

FEATURING: *THE LOST QUESTIONS*

Special Update: I think this is the most powerful report I have ever written. It covers many trading principles and tactics that are used by successful stock traders all around the world. However, I believe only about 5 to 10% of traders are successful and actually using this information. I would strongly suggest you **print** out this report and **read it more than once**.

This is a **HUGE** report. Take your time to read it all.

Profits Run Presents...

Profit Pulling Swing Trading Principles

From Bill Poulos.

Very recently, veteran trader Bill Poulos conducted a massive online survey of over 20,000 stock traders and asked them, "If you could sit down and have lunch with me, what are the top two questions you would ask me about stock swing trading?" Now, after a week of collecting responses, Bill answers the top questions with his 30+ years of trading wisdom.



Bill Poulos in the Recording Studio

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Disclaimer: Stock, forex, Futures, and options trading is not appropriate for everyone. There is a substantial risk of loss associated with trading these markets. Losses can and will occur. No system or methodology has ever been developed that can guarantee profits or ensure freedom from losses. No representation or implication is being made that using the information in this special report will generate profits or ensure freedom from losses.

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The Lost Questions

Dear Trader,

This is an updated version of a report I published originally titled, "Stock Swing Trading Special Report". Since it was published, over 30,000 traders from over 120 countries all around the world have downloaded it.

When I published the original report, I left out some questions that I assumed most traders knew the answers to. But after I received feedback from hundreds of the over 30,000 traders who downloaded and read the first version of this report, I realized that these critical questions needed to be answered – so here they are – "the lost questions", along with the original questions. I hope this information continues to inspire and help you to profit from the markets.

Why I Conducted This Survey

I've been getting e-mails from readers for the better part of 5 years. They come from all over the world, and they come at a steady clip, hour after hour. After having read literally thousands of e-mails from traders, I realized that many traders are just missing some key trading concepts that could be saving them a ton of frustration and time, and could potentially make them part of the exclusive club of less than 10% of traders that are successfully trading the markets.

Now, I've already been teaching most of these key trading concepts in my trading courses. However, I realized that not everyone has my courses and not everyone has been to my websites. Furthermore, I realized that there are some very, very basic core trading concepts that I've been taking for granted over the years. And because I've

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been trading for so long, it's easy to assume that other traders know certain things.

Here Are the Survey Questions

So while I'll continue to answer my readers' questions via e-mail, I knew that other traders could benefit in a BIG way from the answers I've been sending out day after day after day. Furthermore, I had been putting the finishing touches on my new swing trading course, and I wanted to make sure I didn't miss anything that my students wanted to know about stock swing trading before I sent the course off to the printers. That's why, with the help of my computer-prodigy son, Greg, I conducted an online survey.

In this survey, I asked two simple questions:

1. If you could sit down and have lunch with me, what are the top two questions you would ask me about stock swing trading?
2. What do you primarily trade? (Stock, Forex, Futures, Options, Other).

That's it! I sent this survey out to my readers and honestly, I was only expecting a few dozen responses. But something interesting happened. The survey spread like wildfire and ended up going out to over 20,000 traders around the world in just a few days.

I Discovered Something Amazing About the Questions Readers Asked Me

As you can imagine, I got way more than a few dozen responses to the survey! I was totally overwhelmed at first because I didn't know how I could find the time to sort through all the questions people asked me. Thankfully, Greg wrote a quick computer program to help me organize all the questions into categories, which made it much easier for me to answer them.

But before I even answered the first question, I discovered something amazing: Most of the questions were indeed from traders who were struggling just to get by in the markets. They asked me questions

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about what I considered to be very basic “truths” about trading. They were earnestly looking for my help.

And then I got excited.

Why? Because I knew I had the answers to their questions, and I knew that I could probably help them out.

I truly believe that if all traders clearly understood and acted on the information contained in this special report, there would be many more successful traders in the world.

So that’s the quick story about the survey. Now let’s get right into the nitty gritty and clear up these questions once and for all about stock swing trading.

What the heck is swing trading, anyway?

Swing trading is a commonly used term to describe any method of trading whose trade duration lasts from a few days to a few weeks using daily charts. Position trading, on the other hand, is any method of trading whose trade duration lasts from weeks to months. The next category would be investing, which is typically viewed as being in a position for months to years.

Swing trading gets its name from putting on trades that attempt to capture swing moves typical of a bull market from a swing low (when the market corrects down after a sustained rally and then begins to go up once again) to a new swing high which would mark the end of the new rally. Or in a bear market, where the market makes a swing high (when the market rallies up after a sustained move down and then begins to go down once again) to a new swing low which would mark the end of the new leg down.

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Figure 1 – Swing Trading Examples

There are many methods available that can be classified as swing trading methods. Some are good and some are not.

I believe that swing trading with the right method is the best way to trade in the stock market for a few reasons.

