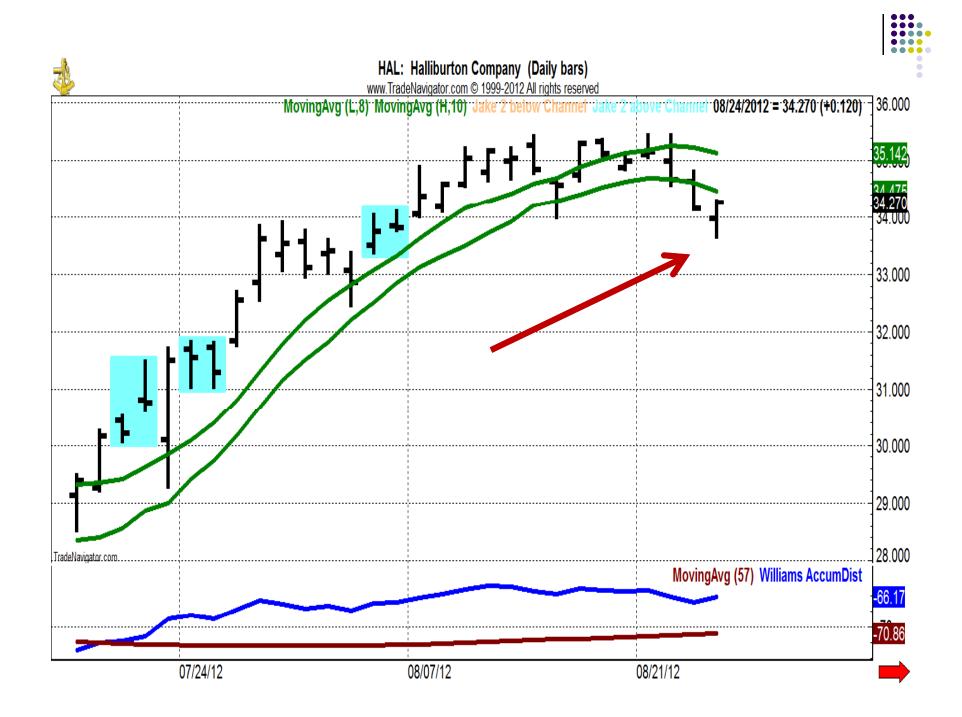
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Summary MAC

- Use with confirmation
- Use risk management / profit target
- Can use in all time frames
- The big \$\$\$ is in the big moves
- Do not use other indicators to confirm
- Do not compare different time frames
- Use trailing stops to maximize profits
- Trade multiple positions
- CAN use options but only at or in the money or high delta
- CMC Trade (CMC1 and CMC2)

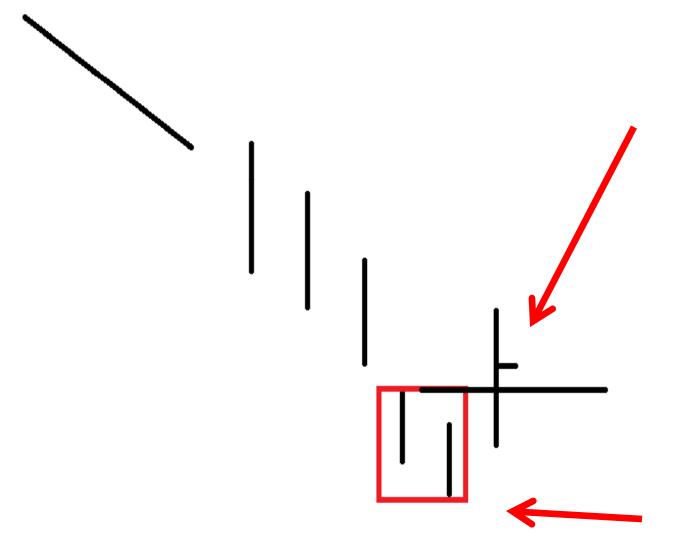


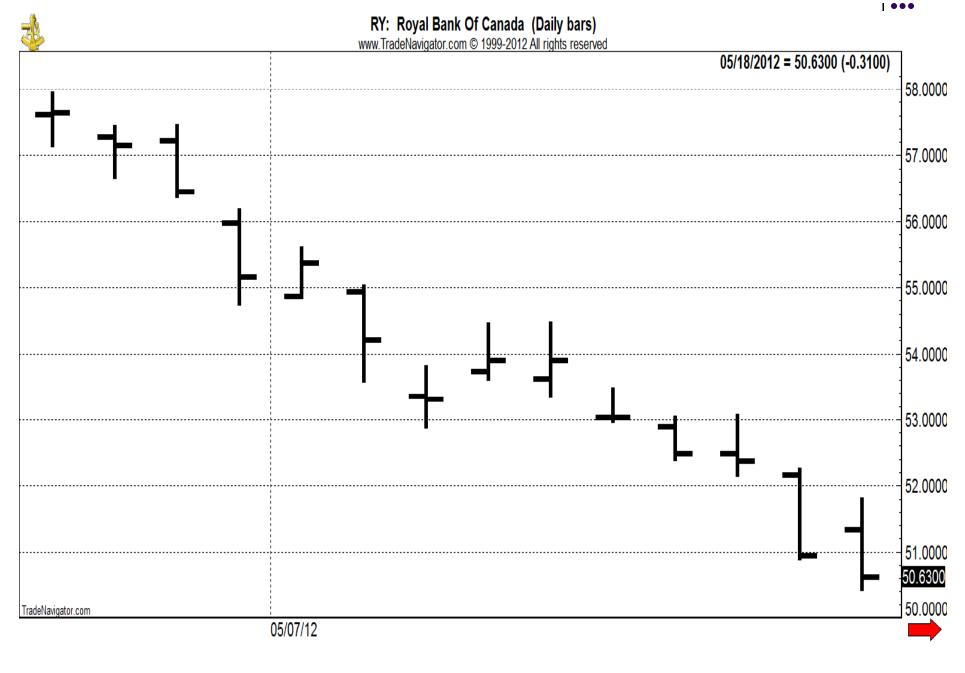
2 BAR GAP

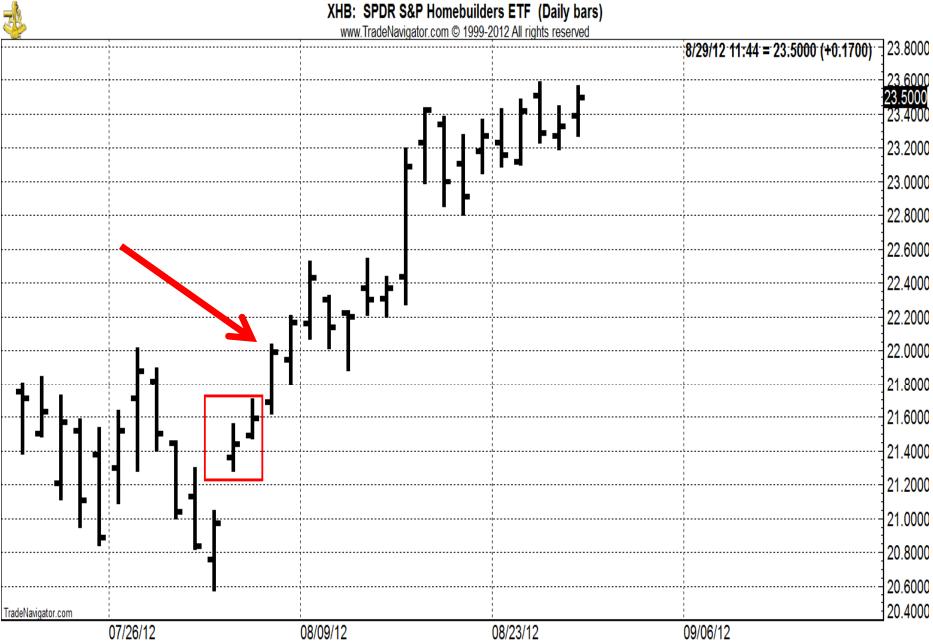
- 2 bar gap up
- 2 bar gap down
- What it means
- Examples

