



# Investors' Corner

Citiplace, Perth

for ASA, 19<sup>th</sup> February 2026

Convenor: Mark Dixon

A photograph of a fire hose reel and a fire extinguisher in a hallway. The hose reel is in the foreground, and the fire extinguisher is in the background. The image is partially obscured by a blue geometric overlay on the right side.

## Citiplace - Emergency Procedure

- ▶ If smoke is detected, or fire alarm is raised, follow exit signs
- ▶ Upon evacuating the building, meet at ***designated area***
- ▶ Do not use lift in an emergency
- ▶ **Designated area**
  - ▶ Turn right from the Citiplace Centre and proceed over the bridge to the pond area past the Art Gallery, if safe to do so.
  - ▶ Regroup there for head count if safe to do so.
  - ▶ If emergency personnel instruct differently then follow their directions.

# ASA Disclaimer (new)

The Australian Shareholders' Association (ASA) provides facilities for member meetings, webinars, and conferences to deliver general factual information about the ASA and financial markets.

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The factual information presented is not intended to imply any recommendation or opinion about a financial product, nor to influence any person's decision regarding any financial product or class of financial products.

The ASA does not accept any responsibility to inform you of any matter that subsequently comes to our notice that may affect any of the information discussed.

Anyone wishing to act on any matter discussed should seek independent advice from a licensed financial advisor.

# Agenda

- ▶ Intro — Welcome, emergency procedure, disclaimer
- ▶ Excursions with charts — Bob Kelliher
- ▶ Trend lines — Leanne Harrison
- ▶ Risk management in trading — Phill
- ▶ Open discussion
- ▶ Next meeting — 19<sup>th</sup> March 2026
- ▶ Close ~ noon.



# Excursions with charts - Bob Kelliher

Australian Shareholders'  
Association: 2026

# Trendlines

Some basic Technical Analysis

Leanne Harrison



# Disclaimer

- ▶ The ASA has provided the facilities for this meeting to provide general information about the ASA and to stimulate interest in financial markets.
- ▶ The ASA is not licensed to give financial advice
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# Disclaimer

- ▶ The content of these presentations is not designed to provide any specific investment advice to any person present
- ▶ The ASA does not accept any responsibility to inform you of any matter that subsequently comes to our notice that may affect any of the information discussed.
- ▶ Anyone wishing to act on any matter discussed should seek independent advice from a licensed financial adviser



# Trends and purpose

- ▶ What is the purpose behind buying the stock?
  - ▶ Is it Buy and Hold for Dividends?
  - ▶ Is it to capture growth?
  - ▶ My focus had been to capture Growth and I have found that the use of trends and trendlines has been invaluable.
  - ▶ Most importantly it provided clear points to buy and sell. Exiting a poor performing stock had been the most challenging part of owning shares for me in the past.
  - ▶ This presentation gives some details of how I have adapted knowledge of trend lines to help in my trading. Please analyze and adapt this information to suit your own knowledge, the changing market conditions, your own investment style and tolerance to risk.

# What is the trend?

- ▶ Identify the trend. Up, down or sideways?

What has been the trend for CBA?



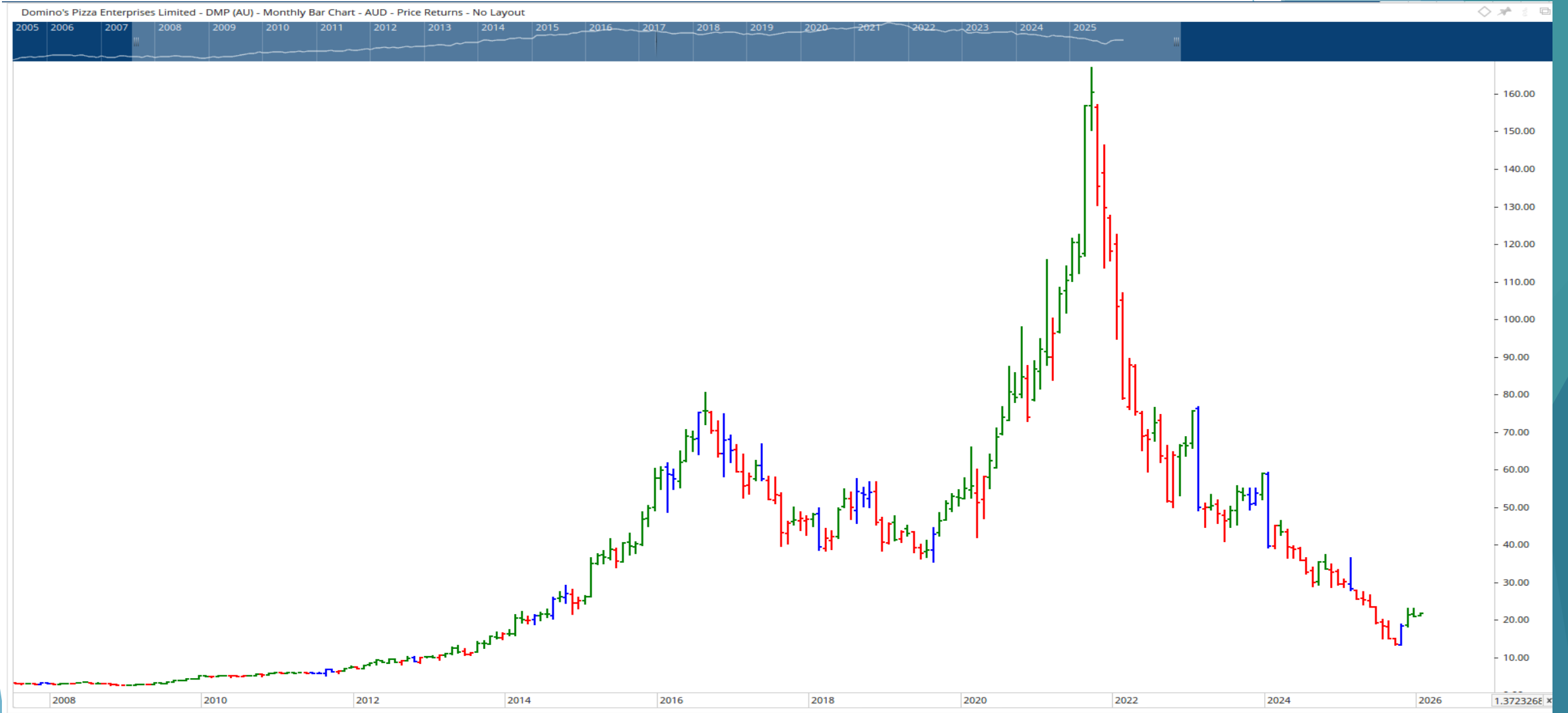
# Is the Trend up, down or sideways?