1. I believe that the trader has the opportunity to achieve the greatest gain for the time invested, meaning that only end of day data is considered in making trading decisions and consequently **it is not necessary to sit in front of a computer all day long** during market hours.
2. With swing trading you have the opportunity to use your account dollars more efficiently. For example, if it were possible to gain 10% in one trade lasting for 3 weeks, and then redeploying those same funds in the next trade opportunity, wouldn't that be better than tying up those same funds for a 1 year trade that yielded 10%?
3. I believe you can use much tighter stops than is possible for methods aimed at longer trade durations.

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What part of a trend has the greatest potential for swing trading? (NEW)

The goal of swing trading is to capture relatively short, quick moves in the market based on technical analysis. This usually means that the swing trader is trying to trade with the trend for another leg up after a correction within a bull move or another leg down after a rally in a bear move.

There are many ways to define the prevailing trend, but one thing they all have in common is that ***a new emerging trend is never obvious until a bottom or top has been made*** and the market is well on its way to moving in the direction of the newly established trend. By definition then, ***the trend trader will almost always miss the first third of the move for the new trend***, not knowing it is a new trend until that point.

Likewise, the last one third of the move for the now aging trend is never obvious until after the trend is over and a counter trend begins. This makes it very difficult to trade the first and last one third of the prevailing trend profitably and is the cause of much frustration among swing traders who are having a difficult time identifying the prevailing trend.

A far better way to trade is to stand aside from the first one third and be prepared to breakeven or be stopped out on the last one third of the trend and go after that middle one third, where the probability of being able to know the direction of the prevailing trend is high. ***It is the middle one third where all of the opportunity lies.*** So I believe you should wait for the prevailing trend to show itself and then swing trade on corrections and rallies within that middle one third.

In the words of Bernard Baruch, "Don't try to buy at the bottom and sell at the top. It can't be done except by liars."

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When looking at a list of stock candidates that meet specific setup criteria, which ones are most likely to move in my favor? (NEW)

When you're swing trading, you're trading off technical indicators. But what you're doing is you're *trading*. You're not picking a stock based on fundamentals, based on a great new drug to cure all ills of the human race; or based on a new gold mine discovery, or a pending merger, or great earnings forecasts.

Those are fundamentally based stock picks. The reason I make that point of difference is when you're trading, you're trading a technical setup. You don't know if any stock is going to run from here to the moon or just zig-zag sideways. There's no way to know that. ***It's not knowable.***

However, I do know that this technical set up gives you a higher probability than not that the market's going to move in your favor, at least for a while, and you want to take advantage of that.

Or if it doesn't move in your favor and reverses, it's likely to reverse and go down for a while, and you want to take advantage of that, too. And, you want to be prepared to take advantage of a long run, a moon shot.

But given the "hard right edge" on any stock chart, you have no idea what's going to happen to the right of the chart; none. It's unknowable, and anyone who tells you it's any different is just kidding you.

So whether you're trading ABC or XYZ stock, it doesn't matter. I know that's a hard concept to grasp, but it doesn't matter in the sense that as long as the technical setup occurs, that's what you should be trading. You're trading that setup. You're not so much trading the stock in a fundamental sense.

So when people say, "Well, which of these 20 stock candidates should I trade? Which one is most likely to go up," the answer is that they're all equally likely given the same setup.

So the good news here is that you don't have to know which one of those 20. You only have to pick one of them or two of them on any

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given day to trade. And with a good trading method, you've got plenty to pick from, usually. Now that's a pretty good deal.

How do I find the next big mega trend to swing trade? (NEW)

I have found that it is important for a swing trader to understand what he is trying to accomplish. I believe the goal of the swing trader is simply to apply technical analysis to take advantage of counter trend moves by entering the prevailing trend at advantageous turning points to be able to ride the next leg in the prevailing trend.

That may be obvious to most swing traders, but I have seen experienced traders who think they are swing traders, but at the same time they are spending too much time trying to figure out what the next mega trend is going to be. Is it a bull market like the late 90's or a raging bear like 2000 to 2003? Also, they overanalyze individual stocks and industry groups, trying to find the few that are sure to triple in value or that are going to collapse at any time offering a great shorting opportunity.

One of the beauties of swing trading is that you don't have to worry about the mega trends or try to guess which stocks will do best. You are simply focused on trading counter trend moves within the prevailing trend based on technical analysis that you apply to any stock, no matter what the mega trend is or is not doing. With a good trading method, you will automatically be trading with the mega trend if one is in progress, and when the overall market is mixed, you'll be trading both longs and shorts as your method dictates.

How do you quickly and easily find good stocks to swing trade from the over 8,000 available?

With the fine charting software that is now available, scanning the over 8,000 stocks for the select few that you want to focus on for the next day's trading has become a relatively easy thing to do.