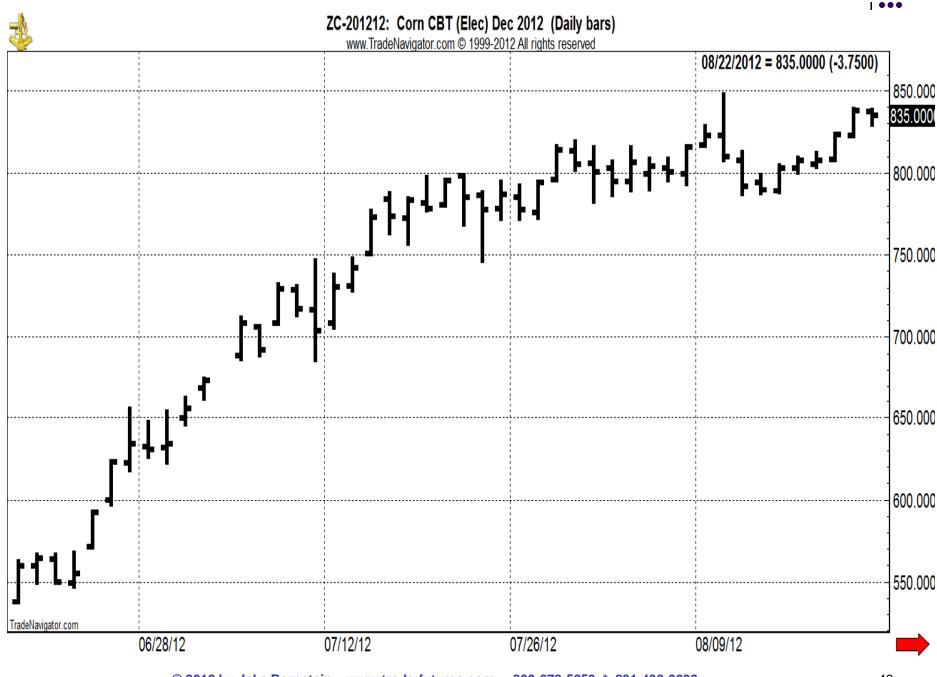


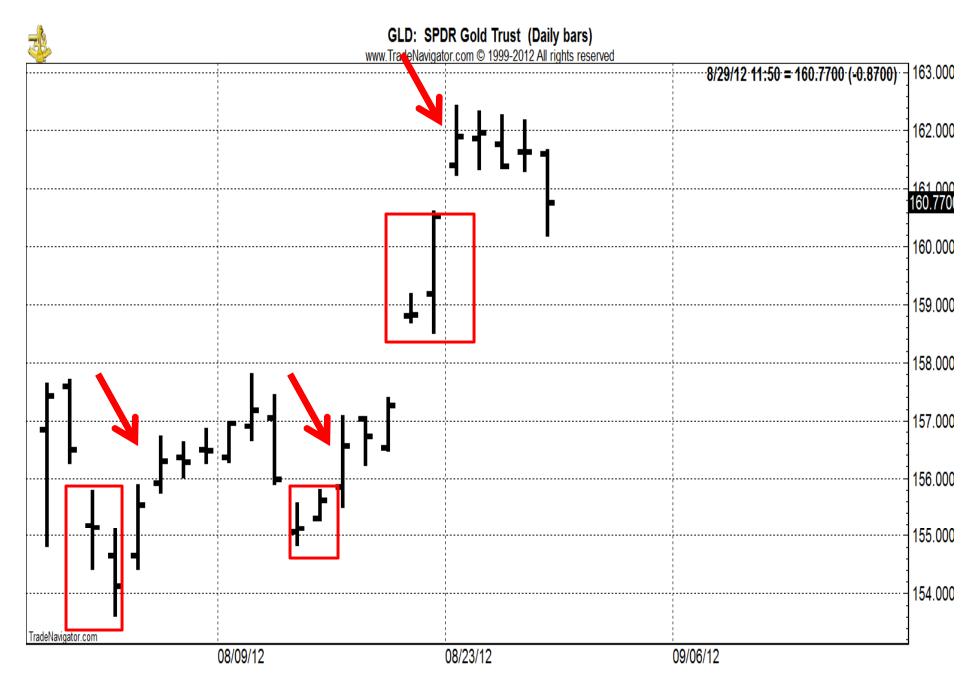




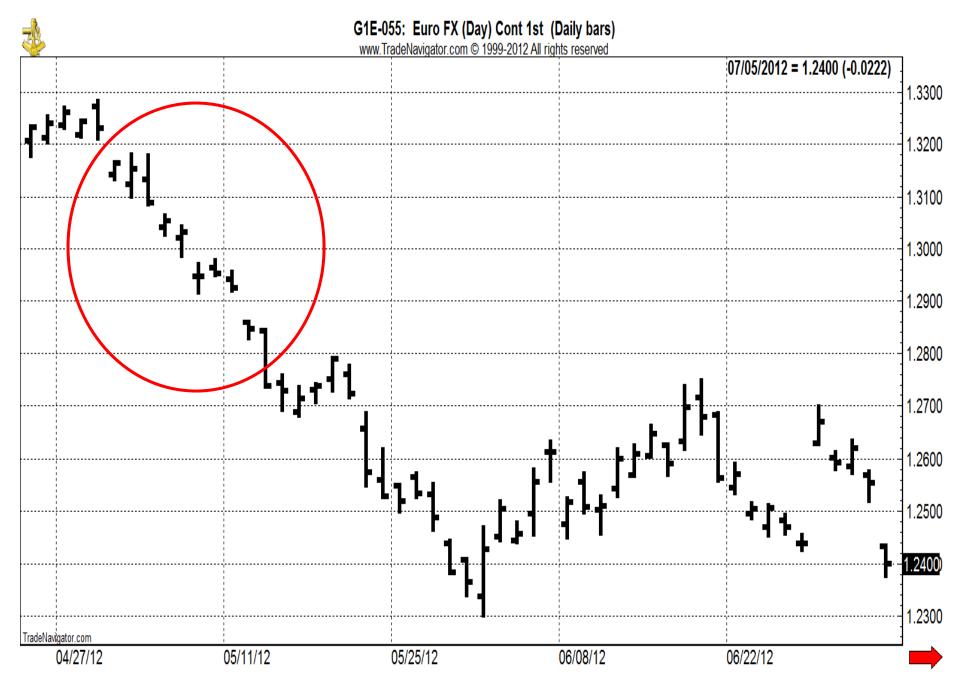




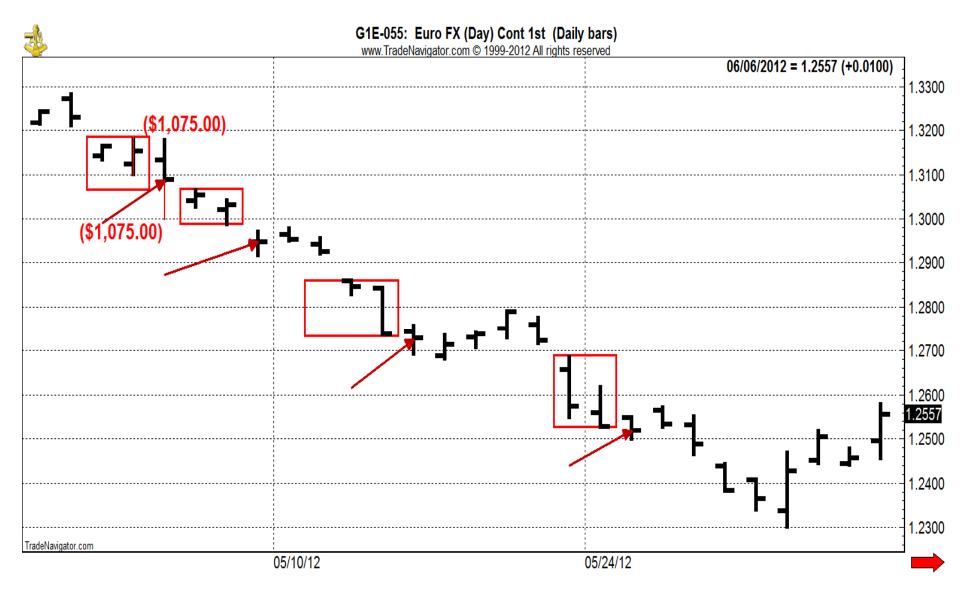


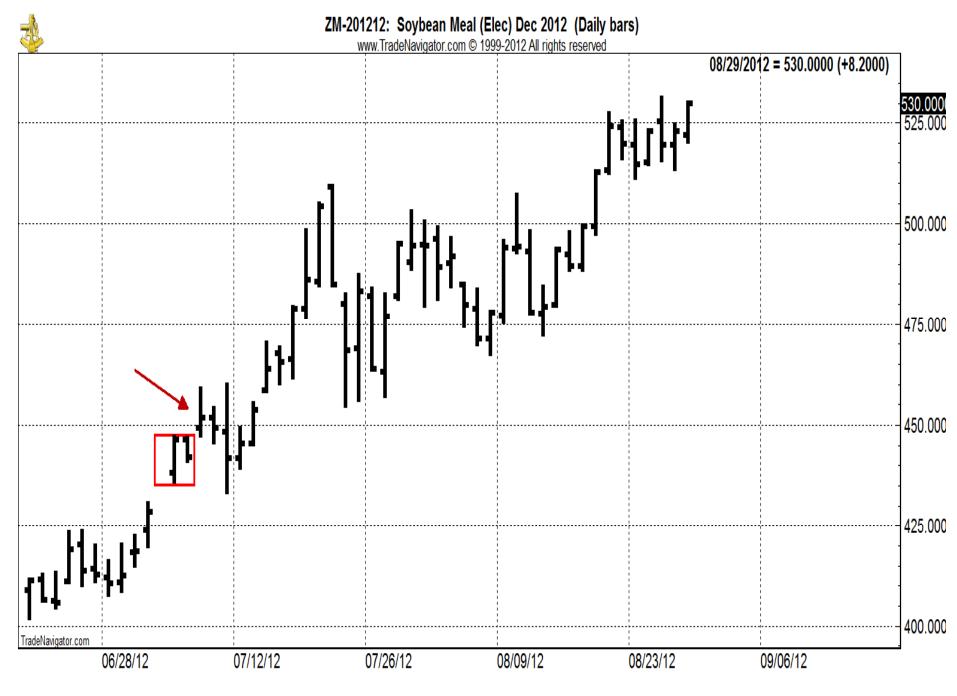






Currency futures use day session electronic G1-etc





Momentum Divergence



- Use 28 period Momentum
- Look at last 60 price bars
- Bullish divergence new high in price for last 60 bars with NO new high in MOM
- Bearish divergence new low in price for last 60 bars with NO new low in MOM
- My Power Momentum Manual
- Set up A, B, C and D points
- See example
- Look for TRIGGER point at E see example