- ▶ The most powerful trend is on a longer time frame, so check the monthly chart. Then the weekly chart.
- ▶ An up trend - higher highs & higher lows.
- ▶                   12 bars moving upwards.(day chart)
- ▶ A down trend - lower highs and lower lows.
- ▶                   12 bars moving downwards is a downtrend
- ▶ Sideways is where price moves sideways between a range.
- ▶                   This is also known as a consolidation.





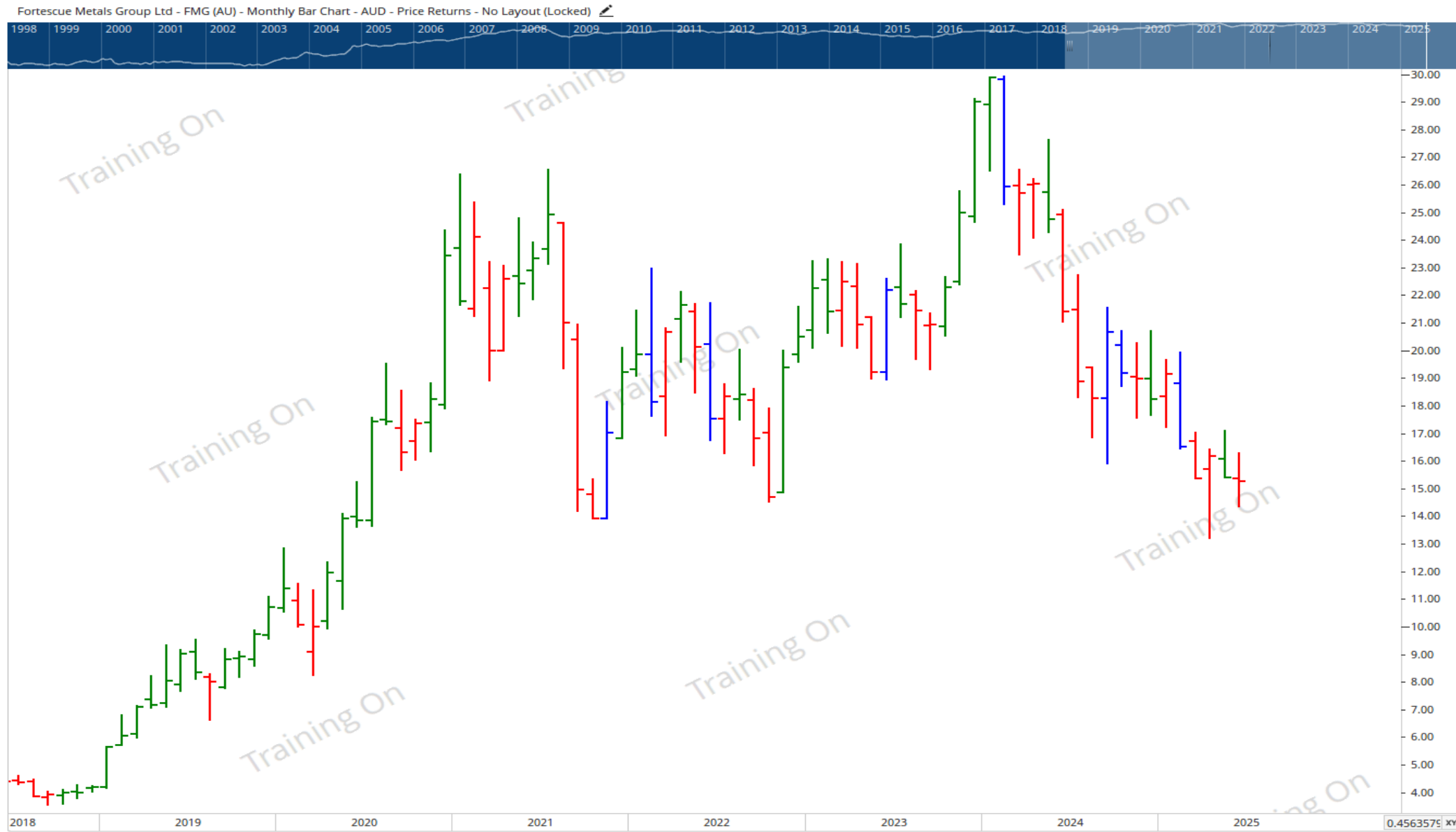
# DMP. Is the Trend up, down or sideways?