Besides good charting software, I believe the key to easily and quickly finding the right stocks to trade depends on the effectiveness of the method you use in your trading. If you have an effective method that

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is straightforward, uses only a few indicators, and is easy to apply to the markets, that same method will be able to be used to develop the search criteria to be utilized by the stock scanning feature of your charting software. And on the contrary, if the method is too complex and difficult to apply to the markets, it will also act as a hindrance to the stock scanning process.

The basic idea is to develop search criteria that mimics the setup conditions of the trading method being used. In that way a list of stock candidates is generated that generally meet the setup conditions. From that list, visual inspection of each stock's chart is required to assure the setup conditions are in place and then to formulate a trading plan for the next day following the entry rules of the method being used.

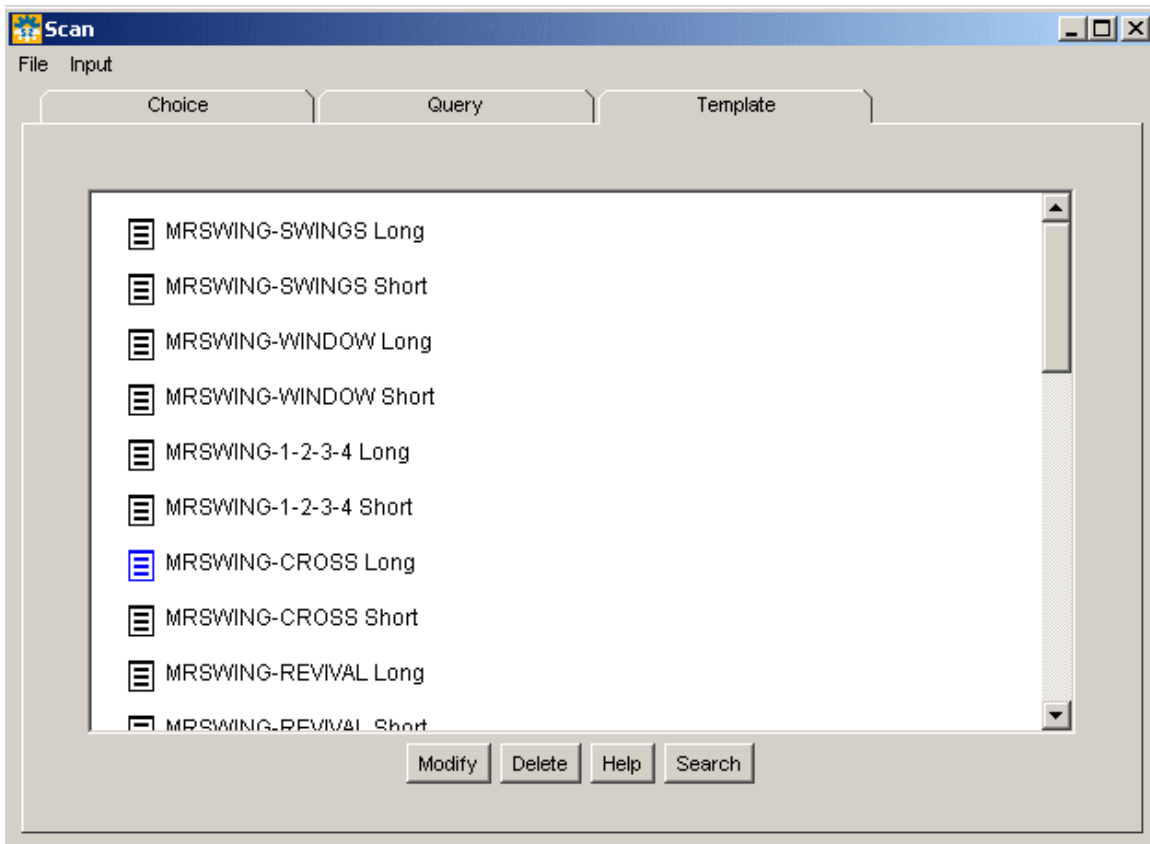


Figure 2 – Stock Search Example with [SwingTracker](#)

I believe all stock search criteria should include a filter for volume and price. Where volume should be at least 1 million shares a day and price from \$10 to \$200. High volume is desirable to insure liquidity in the market and also higher volume stocks tend to be optionable for you option traders. Lower priced stocks are usually not

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worth trading, because they are low for a reason and most of the time they stay low, only a few ever breakout to higher levels.

What is the best way to predict the market direction?

This is a great question, because there are countless analysts in the media, at the brokerage firms, as well as newsletter writers all trying various ways and methods to predict the next move in the broader market indexes, such as the Dow Industrials, S&P 500, and NASDAQ. And the truth is, ***they simply are not able to predict these market moves with any accuracy.*** Remember the dot-com bubble?