Bullish divergence set up



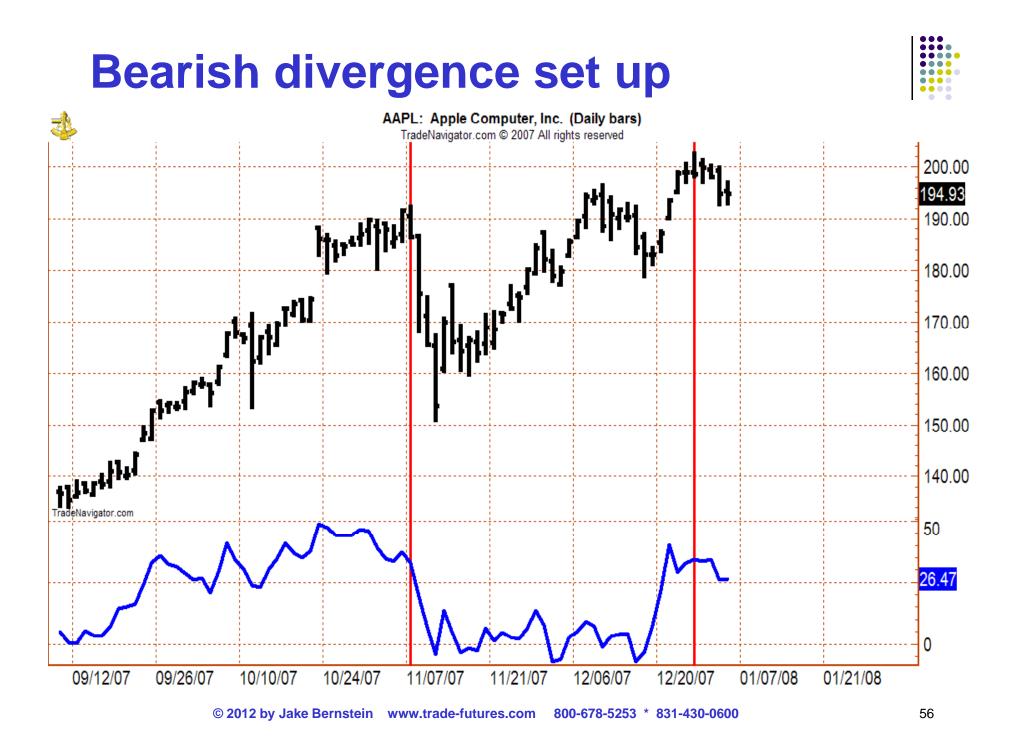


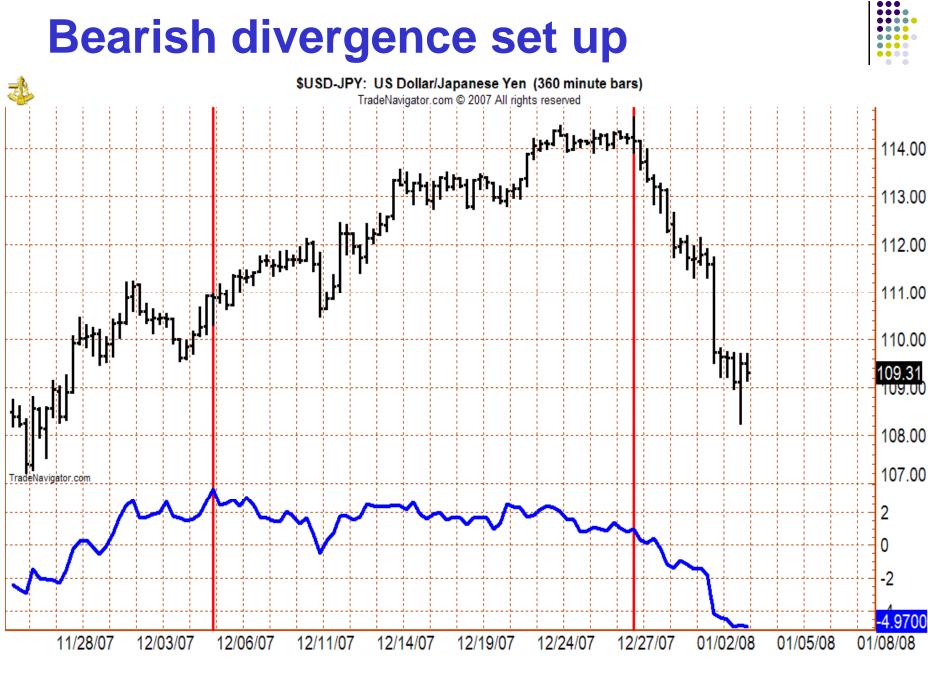
Bullish divergence set up

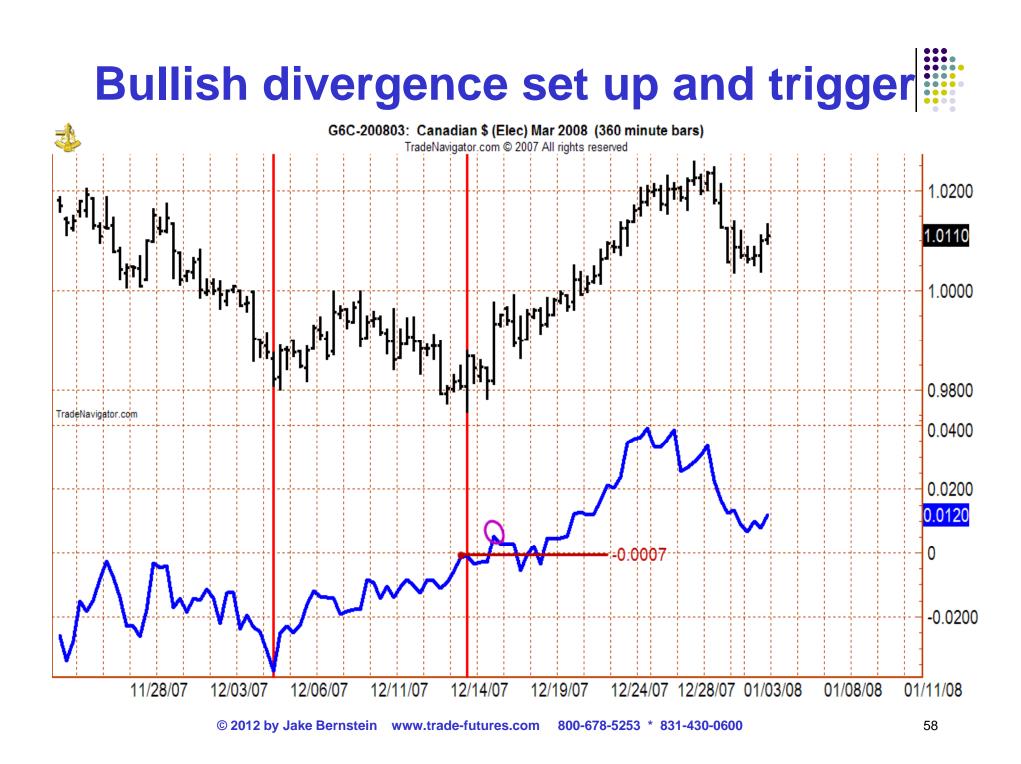






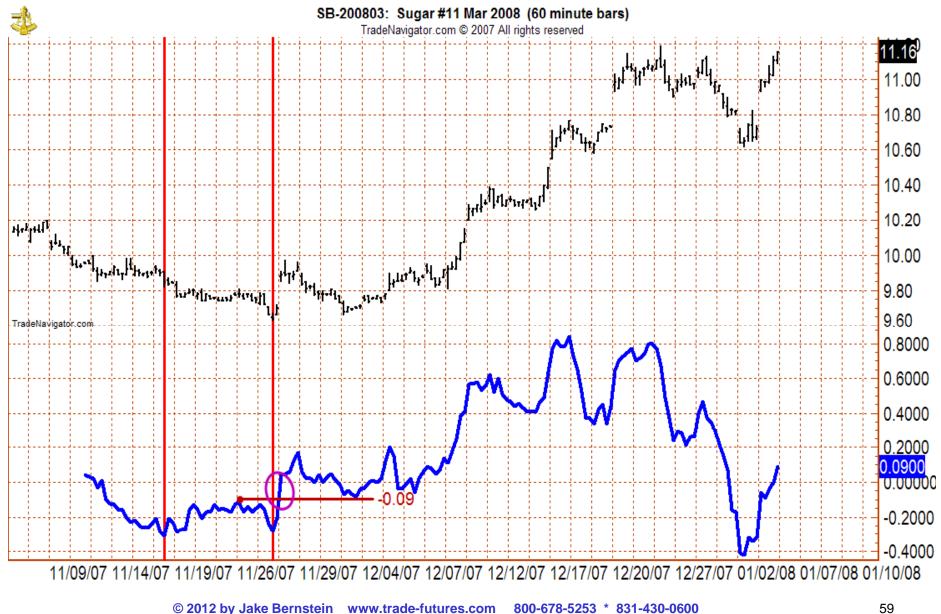




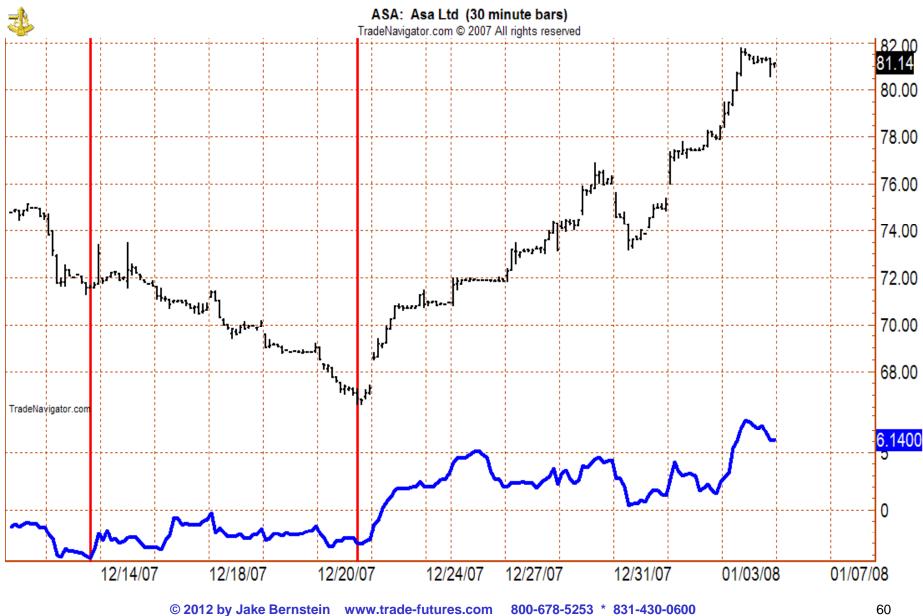


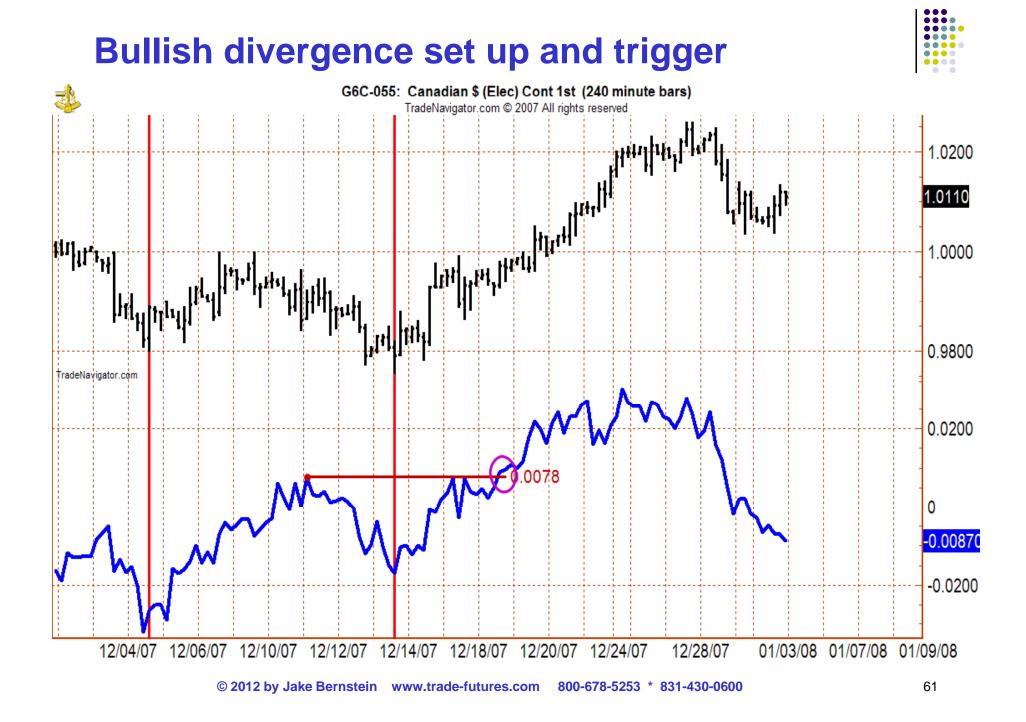


Bullish divergence set up and trigger



Bullish divergence set up and trigger

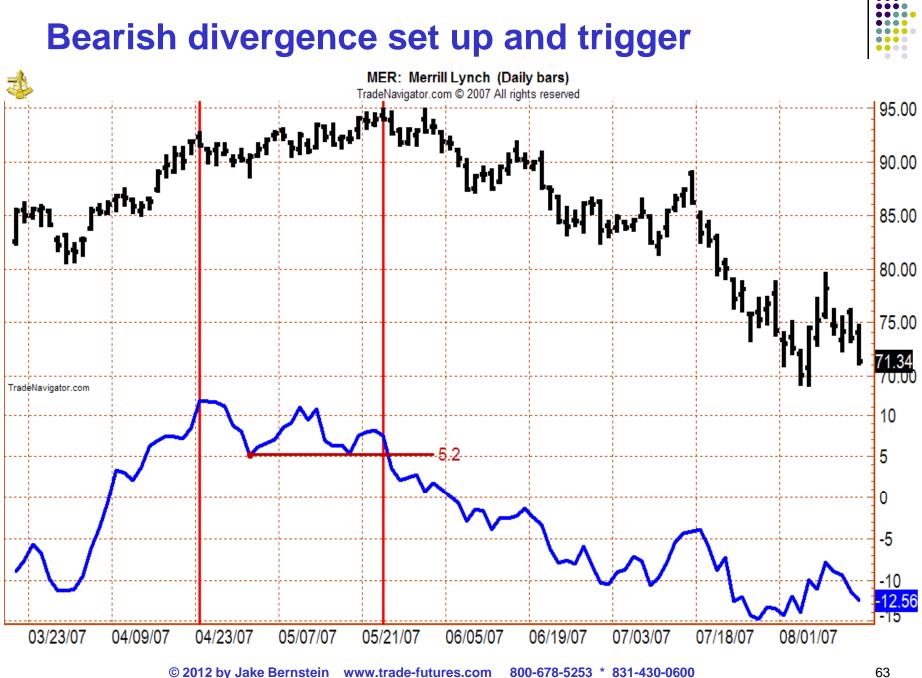


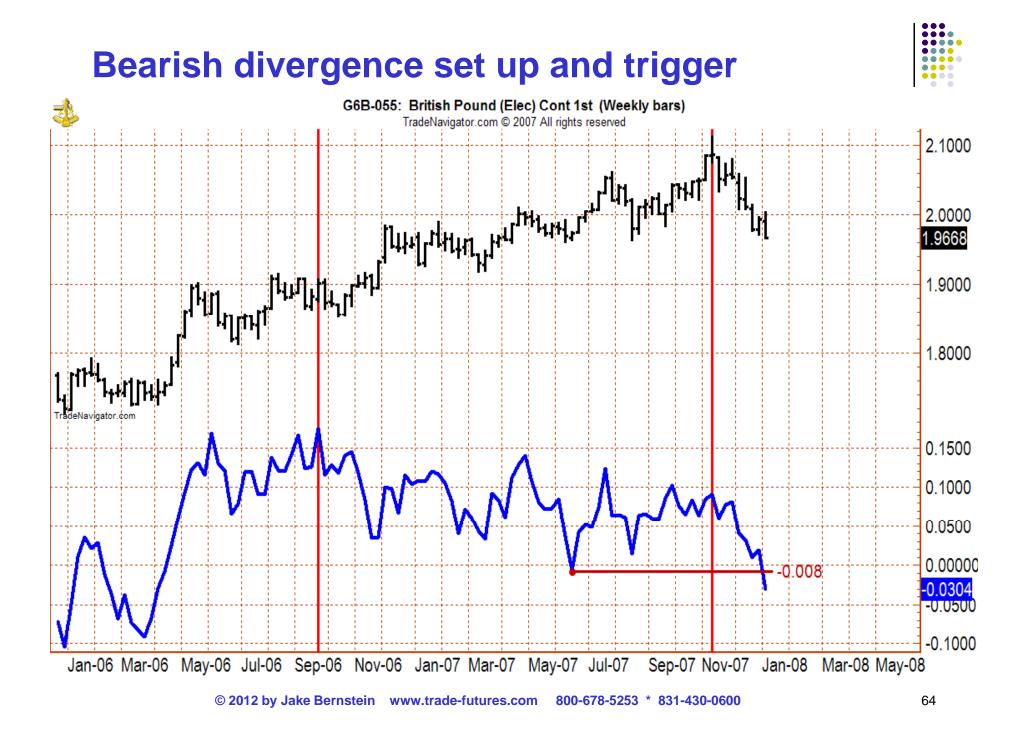


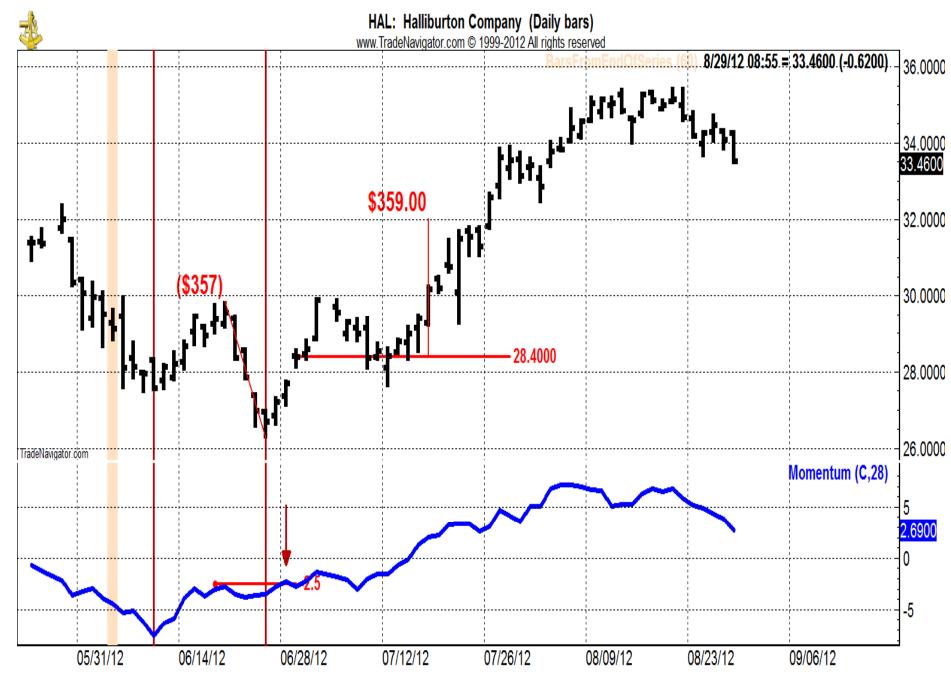