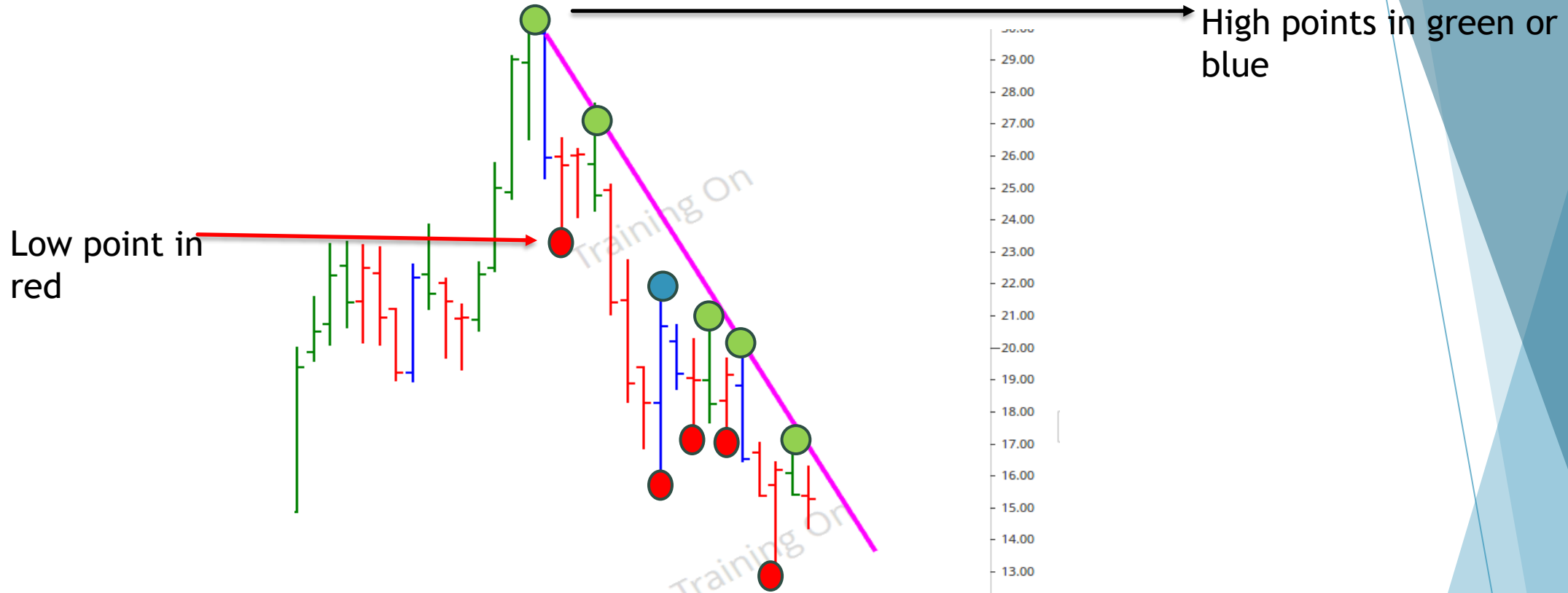
# CWY - Trend?



# FMG monthly chart. What is the trend?







### Showing details of the downtrend

Price zig zags with lower highs and lower lows.

The blue dot is a high-but is more than 3% from the trend line, so is not important in drawing the Trend line.

The red dot is the lowest point before the price rises again - that is a Low.

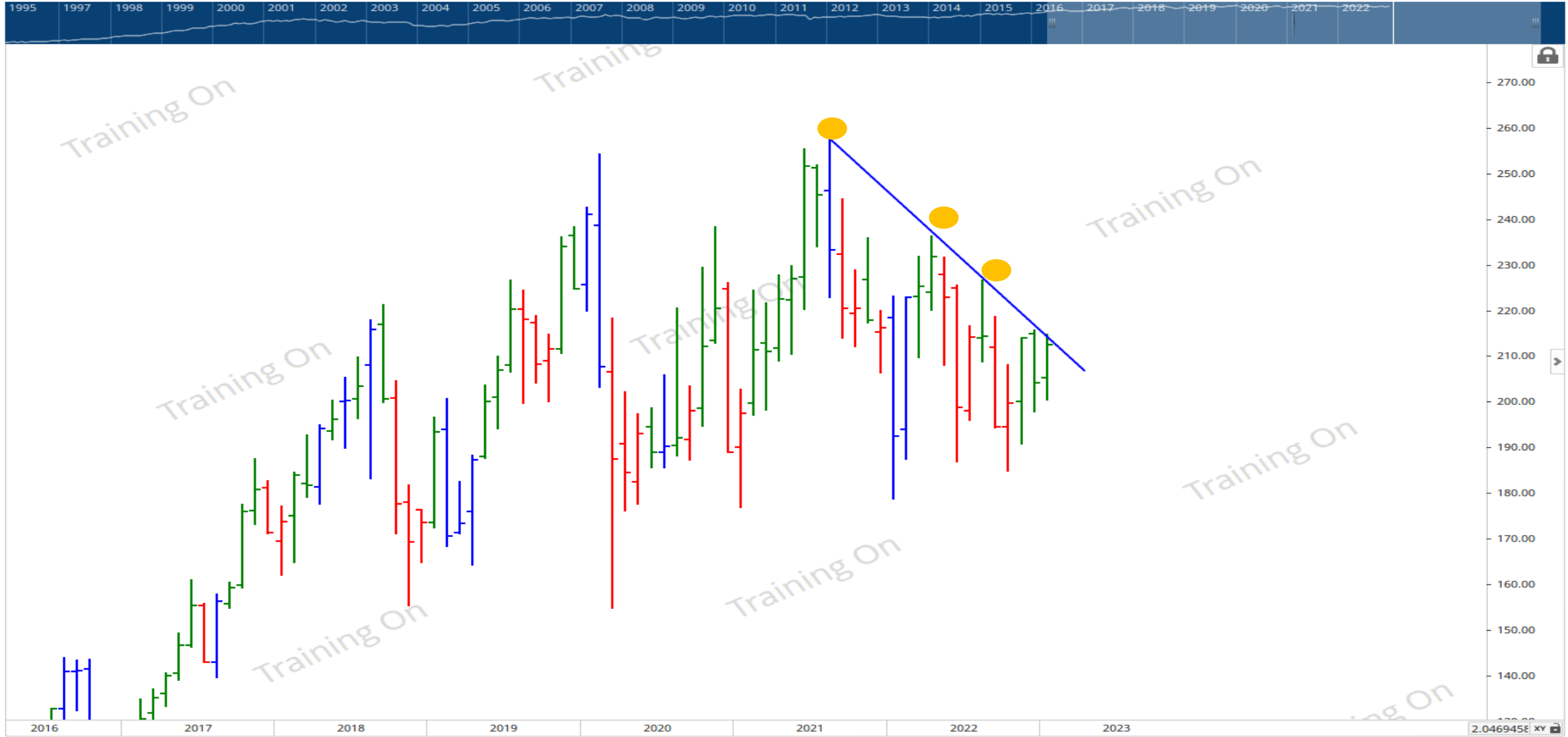
# How to trade using Trend lines.