So where does that leave you as a swing trader? Well, I believe it is best to have a good method of trading individual stocks (or options) that identifies high probability trading opportunities irrespective and independent of the supposed outlook for these major market indexes. Rather than try to predict the general market direction, I believe a good trading method will help you get positioned in individual stocks that have a good likelihood of moving in the desired direction that will, in turn, be supported by the general market indexes. In other words, I believe it is easier to analyze individual stocks for good trades than it is to analyze the general market indexes. But just because it may be easier, doesn't mean you have to be (or can be) right all of the time. Of course, that's why you should use good money management principles and stops.

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With many trading methods and systems, why are there so many uptrend stock candidates when the stock market drops, and why are there so many downtrend stock candidates when the stock market jumps? (NEW)

When the market drops within an uptrend, the time to buy may be at hand and when the market jumps within a downtrend, the time to sell may be at hand.

A common point of frustration among swing traders is that when the market drops hard starting another leg down in an already well established downtrend, they want to be able to find good short setups to be able to participate in the down move. But ***oftentimes it is too late to safely short the market because by the time it is apparent to one and all that a big down move is occurring, the end of that down leg is probably not too far off*** and a counter trend reversal could occur at any moment.

Likewise, when the market jumps "unexpectedly", starting another leg up in an already well established uptrend, those same traders want to be able to find good long setups to be able to participate in the up move. But again, it is often times too late to do so in a prudent manner.

The solution to this dilemma is to already be positioned at relatively low risk points with stock positions that are in line with the well established trend, so that when the next leg drops or jumps, the trader is already on board in the right direction with well defined planned risk and much potential. To do this consistently, a good trading method is required that when followed unemotionally should get you into the market at optimal turning points before they are obvious to everyone, and keep you from chasing a market that has already gotten away.

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What are the best indicators, chart patterns and methods used for swing trading?

At last count there were well over 100+ indicators and many chart patterns, as well as many swing trading methods. Some swing trading methods are good, but many are not.

I believe utilizing a few, simple indicators and patterns in an uncommon way can be the basis for a very powerful, even great trading method.

The tendency of amateurs is to over-complicate things. They want to use (or misuse, really) too many indicators and patterns, and think that to be successful, there must be a bunch of complexity that is required in a good trading method. Nothing could be further from the truth. Simple is better, by far, for several reasons.

1. Using too many or the wrong indicators is counterproductive, as the information that those indicators provide is counterintuitive and just plain misleading.
2. Using a few simple indicators in a uniquely powerful way can provide the right information necessary to make good trading decisions.
3. With the right indicators and patterns, you will be far more likely to trade with discipline because you will be able to understand an objective set of rules that the right indicators and patterns can provide.

Let me comment on a phenomenon that I see time and time again. Hopefully, you will not fall victim to this. Here it is: A trader will research a new trading method and ultimately buy it. They quickly flip ahead to what they consider to be "the meat" of the method, and totally ignore the more-important aspects of risk management, discipline, and psychology. Then they examine the method, looking for a big, mysterious, jaw-dropping "secret" that will let them predict each and every market move like a modern-day Nostradamus. They look for a complicated formula, or they look for some cryptic combination of indicators that ***must*** be good, because they just look so complicated! Wow!

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Often, if the trader happily finds this mess of complexity, they'll burn themselves out trying to apply it. They'll become frustrated when the method doesn't work. Or, they'll blame themselves for not being smart enough to understand or apply the method. Then they'll put the method on the shelf, only to occasionally glance at it in wonder from time to time. Wondering why they couldn't get what they still assume to be a great method to work for them.

But here's what also happens sometimes. In the example above, after the trader discovers that "the meat" of the method is very simple, easy to understand, and only uses a few common indicators, they become perplexed. Some even become disappointed. After all, in their mind, they expected some labyrinthine skeleton key that would unlock the mysteries of the markets once and for all. These traders will sometimes instantly give up the method and send it back – just because it's not "complicated" enough.

What?! That's just crazy. But I have to admit, I went through a period in my younger days when I thought a bit like that. Time and experience have finally taught me, and much to my relief, that complicated is usually not good, and simple is almost always better. If those traders that are still cursed with that "complexity mindset" would just try a "simple" trading method, they would be doing themselves a HUGE favor (not to mention, potentially, their trading accounts). This goes for both true beginners as well as traders who think of themselves as "experts".

Again, the key here is simple. ***Use just a few indicators, applied in a manner that is not the usual textbook approach.*** That is what can give you an edge trading the markets.

What are the best timeframes for trading stocks?