Bearish divergence set up and trigger

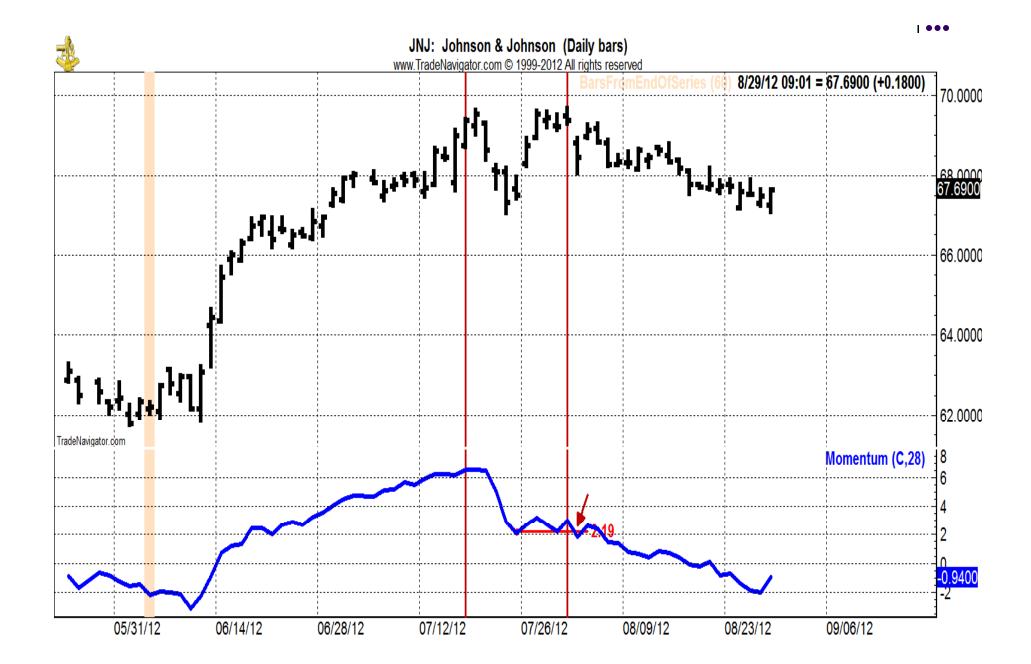


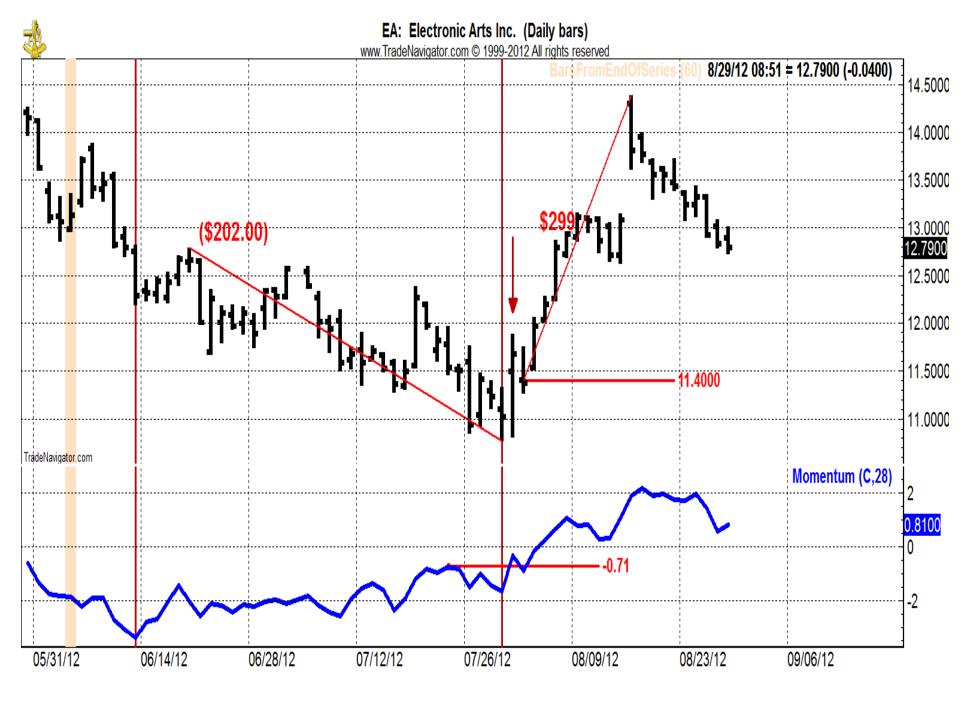
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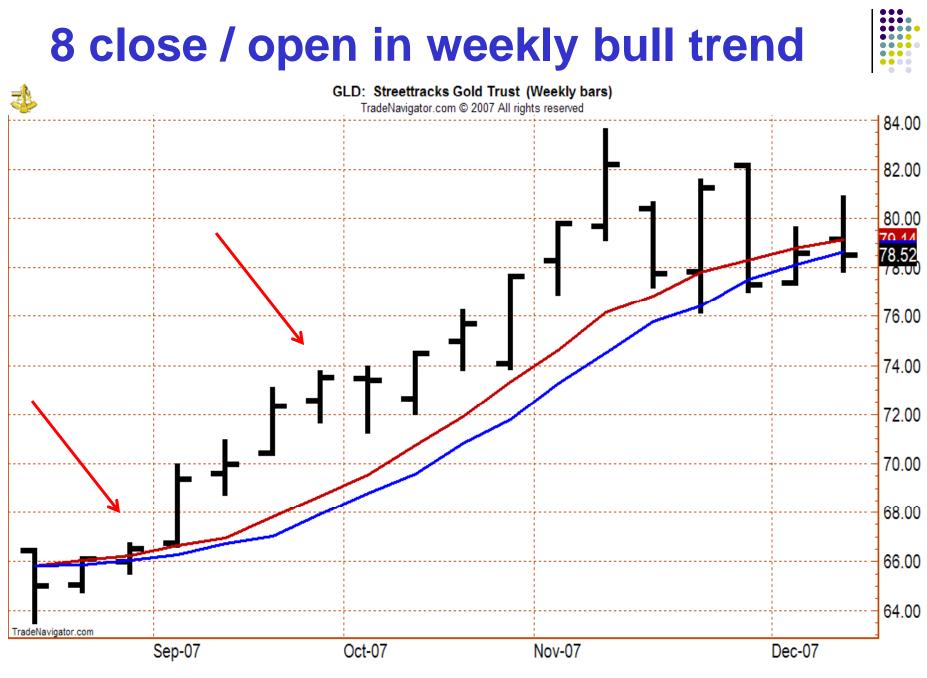


Trigger 3: Open vs Close

- Use 8 period MA of close
- Use 8 period MA of open
- In a bull market most closes are > than most opens
- In a bear market closes are usually lower than opens
- The 8OC takes advantage of this important relationship
- When 8 close goes above 8 open MA buy setup