- ▶ Ideally, I am looking at a stock that was moving in a down-trend and is now starting an up-trend.
- ▶ To add trend lines to a chart, look at 3 touch points on three highs to create a down trend line.
- ▶ Touching within 2% or 3% is okay in my experience, but look at the past, how well has this worked with the company?



COH on a  
monthly  
chart

Cochlear Ltd - COH (AU) - Monthly Bar Chart - AUD - Price Returns - No Layout



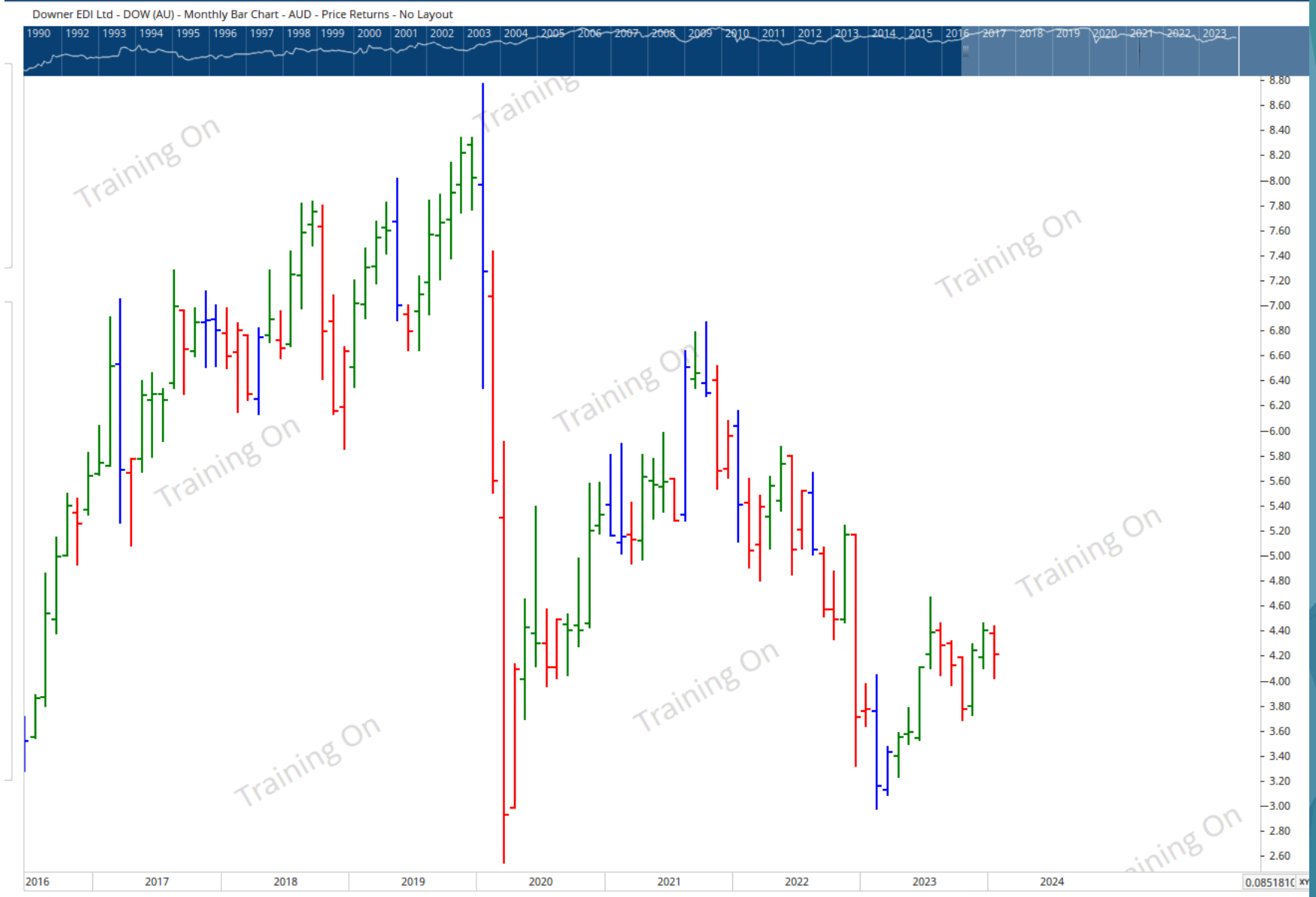
# Entry using Trend lines on a Monthly chart.

COH - the following month/ Feb 2023 the price closed above the down Trend line.