In theory, there is no one best timeframe in which to trade. You have your choice. You can trade on an end-of-day basis, like most people do using daily charts. You can even trade weekly charts for longer term position trading. You can go the other way and day trade - 60 minute, 30 minute, all the way down to 5 minute charts. ***The key is to pick a timeframe that is suitable for your own personal trading goals.***

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Having said that, in my opinion, the goal of trading should be to make as much money as possible within strictly defined risk parameters with as little time as possible required by me to analyze and trade the markets. In my opinion, that would rule out day trading for a few key reasons.

1. It has been well-documented that if a trader has not been successful trading daily charts, it is highly unlikely that that same trader will be successful day trading. The fast pace of day trading, requiring instantaneous analysis and decision making in a market environment offering limited moves within the timeframe being traded is so demanding that very few traders can hold emotions at bay and trade in a disciplined fashion.
2. I believe there is far more profit potential swing trading daily charts.
3. Day trading requires several hours per day staring intently at a computer, always on a razor's edge, ready to act immediately whenever conditions dictate. In contrast, swing trading end of day daily charts can be done with 30 minutes of analysis each night after the markets close in the quiet of your home. You place orders for the next day, allowing you to go about your business the next day whether it is work, a family commitment, or a round of golf.

I just simply find that swing trading offers far more freedom and use of my time than day trading. And I also believe that it gives me a much higher probability of success.

What strategy do you use to find entry points?

The general approach that I use is to develop specific setup conditions that, when present in the market, indicate that I should be on alert for the possibility of entering into a new position. ***So the first thing is to identify the conditions that occur relatively infrequently in the market, but that when they do, a high probability opportunity awaits.***

This is a very important concept, because one of the keys to successful trading is to wait patiently for the prime opportunity to enter the market. Amateurs too often become impatient and want to trade for

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the sake of trading and consequently enter the market under other than ideal conditions. This greatly reduces the chance of a successful trade.

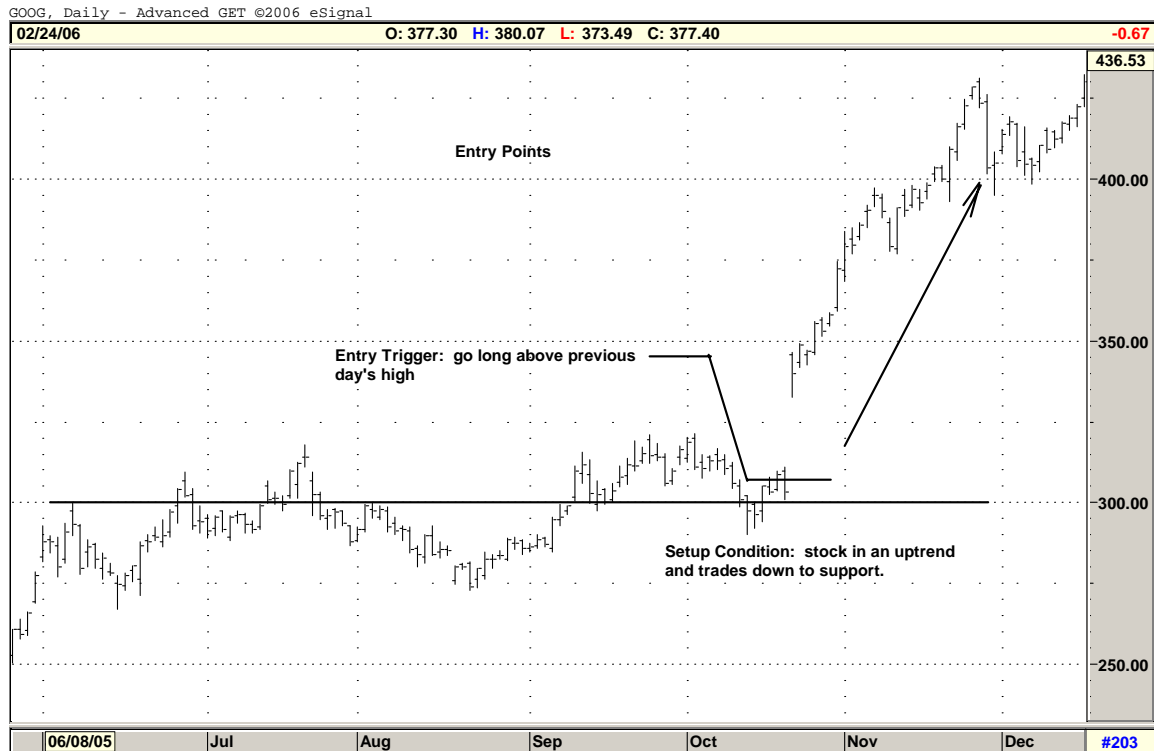


Figure 4 – Entry Point Example

Amateur traders that do this are, in effect, trying to force the market to come to them on their terms. Guess what? The market doesn't care! It's going to do what it is going to do and there is nothing the trader can do about it except for one thing. And that is to wait for the market to develop according to predefined setup conditions and only when that happens is it appropriate to consider a trade. In that way, the trader is not forcing, but waiting for the market to come to them, which is a world of difference.