- When 8 close goes below 8 open MA sell setup
- Triggers 2 tics 3 bars to trigger
- Several exit strategies: 5 bar decision
- Hold part of position for the big move VERY important
- Trade ACTIVE markets only VERY important
- See examples

8 close / open in bear trend

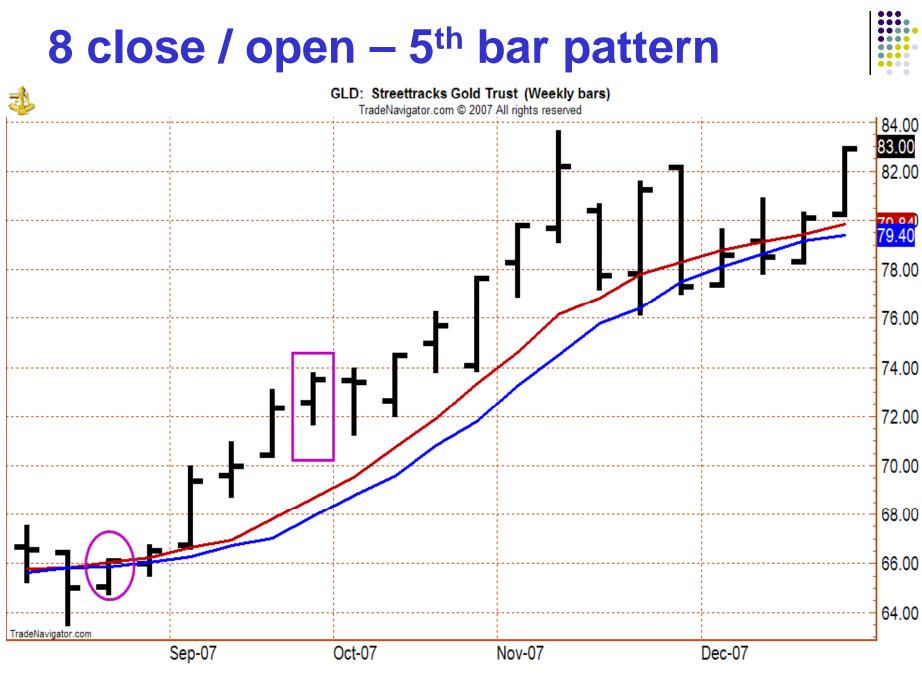




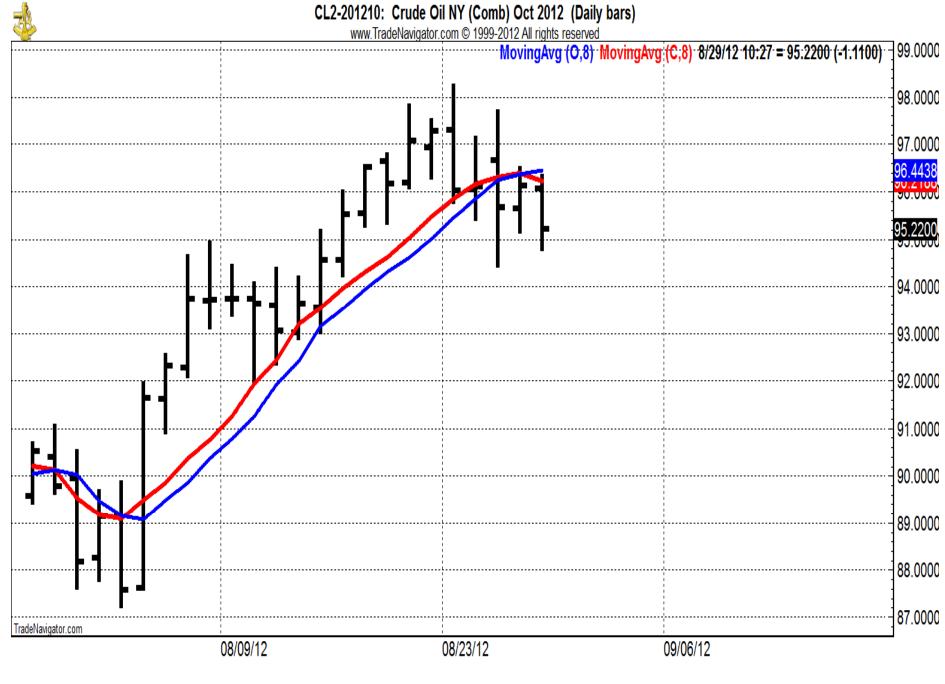
8 close / open – 5th bar pattern



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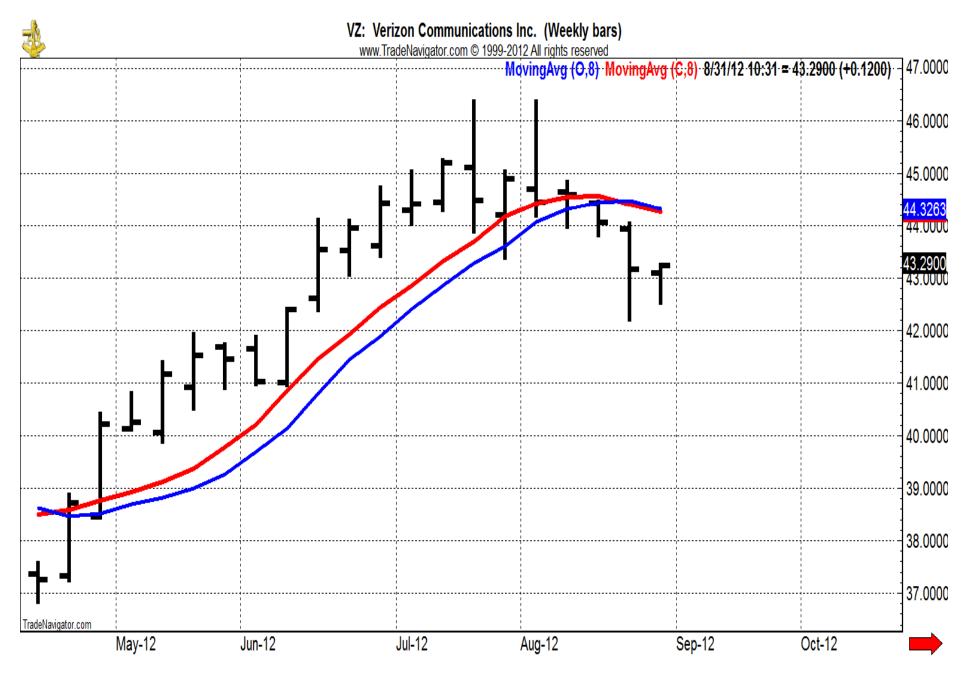