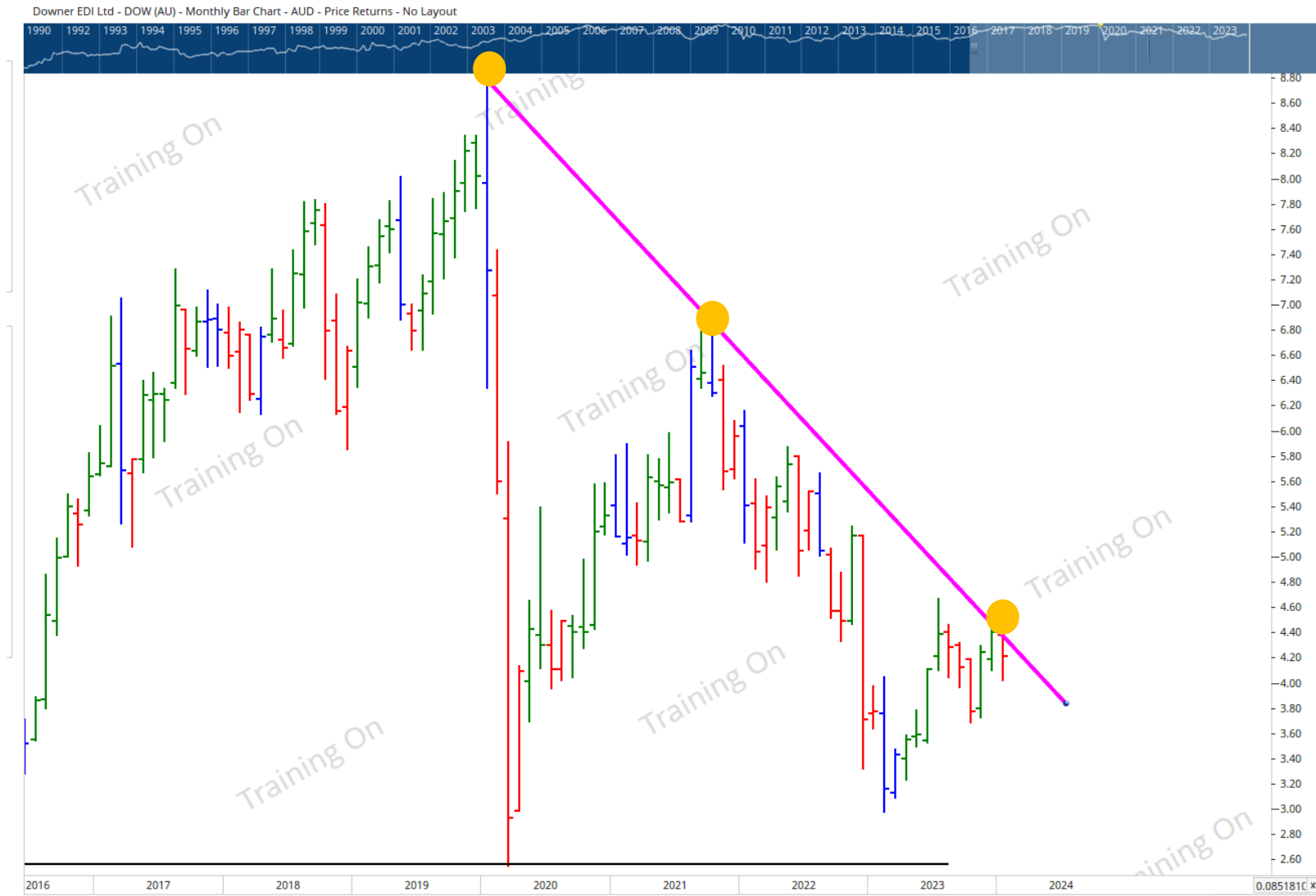
Buy on the following market open.(1<sup>st</sup> March 2023)



# DOW



Adding the down trend line and waiting for a monthly Trend line to close above this line



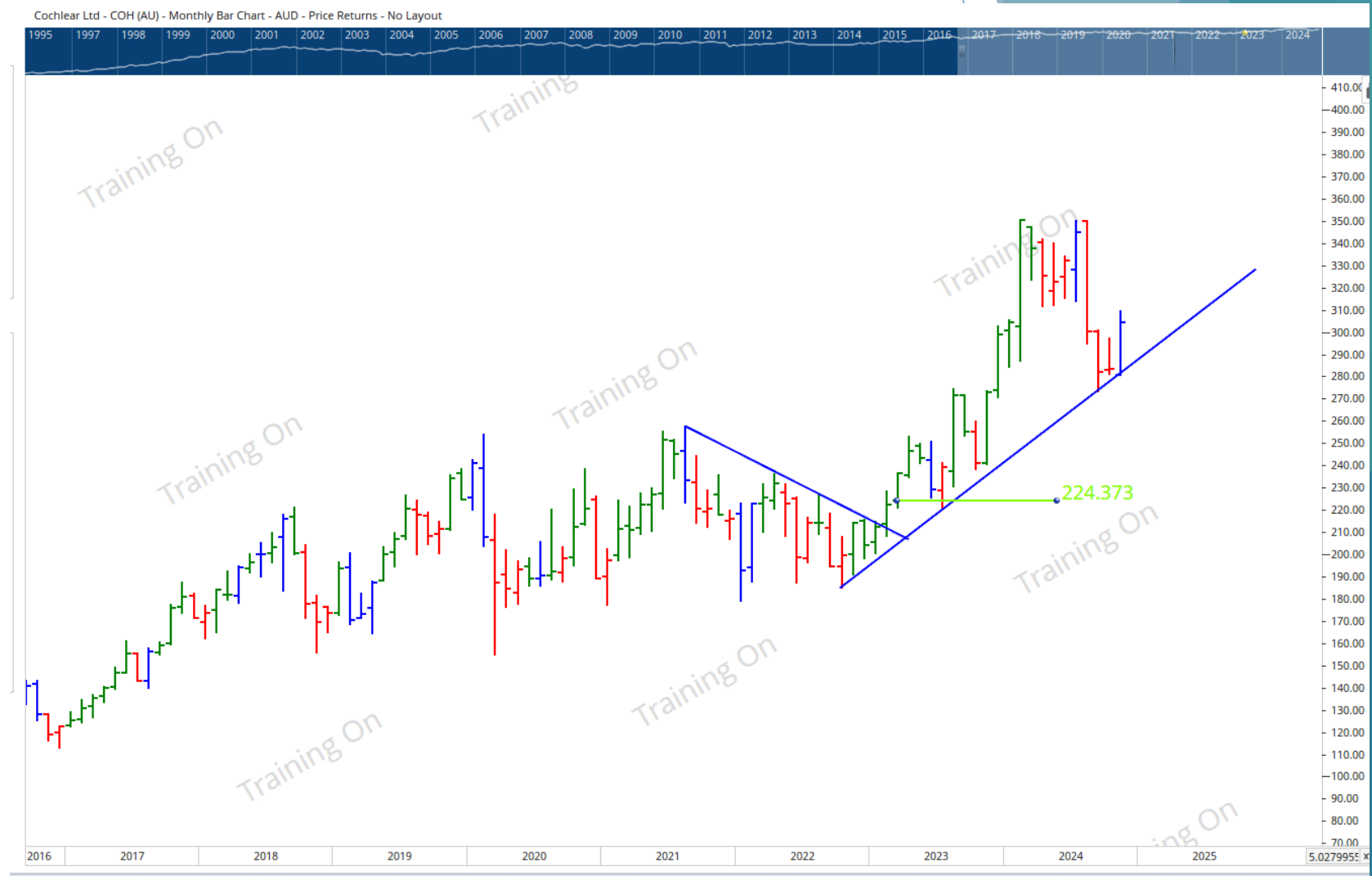
Checking at the end of the month, DOW has now closed above the trend line, buy on the open on the 1<sup>st</sup> of the month.