Another key concept to find entry points that is common to most types of swing trading is to attempt to buy into support levels and sell into resistance levels. The success or failure of this attempt lies in the robustness of the setup conditions defined in the trading method.

Once the setup conditions are in place, specific entry rules need to be followed to "trigger" the actual trade. For example, you follow a stock scanning process and identify a stock that meets the setup conditions for a long trade. Now, depending on the trading method, the entry

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order could be a Stop order that says, "Only buy if the market trades above a certain level" which confirms the resumption of the uptrend. Or, it could be a Limit order which says, "Buy only if the market trades down to a support level", defined by a moving average or Fibonacci level.

There is no one right way to do this. However, ***the precise entry trigger point has to be integral to the other features of the overall trading method, including planned risk in the trade.*** The entry point rules of the method, by necessity, will determine the stop loss point and consequently planned risk in the trade. The two go hand in hand.

Isn't selling short risky? (NEW)

As a successful trader, a very important tool in your arsenal is the ability to sell short. This is a tool that amateur traders are often discouraged from using because it is deemed "too risky" by conventional wisdom.

This belief stems from the fact that a long position has a limited risk because it can only go to zero but a short position has infinite risk because there is no limit to how high a price can go against the short position. But clearly this is a very limiting way to look at the situation.

All you have to do is to simply use strategically placed stops to limit the planned risk in a short trade just as is done by the prudent trader for a long trade. In so doing, ***the short trade becomes no more risky than the long trade.*** In fact, I would argue that in a downtrend that has the potential to turn into a full fledged bear market, ***long positions without a doubt are far more risky than short positions.*** Furthermore, the profit potential of short positions in a bear market can be greater than long positions in a bull market; because in bear markets, prices tend to fall faster than they rise in a bull market.

That is why it is so important to be able to sell short in a weak market. But in order to do so, you must have a method that identifies low risk, high probability trades complete with setup conditions, precise entry points, as well as stop loss and profit exit strategies.

Selling short is advertised as a mysterious process that only a few understand. But that is simply misinformation plain and simple.

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Selling short is simply the reverse of buying long. When a trader sells short, he in effect borrows the stock from the broker's inventory and sells it at a price in hopes of buying it back at a lower price, thereby making a profit on the transaction and then returning the stock that was borrowed to the broker. There's nothing complicated about that because the broker does all the work. All you need is a method to get short, protect the position and a plan to exit profitably.

In summary, when the market is going up, you will want to be in mostly long positions. When the market is going down then it stands to reason you will want to be in mostly short positions. There is nothing mysterious about shorting the market. This is just common sense and all you need is a good method to know how and when to identify these opportunities to potentially profit from a bear market just as you would in a bull market.

How do you determine the initial stop loss, trailing stops, and exit points?

Besides money/risk management, I believe this is one of the most important questions regarding a good trading method. It should go without saying that as soon as you enter the market with a new position, an initial stop order should be entered to protect the position against an adverse move in the market. If such a move occurs, as is often the case, you want your position liquidated and out of the market with a minimal loss.

The consequences of failing to do this are that you will not be successful at trading, period. In fact, ***every trade you put on, you should plan to lose, so that you are sure to place your stop loss order.*** Otherwise, what would have been a small loss turns into a big loss, throwing the entire risk/reward ratio out of kilter against you.

That being said, where should the stop be placed? The short answer is, "Where you don't expect the market to go"; or, more specifically, where the assumption in putting on the trade is no longer valid. For example, if a long position was entered into above a swing low signifying support in an up trending market, an initial stop could be entered below the swing low because if the market does go there, support (as defined by that swing low) would have failed, and there is no longer any reason to be long the market – so get out! Don't wait

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around for it to come back in your favor because the odds are against it.

If the market goes in your favor once the initial stop is in place, then you need a set of rules that will allow you to exit the market profitably. This poses a real dilemma. If you exit too soon, you will secure a small profit, but miss out on all those big moves that occur (and the big profits that go with them). On the other hand, if you wait too long to exit, the market may reverse and take away all of your open profits and even put you into a loss position.