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Review of 8 open close rules

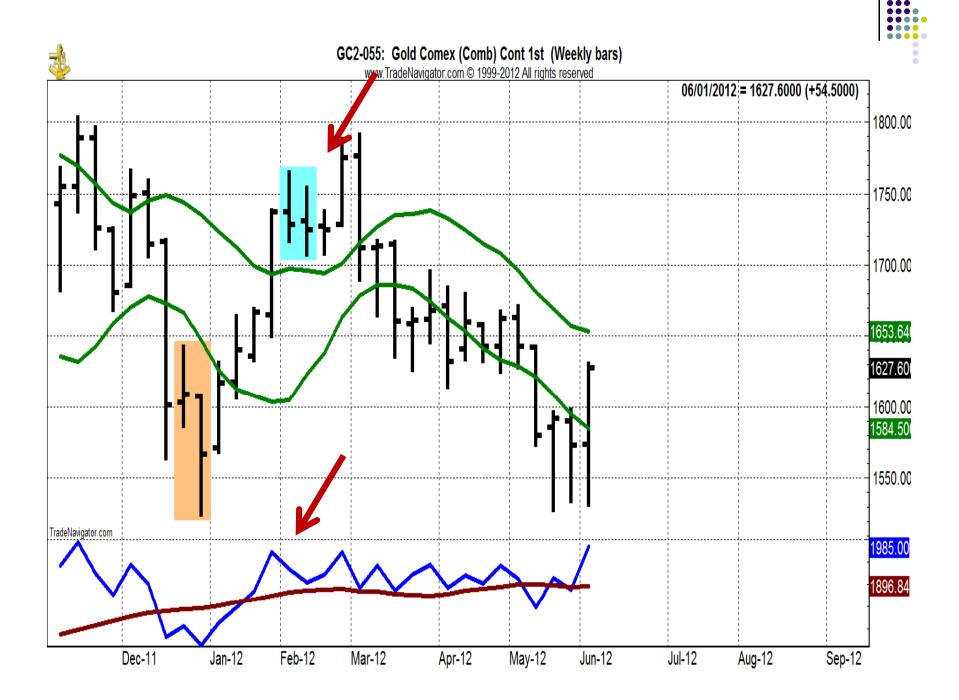
- Buy trigger 8c > 8o
- Sell trigger 8 c < 8 o
- Exit strategy 5th bar partial profit or reversal
- Use only in active markets
- Pt1 and initial stop largest range bar of last 10
- Use only in large price range markets
- Hold part of position for bigger moves

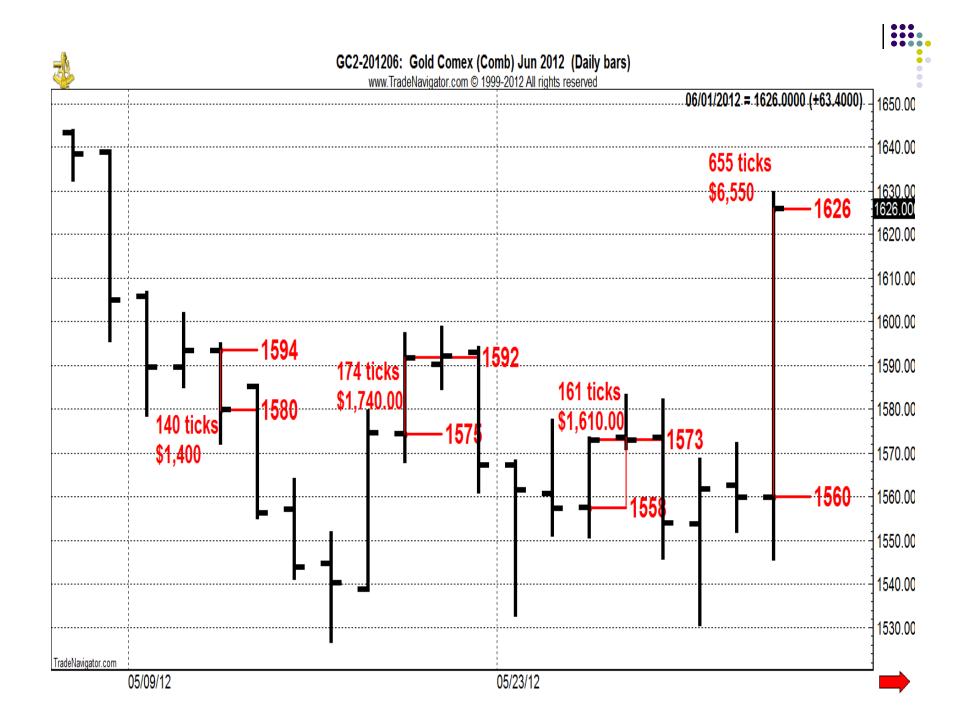


Fri/Mon Gold



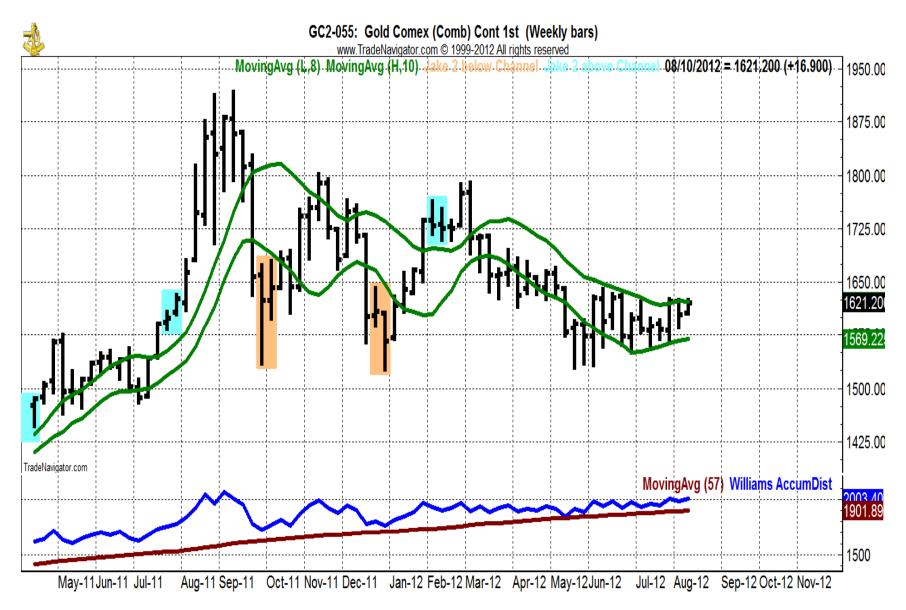
- Use weekly MAC gold continuous
- IF in weekly uptrend per last signal
- BUY Fri open (Thurs afternoon)
- Stop loss and pt1 largest range bar last 10
- If loss on Fri close exit all
- If profit exit 1/3 Fri close
- Exit 1/3 Mon Open
- Exit 1/3 by Mon close or TS
- Can retain part of position for larger move
- Examples