# How to draw an up trend line?

Draw a line touching three lows in the stock price, starting from the important low, before the change in trend.

I have found it is okay to be within 2 - 3% of the low.





# COH - Monthly



## Managing RISK.

Sometimes, the News is so negative that the Stock continues to fall, after breaking through the down-trendline. I like to limit this risk by having a 15% initial stop loss, ready to exit. However, I do not place it in the Australian market, I check after the market close and then place the sell order on the following open. If it is some huge negative announcement, then I sell as soon as my stop price is broken.



Stockland - SGP (AU) - Monthly Bar Chart - AUD - Price Returns - No Layout



The price has closed above the Trend line, Buy on the following open.

4.490

Initial stop loss is 15% below the Buy price at \$3.82

# Weekly or Monthly charts?

- ▶ I decide if this company is likely to be successful over what time period.
- ▶ Check the Fundamentals and the likely future for that product or commodity.
  
- ▶ Medium Term - (3 -18 month.) Use a weekly chart.
- ▶ Long Term - (>18 months) then use a monthly chart.

## Trading Rules

What time frame is suited for this stock ?

Medium term (3 - 18 Months)

week

month

Long Term (>18 months)

## Entry Rules

Has the stock formed a close  
above a downtrend line ?

yes

no

## Exit Rules

Has the stock formed a close  
below an uptrend line

yes

no

## Exit

Has the stock traded through the Initial stop loss?

yes

no

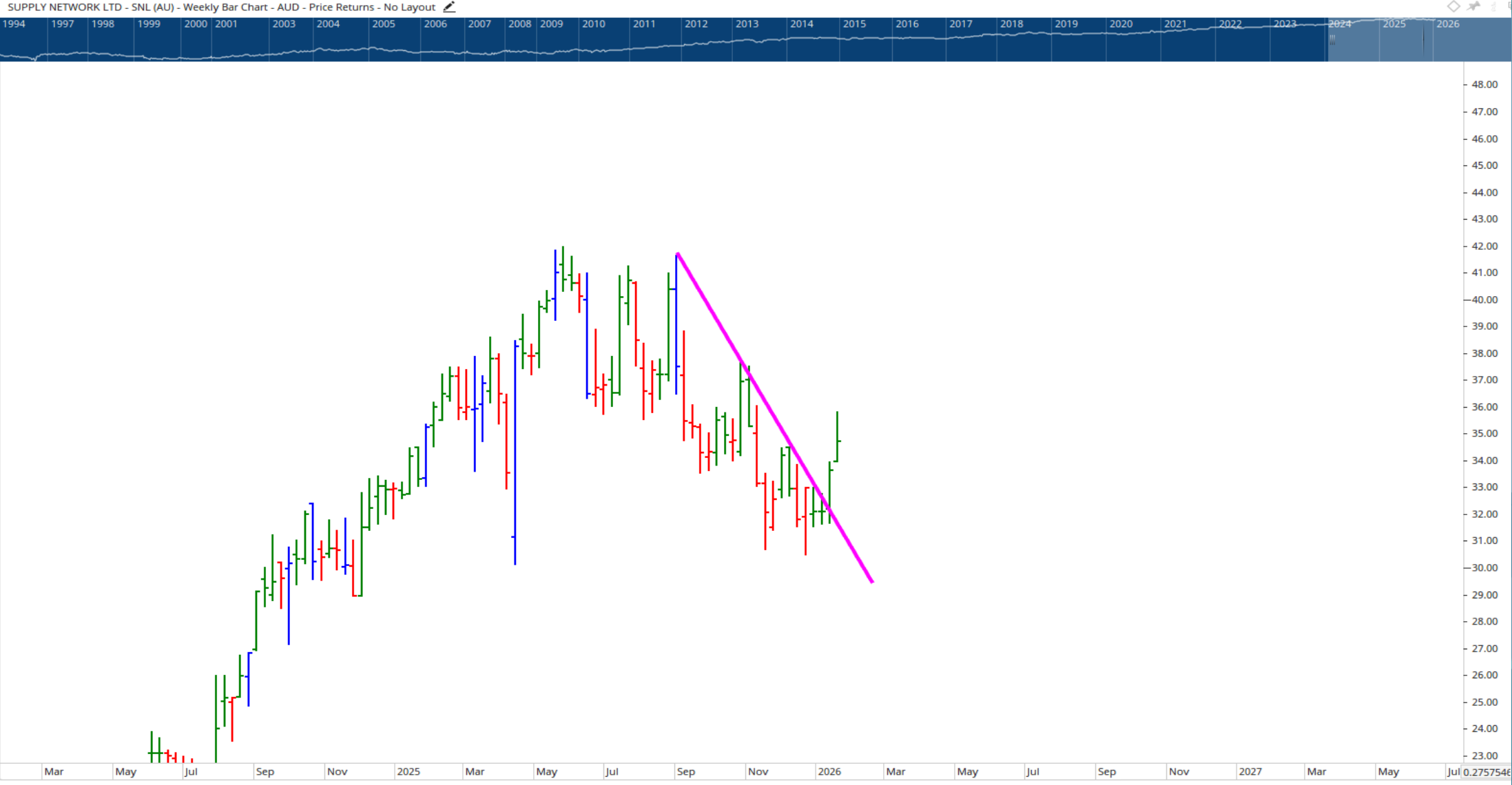
Some promising looking charts, but you need to check further and observe what happens for yourself. The charts only increase the probability of success. This is for Educational purposes, only. Warning : On 14<sup>th</sup> Jan 2026. I own GDG, SNL, MAD and possibly other stock shown in this presentation.