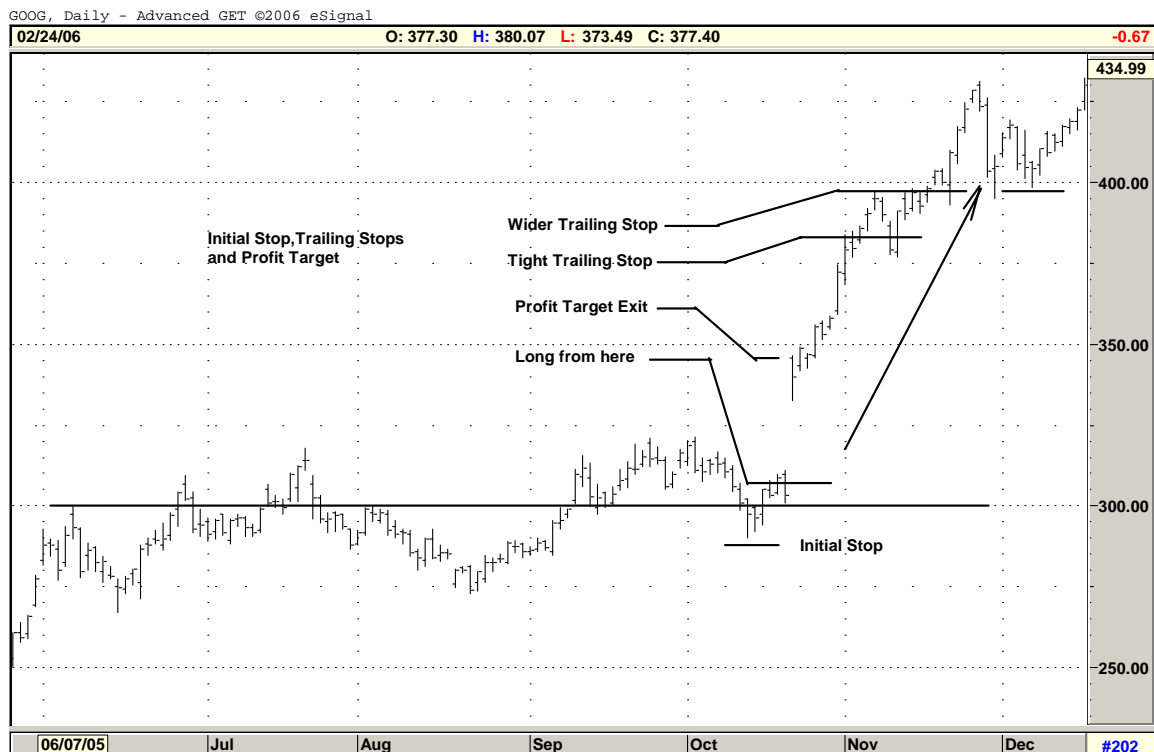


Figure 5 – Initial Stop, Trailing Stops, & Profit Target Example

So what do you do? Well, the first thing is to realize that there is no method that can forecast whether or not a particular move will:

- Go against you immediately
- Go up only a little before going back down
- Go up a lot in your favor

For example, after you enter a long trade in an uptrend, there's absolutely no way to predict what will happen next (contrary to what the so-called "gurus" tell you). Because of this, you absolutely need an exit strategy that is effective for all outcomes.

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How much money should be allocated to each trade and what size account is required to swing trade?

This is the most important question of all. Without following sound money management principles, there is no chance of success in trading the markets. It has often been said that a trader with a great trading method but following poor or nonexistent money management practices will end up a loser. But a trader with a mediocre trading method with good money management practices could end up a winner. Amateurs tend to risk far too much money per trade, while professionals and seasoned traders error on the side of conservatism and risk as little as possible on each trade.

There has been much written on this subject, much of it involving statistical formulas (such as optimal-f) that indicate the appropriate amount to risk per trade for maximum profit potential. The problem, however, is that unless you have a degree in statistics, you will not be able to follow this model simply because you will not understand it. This is not a good way to protect your account, in my opinion.

I have only one rule when it comes to money management

I have found that in order to muster the discipline to always follow sound money management rules, they need to be effective and easy to understand. And so I have only one rule when it comes to money management. ***Never risk more than 2% of your account size on any one trade.*** That means if you have a \$20,000 account do not plan to lose more than \$400 on the next trade. For example, if your long entry point was at \$40 and your initial stop was at \$38, you would have \$2/share of risk in the trade. Dividing the \$2 into \$400 ($400 / 2$) would give you a maximum of 200 shares for that particular trade. You can also then determine the account size you would require to trade certain sized positions by doing this math in reverse.

This money management rule is easy to follow and it is effective. It will protect your account from far worse damage otherwise. Using the example above, if you had three losing trades in a row your account could be down to \$18,820. If you had risked 10% per trade, your account could be down to \$14,580. That's quite a difference. Now ask yourself if you could maintain your discipline and take the next trade

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when your account just lost over \$5,000 or 25% of its starting value in just three trades. The answer for most traders is **no**. So never put yourself in that position. It's not necessary and it is certainly not prudent.

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What charting software is required for swing trading?

Any good charting software should be sufficient for swing trading. Thankfully, there is good, affordable charting software available today that meets all of the swing traders' needs, including the appropriate indicators as well as the ability to scan the over 8,000 stocks available for trading with very selective criteria.