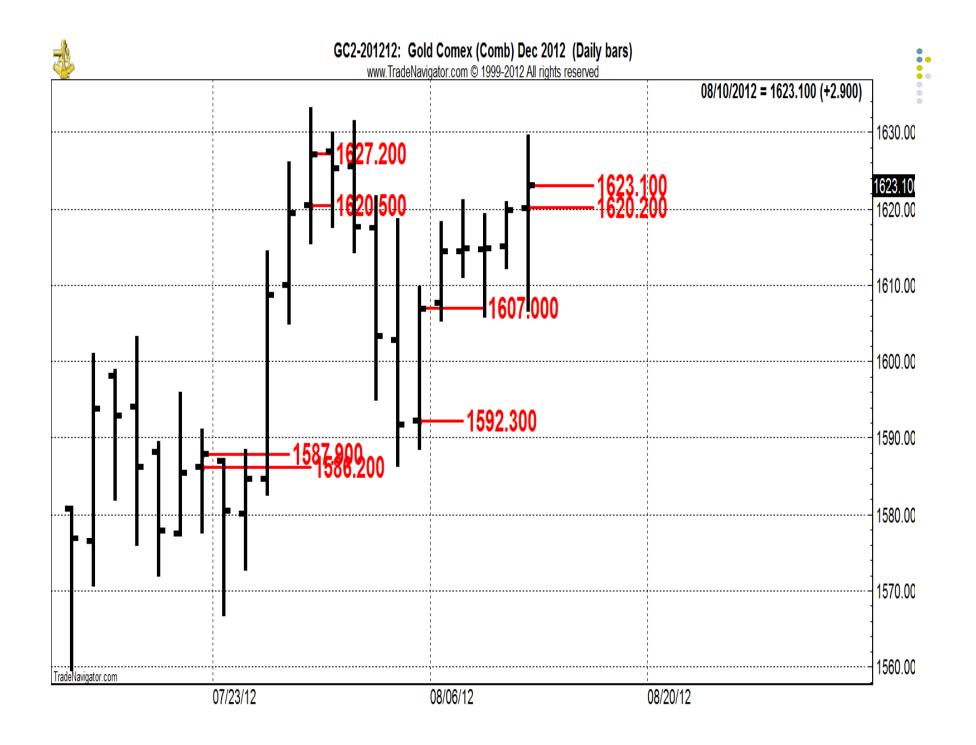




FMG this week



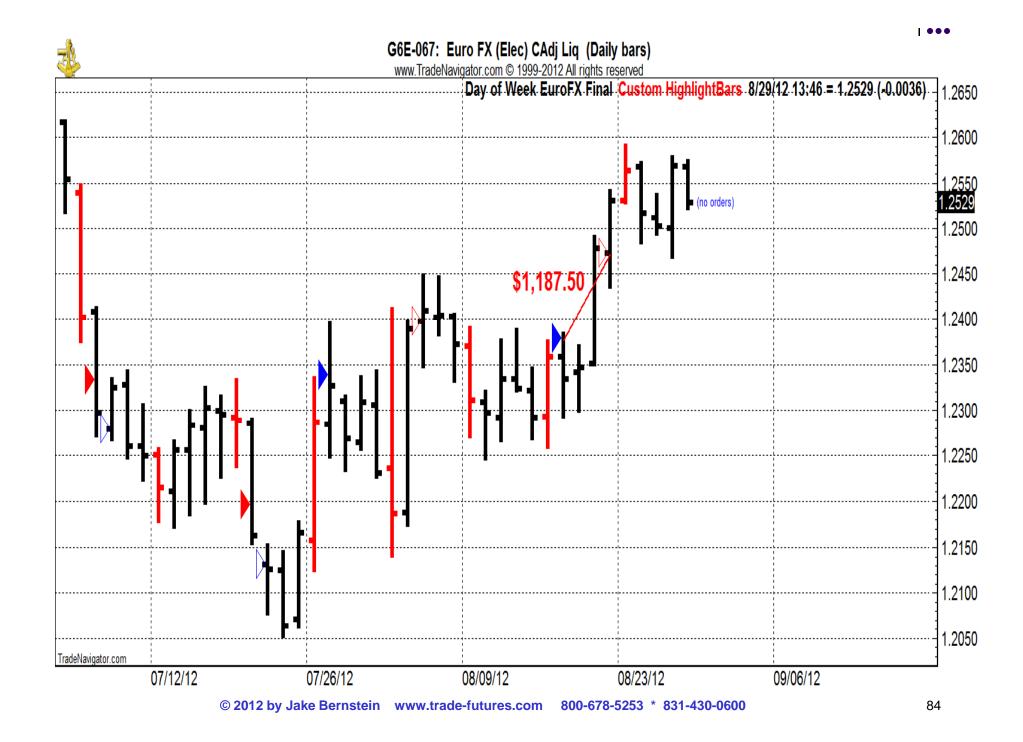




Thurs-Fri Euro FX trade

- If THURS c>o buy setup
- If THURS c<o sell setup
- SELL trigger
- BUY trigger
- EXIT FPO
- Stop on long
- Step on short
- Look at the record
- NEW approach to be discussed
- Look at the record



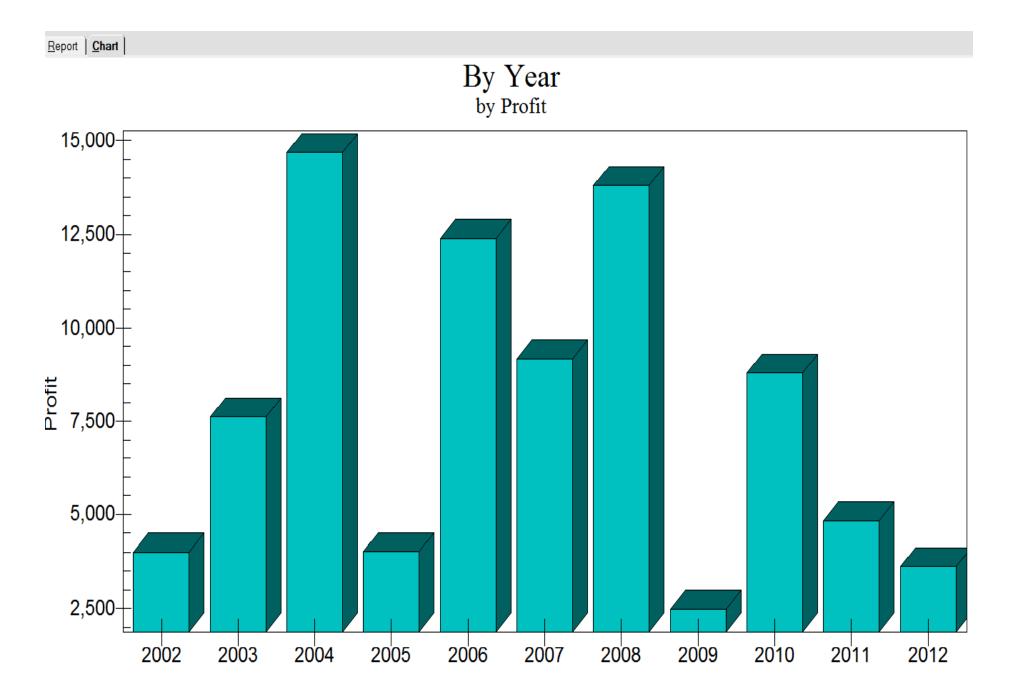


Summary - All Trades



Overall			
Total Net Profit:	\$85,388	Profit Factor (\$Wins/\$Losses):	1.75
Total Trades:	277	Winning Percentage:	85.9%
Average Trade:	\$308	Payout Ratio (AvgWin/AvgLoss):	0.29
Max Closed-out Dr: wdowr	-\$13,108	CPC Index (PF x Win% x PR):	0.43
Max Intraday Drawdows.	-\$15,239	Expectancy (AvgTrade/AvgLoss):	10.50%
Account Size Required:	\$20,639	Return Pct:	413.7%
Open Equity:	\$0	Kelly Pct (AvgTrade/AvgWin):	36.71%
Percent in the Market:	25.7%	Optimal f:	0.41
Avg # of Bars in Trade:	2.66	Z-Score (W/L Predictability):	-0.6
Avg # of Trades per Year:	27.3	Current Streak:	6 Wins
Monthly Profit Analysis			
Average Monthly Profit:	\$700	Monthly Sharpe Ratio:	0.29
Std Dev of Monthly Profits:	\$2,322	Annualized Sharpe Ratio:	1.00
		Calmar Ratio:	0.55
			0.55
Winning Trades		Losing Trades	
Winning Trades Total Winners:	238	Losing Trades Total Losers:	39
Total Winners: Gross Profit:	\$199,872	Losing Trades Total Losers: Gross Loss:	39 -\$114,484
Total Winners: Gross Profit: Average Win:	\$199,872 \$840	Losing Trades Total Losers: Gross Loss: Average Loss:	39 -\$114,484 -\$2,935
Total Winners: Gross Profit: Average Win: Largest Win:	\$199,872 \$840 \$4,044	Losing Trades Total Losers: Gross Loss:	<mark>39</mark> -\$114,484 -\$2,935 -\$3,831
Total Winners: Gross Profit: Average Win: Largest Win: Largest Drawdown in Win:	\$199,872 \$840 \$4,044 - <mark>\$3,231</mark>	Losing Trades Total Losers: Gross Loss: Average Loss: Largest Loss: Largest Peak in Loss:	39 -\$114,484 -\$2,935 -\$3,831 \$1,319
Total Winners: Gross Profit: Average Win: Largest Win: Largest Drawdown in Win: Avg Drawdown in Win:	\$199,872 \$840 \$4,044 -\$3,231 -\$567	Losing Trades Total Losers: Gross Loss: Average Loss: Largest Loss: Largest Peak in Loss: Avg Peak in Loss:	39 -\$114,484 -\$2,935 -\$3,831 \$1,319 \$387
Total Winners: Gross Profit: Average Win: Largest Win: Largest Drawdown in Win: Avg Drawdown in Win: Avg Run Up in Win:	\$199,872 \$840 \$4,044 -\$3,231 -\$567 \$1,124	Losing Trades Total Losers: Gross Loss: Average Loss: Largest Loss: Largest Peak in Loss: Avg Peak in Loss: Avg Run Up in Loss:	39 -\$114,484 -\$2,935 -\$3,831 \$1,319 \$387 \$387
Total Winners: Gross Profit: Average Win: Largest Win: Largest Drawdown in Win: Avg Drawdown in Win:	\$199,872 \$840 \$4,044 -\$3,231 -\$567 \$1,124 -\$567	Losing Trades Total Losers: Gross Loss: Average Loss: Largest Loss: Largest Peak in Loss: Avg Peak in Loss:	39 -\$114,484 -\$2,935 -\$3,831 \$1,319 \$387 \$387 \$387 -\$3,158
Total Winners: Gross Profit: Average Win: Largest Win: Largest Drawdown in Win: Avg Drawdown in Win: Avg Run Up in Win: Avg Run Down in Win: Most Consec Wins:	\$199,872 \$840 \$4,044 -\$3,231 -\$567 \$1,124 -\$567 22	Losing Trades Total Losers: Gross Loss: Average Loss: Largest Loss: Largest Peak in Loss: Avg Peak in Loss: Avg Run Up in Loss: Avg Run Down in Loss: Most Consec Losses:	39 -\$114,484 -\$2,935 -\$3,831 \$1,319 \$387 \$387 \$387 -\$3,158 3
Total Winners: Gross Profit: Average Win: Largest Win: Largest Drawdown in Win: Avg Drawdown in Win: Avg Run Up in Win: Avg Run Down in Win:	\$199,872 \$840 \$4,044 -\$3,231 -\$567 \$1,124 -\$567	Losing Trades Total Losers: Gross Loss: Average Loss: Largest Loss: Largest Peak in Loss: Avg Peak in Loss: Avg Run Up in Loss: Avg Run Down in Loss:	39 -\$114,484 -\$2,935 -\$3,831 \$1,319 \$387 \$387 \$387 -\$3,158