GDG on a weekly chart

# SNL on a weekly chart



BIO - It is not giving a monthly Trendline Buy signal. ( And may not).  
It is on my watchlist and if the price closes above the trendline, at the end of a month, then I plan to buy on the 1<sup>st</sup> of the following month at the market open price. ( It may take months.)



# References

- ▶ ‘Accelerate your Wealth. It’s your money your choice!’ A book by Dale Gillham
- ▶ ‘How to beat the Managed Funds by 20%’ by Dale Gillham
- ▶ ‘Wealth Within’ A trading education website.
- ▶ ‘Optuma’ a charting software subscription.
- ▶ ‘Yahoo Finance’ website with good stock graphs
- ▶ Disclaimer - I currently own shares in GDG, SNL and MAD. I also have an Initial Stop Loss of 15%



# Risk Management

by Phill

# Disclaimer

- ▶ There is a very high degree of risk involved in trading.
- ▶ Past results are not indicative of future returns and all individuals affiliated with this meeting assume own responsibilities for their trading and investment results.
- ▶ The indicators, strategies, columns, articles and all other features are for educational purposes only and should not be construed as investment advice.
- ▶ Information for stock observations are obtained from sources believed to be reliable, but we do not warrant its completeness or accuracy, or warrant any results from the use of the information.
- ▶ Your use of the stock observations is entirely at your own risk and it is your sole responsibility to evaluate the accuracy completeness and usefulness of the information.
- ▶ You must assess the risk of any trade with your broker and make your own independent decisions regarding any securities mentioned herein.

# What is Risk Management

- ▶ Risk management in investing is the systematic process of identifying, assessing, and controlling potential losses in a portfolio to protect capital while aiming for growth.
- ▶ It involves setting predefined limits, diversifying assets, and using tools like stop-loss orders to manage market volatility and prevent emotional decision-making.
- ▶ It is crucial for long-term success, ensuring portfolios survive downturns and align with an investor's tolerance.

# Quote

- ▶ According to the [legendary economist Benjamin Graham](#),
- ▶ “The essence of investment management is the *management of risks*, not the management of returns.”
- ▶ Thus, if you want to build long-term wealth, you simply need to learn how to manage risk strategically.

# 10 Savvy Investment Risk Management Strategies

- ▶ #1 Diversification
- ▶ #2 Strategic Asset Allocation
- ▶ #3 Portfolio Rebalancing
- ▶ #4 Dollar-Cost Averaging
- ▶ #5 Stop-Loss & Limit Orders
- ▶ #6 Safe-Haven Assets
- ▶ #7 Hedging with Options, Futures, or Derivatives
- ▶ #8 Insurance and Annuity Products
- ▶ #9 Alternative Assets
- ▶ #10 Professional Guidance From a Financial Advisor

# Risk Percentages

**1%**

CONSECUTIVE LOSSES	1	Drawdown	1%
	2		2%
	3		3%
	4		4%
	5		5%
	6		6%
	7		7%
	8		8%
	9		9%
	10		10%
	11		10%
	12		11%
	13		12%
	14		13%
	15		14%
	16		15%
	17		16%
	18		17%
	19		17%
	20		18%
	21		19%
	22		20%

**1.5%**

CONSECUTIVE LOSSES	1	Drawdown	2%
	2		3%
	3		4%
	4		6%
	5		7%
	6		9%
	7		10%
	8		11%
	9		13%
	10		14%
	11		15%
	12		17%
	13		18%
	14		19%
	15		20%
	16		21%
	17		23%
	18		24%
	19		25%
	20		26%
	21		27%
	22		28%

**2%**

CONSECUTIVE LOSSES	1	Drawdown	2%
	2		4%
	3		6%
	4		8%
	5		10%
	6		11%
	7		13%
	8		15%
	9		17%
	10		18%
	11		20%
	12		22%
	13		23%
	14		25%
	15		26%
	16		28%
	17		29%
	18		30%
	19		32%
	20		33%
	21		35%
	22		36%