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A small change with a big result



- Use CLOSE > or < midpoint
- Why midpoint?
- What is the midpoint?
- Usage: Mid Price
- Description: Middle price of a bar:
- (High + Low) / 2
- RESULT? Take a look and compare

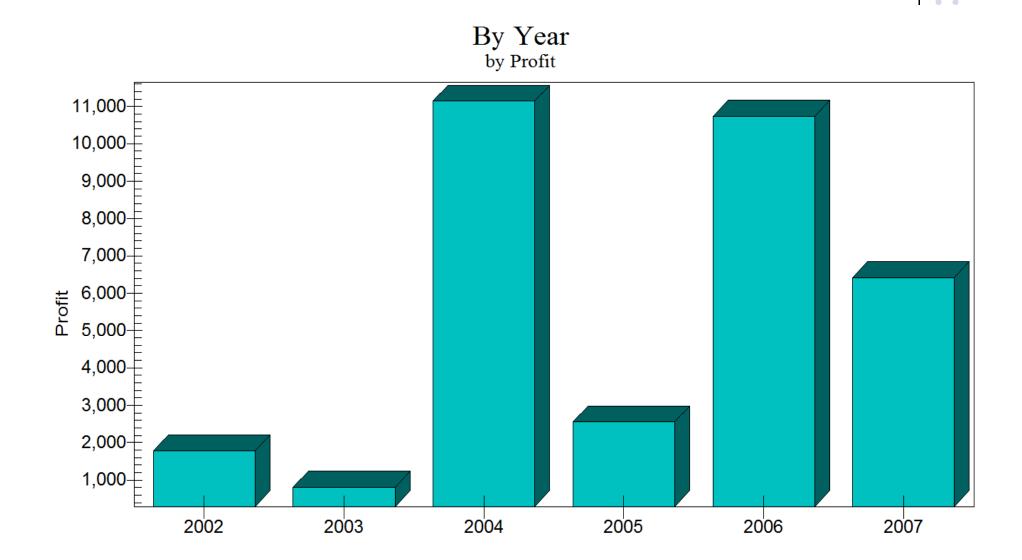
DAT EuroFX MID Final [Strategy	[]		
🖻 R <u>u</u> n <i> 🔂</i> Orders 🛛 🗐 <u>N</u> otes 👙 <u>P</u> r	rint 🖬 Save 🔐 Save <u>A</u> s 🗖	Re <u>n</u> ame 🛛 Ҟ W	
<u>R</u> ules <u>Inputs</u> <u>D</u> ata Settings]		
Set all Inputs with the same name	to the same values		
Rule Name	Input	Value	
DOW Sell	Today	4	
DOW Sell	HowManyTicksBelow	46	
DOW Buy	Today	4	
DOW Buy	HowManyTicksAbove	14	
Exit Long: Profitable Opening	Profit	1	
Exit Long: Profitable Opening	Delay	0	
Exit Long: Profitable Opening	TicksAboveOpen	0	
Exit Short: Profitable Opening	Profit	1	
Exit Short: Profitable Opening	Delay	0	
Exit Short: Profitable Opening	TicksBelowOpen	0	
Exit Long: Stop Loss	Stop Loss Amount	3300	
Exit Short: Stop Loss	Stop Loss Amount	3200	

Before OOS

Summary - All Trades

Overall			
Total Net Profit:	\$33,465	Profit Factor (\$Wins/\$Losses):	2.11
Total Trades:	110	Winning Percentage:	90.9%
Average Trade:	\$304	Payout Ratio (AvgWin/AvgLoss):	0.21
Max Closed-out Drawdown	-\$8,148	CPC Index (PF x Win% x PR):	0.41
Max Intraday Drawdown:	-\$10,417	Expectancy (AvgTrade/AvgLoss);	10.13%
Account Size Required:	\$15,817	Return Pct:	211.6%
Open Equity:	\$0	Kelly Pct (AvgTrade/AvgWin);	47.91%
Percent in the Marker.	18.2%	Optimal f:	0.48
Avg # of Bars in Trade:	2.65	Z-Score (W/L Predictabil ty):	0.2
Avg # of Trades per Year:	21.0	Current Streak:	22 Wins
Monthly Profit Analysis			
Average Monthly Profit:	\$531	Monthly Sharpe Ratio:	0.34
Std Dev of Monthly Profits:	\$1,466	Annualized Sharpe Ratio:	1.17
		Calmar Ratio:	0.61
Winning Trades		Losing Trades	
Total Winners:	100	Total Losers:	10
Gross Profit:	\$63,500	Gross Loss:	-\$30,035
Average Win:	\$635	Average Loss:	-\$3,004
Largest Win:	\$2,182	Largest Loss:	-\$3,306
Largest Drawdown in Win:	-\$3,256	Largest Peak in Loss:	\$569
Avg Drawdown in Win:	-\$486	Avg Peak in Loss:	\$309
Avg Run Up in Win:	\$856	Avg Run Up in Loss:	\$309
Avg Run Down in Win:	-\$486	Avg Run Down in Loss:	-\$3,006
Most Consec Wins:	25	Most Consec Losses:	2
Avg # of Consec Wins:	10.00	Avg # of Consec Losses:	1.11
Avg # of Bars in Wins:	2.45	Avg # of Bars in Losses:	4.60

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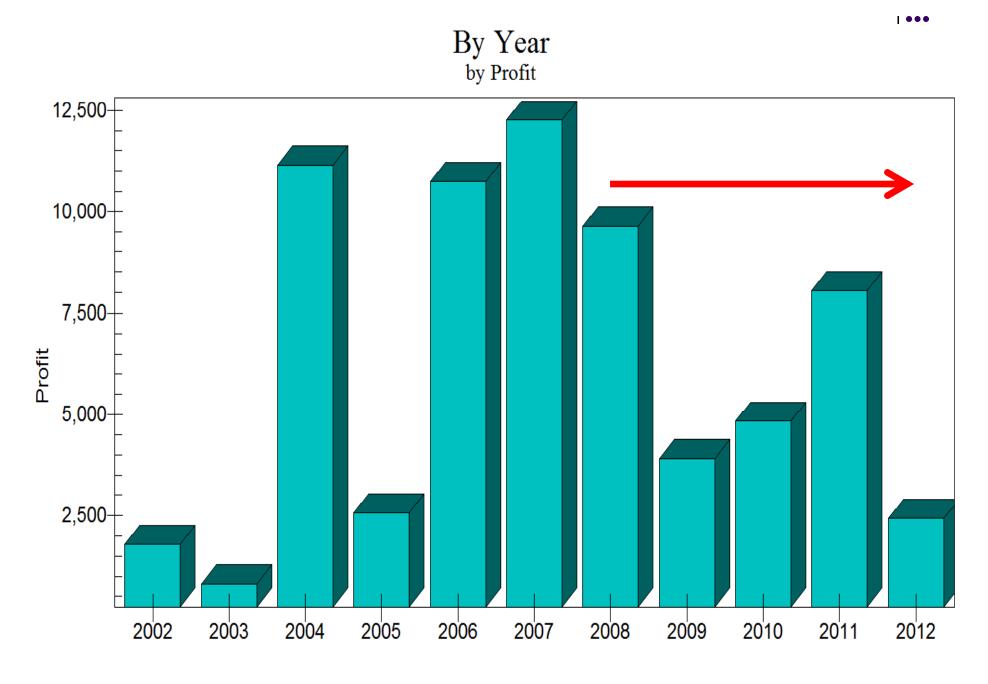


Add 3 years oos no input changes

Summary - All Trades

Overall			
Total Net Profit:	\$68,134	Profit Factor (\$Wins/\$Losses):	1.73
Total Trades:	236	Winning Percentage:	87.3%
Average Trade:	\$289	Payout Ratio (AvgWin/AvgLoss):	0.25
Max Closed-out Drawdow	-\$12,111	CPC Index (PF x Win% x PR):	0.38
Max Intraday Drawdov 1.	-\$14,617	Expectancy (AvgTrade/Avg2oss):	9.32%
Account Size Required:	\$20,017	Return Pct:	340.4%
Open Equity:	\$0	Kelly Pct (AvgTrade/AvgWin):	36.91%
Percent in the Market:	19.4%	Optimal f:	0.35
Avg # of Bars in Trade:	2.36	Z-Score (W/L Predictability):	0.6
Avg # of Trades per Year:	23.3	Current Streak:	4 Wins
Monthly Profit Analysis			
Average Monthly Profit:	\$558	Monthly Sharpe Ratio:	0.28
Std Dev of Monthly Profits:	\$1,880	Annualized Sharpe Ratio:	0.98
		Calmar Ratio:	0.46
Winning Trades		Losing Trades	
Total Winners:	206	Total Losers:	30
Gross Profit:	\$161,114	Gross Loss:	-\$92,980
Average Win:	\$782	Average Loss:	-\$3,099
Largest Win:	\$3,969	Largest Loss:	-\$3,306
Largest Drawdown in Win:	-\$3,256	Largest Peak in Loss:	\$1,282
Avg Drawdown in Win:	-\$588	Avg Peak in Loss:	\$334
Avg Run Up in Win:	\$1,067	Avg Run Up in Loss:	\$334
Avg Run Down in Win:	-\$588	Avg Run Down in Loss:	-\$3,158
Most Consec Wins:	29	Most Consec Losses:	2
Avg # of Consec Wins:	7.36	Avg # of Consec Losses:	1.11
Avg # of Bars in Wins	2.25	Avg # of Bars in Losses:	3.10

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http://trade-futures.com/cycles_2012/cycles_2012.html

Concluding



- My 6 best timing triggers were illustrated and explained
- Examples were give
- II can be reached at 800-678-5253 or 831-430-0600
- Email me if you have questions: jake@trade-futures.com
- Thank you for attending
- FAST TRACK MENTORING begins next week!
- http://trade-futures.com/cycles_2012/cycles_2012.html
- Mentoring appointment interview and information:

http://www.comtrade1.com/letter/

- Best of trading
- Jake Bernstein