**2.5%**

CONSECUTIVE LOSSES	1	Drawdown	3%
	2		5%
	3		7%
	4		10%
	5		12%
	6		14%
	7		16%
	8		18%
	9		20%
	10		22%
	11		24%
	12		26%
	13		28%
	14		30%
	15		32%
	16		33%
	17		35%
	18		37%
	19		38%
	20		40%
	21		41%
	22		43%

# Gains vs Loss

Loss taken	Gain necessary
10%	11%
15%	17%
25%	33%
30%	42%
50%	100%
75%	300%
90%	900%

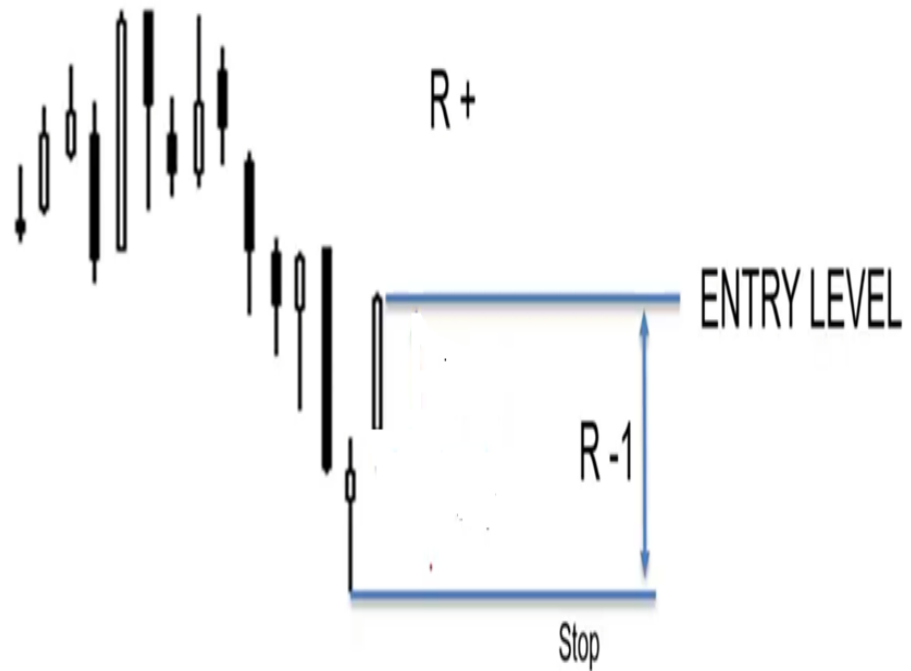
# Investing Method Stop-Loss

- ▶ Allocating percentage of Portfolio for a position
- ▶ Determining exit strategy ( When to get out / take Loss)
- ▶ Calculate Risk of Portfolio
  
- ▶ Example
- ▶ \$100,000 Portfolio
- ▶ 10% of capital = \$10,000
- ▶ Exit 15% of purchase Price ( If price goes below exit position)
- ▶ !!!!This would equate to 1.5% of Risk of Portfolio !!!!

# EXAMPLE - INVESTING STOP LOSS



# Technical Method Stop Loss



# Technical Approach

- ▶ Using price action we calculate the difference of Entry to stop and enter adjust the number of shares required for amount of Risk of Portfolio
- ▶ Example
- ▶ Entry \$44.84
- ▶ Stop 40.17
- ▶ Difference = (\$44.84 Minus \$40.17 Equals = \$4.67
- ▶ Portfolio (\$100,000 X 1%=\$1000)
- ▶ \$1000 divide by \$4.67 = 214 shares
- ▶ 214 shares X \$44.84 = \$9601
- ▶ **!!!!This would equate to 1% of Risk of Portfolio !!!!**

# EXAMPLE- TECHNICAL



# Summary

- ▶ Investing Risk Management is based percentage allocation of Portfolio & Price
- ▶ Technical Risk Management is based on Technical Analysis using Price Action /Demand levels
- ▶ In the previous scenario Risk to Portfolio is the same percentage but the capital being used can be significantly different in some cases

# References:

- ▶ **Gary Burton FP Markets Webinar dated 20Jun18**
- ▶ [https://www.youtube.com/watch?v=6lamj\\_WVc3s](https://www.youtube.com/watch?v=6lamj_WVc3s)
- ▶ <https://www.cmcmarkets.com/en-au/trading-guides/money-and-risk-management#:~:text=Without%20appropriate%20risk%20management%2C%20events,funds%20available%20to%20cover%20margin>
- ▶ <https://aldeninvestmentgroup.com/blog/investment-risk-management-strategies/>

# Discussion



# A share you would like to talk about (equity, ETF, ETP, Option, ...)



# Coming Soon

**Our next meeting:** Thursday, 19th March, 10 am, Citiplace.

## Other ASA groups

- ▶ 1st Tuesday of each month, 10:15am – Perth Member's Meeting & Investors Forum in State Library Theatre Auditorium, contact [Kaye](#)
- ▶ 1st Friday, 10 am – BIG-E (Citiplace, Perth), contact [David](#)
- ▶ 3rd Monday, 2:30 pm – BIG-W (Peppermint Grove Library), contact [Anne](#)
- ▶ 3rd Tuesday, 10 am – Stirling Discussion (Osborne Community Centre, Tuart Hill), contact [Chris](#)
- ▶ 3rd Wednesday, 10 am – Busselton Discussion (Busselton Community Resource Centre), contact [Bernie](#)
- ▶ 4th Thursday, 10 am – Nedlands Discussion (Drabble House), contact [Kevin](#)
- ▶ 4th Friday, 10 am – Perth South of the River (RAAFA, Bull Creek), contact [Peter](#)
- ▶ See: <https://www.australianshareholders.com.au/learn-connect/local-meeting-groups/>

# Coffee

Informal, broad ranging, discussion after this meeting at the State Library coffee shop.

**All are welcome.**



Slides from presentations