A word of caution, however. Often times, amateurs will already be using charting software that is provided by their broker or is available for free on the internet. This software is usually inadequate as it does not have the necessary functionality to meet the swing traders' needs.

The big mistake that many of these traders make is that they will constrain their trading method by this limited charting software. This is probably the worst way to try to save money as the usual experience is that such a trader will suffer poor performance in the market as a result of depending on this limited software. This is completely unnecessary given the very inexpensive good software that is available today that does meet the needs of the swing trader. So the message here is don't fall into this trap.

The bottom line is this. If you can't afford to pay for a low-cost (but good) charting software program, you may not be in a position, financial or otherwise, to be a trader. "Low-cost" is a relative term, but if you're truly serious about trading, spending a few hundred dollars for software and a few dozen dollars per month for good data should not cause you any heartache. If it does, you might not be ready to be a trader.

The good news is that there are some amazing, low-cost charting programs available right now. In fact, one that I recommend quite often is TeleChart, available at www.tc2007.com.

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How can I find a method that works almost all of time with minimal or no losses? How can I avoid losses?

I call this the "Holy Grail Syndrome" and, of course, the Holy Grail of trading simply does not exist. I never used to believe this and was forever looking for or trying to develop the method or system that would always win with no losses, or certainly never two losing trades in a row. I wasted years of my life with this false impression about what it would take to trade successfully. Don't fall into the same trap.

While the holy grail of trading does not exist, nor will it ever; thankfully, it is not necessary in order to be successful.



What is necessary is a trading method that gives you an edge in the market, the discipline to trade it and of course sound money management. That sounds simple, and in some respects it is, until you factor us humans into the equation. Consider these questions.

1. Do you have an edge in trading the markets? What is it? If you don't know, then you do not have an edge.
2. And how about discipline - can you really follow your trading method without fail, especially after two successive losing trades? What about three? Or will you drop the method and search for something else? When that happens the "Holy Grail Syndrome" is at work.
3. Then there is money management. Are you allocating the appropriate level of funds and controlling the degree of risk on each trade?

The reason most traders lose is that they cannot answer yes to all three questions listed above. And I believe that the key to mustering the discipline needed to be a winner is to have a method that does indeed provide a winning edge, that is relatively simple to apply, and that uses sound money management practices. Only then,

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in my opinion, can one muster the required discipline to trade effectively.

So do yourself a favor and abandon the search for the Holy Grail. Instead, find a good trading method that fits with your personality, apply sound money management practices, and trade it with discipline.

What about trading discipline? Is it hard to face losses even with a good method?

The quick answer is that without discipline you will end up a net loser. There is no getting around this. But the good news is that if you are able to muster the necessary discipline to be successful, you will have a big edge over the many, many traders who do not have that discipline.

Trading with discipline is certainly easy to understand intellectually, but difficult to do emotionally. There has been much written on this subject. In my own experience I have found that in order for me to be disciplined in my trading, I need to use a good trading method that I have confidence in, I need to follow sound money management principles, and I need to be mentally alert and focused when I am analyzing the markets and making trading decisions in line with the method that I am using. If any one of those three elements is missing, I will not be disciplined, it's that simple. And I suspect you are the same way.

So even with three losing trades in a row (which can and will happen, even with the very best method), by using sound money management practices and having confidence in my method, I will be able to handle those small losses. This is because I know that over a series of trades, I have a high probability of being successful, but only if I stick to my method.

Can I use options with swing trading?

The answer is unequivocally, yes, with one major condition. The condition is that you have been properly educated and trained on trading with options. Options present the opportunity for greatly increased leverage, but also increased risk if you do not use them

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properly. On the other hand, if used properly, ***options (vs. positions in the underlying security such as a stock) can actually reduce the risk in a trade while at the same time maintain the leverage on the upside.***

There are many things to know about options. There are the basic mechanics on how options work and then there are the various risk factors inherent in options. Those risk factors are measured by what is referred to as "the greeks." The greeks include delta, gamma, theta, and vega; each measuring a different aspect of risk. You need to understand each of these risk factors before trading options as well as the risk curve for each option strategy that you use. Having said that, here are a few basics and one strategy (of the many available) that I believe is a simple, but effective use of options.

A call option is the right to buy the underlying security at a specified price (called the strike price) by a specified time (the expiration date). If the underlying security is trading below the strike price, the call option is said to be out-of-the money. If the underlying security is trading above the strike price, the call option is said to be in-the-money. And if the underlying security is trading at the strike price, the call or put option is said to be at-the-money. A put option on the other hand, is the right to sell the underlying security at a specified price by a specified time.

The price of an option has two components, intrinsic value and extrinsic or time value. One of the key attributes of an option to understand is volatility and its impact on the option price. The higher the implied volatility, the higher the extrinsic value will be and the higher will be the option price.

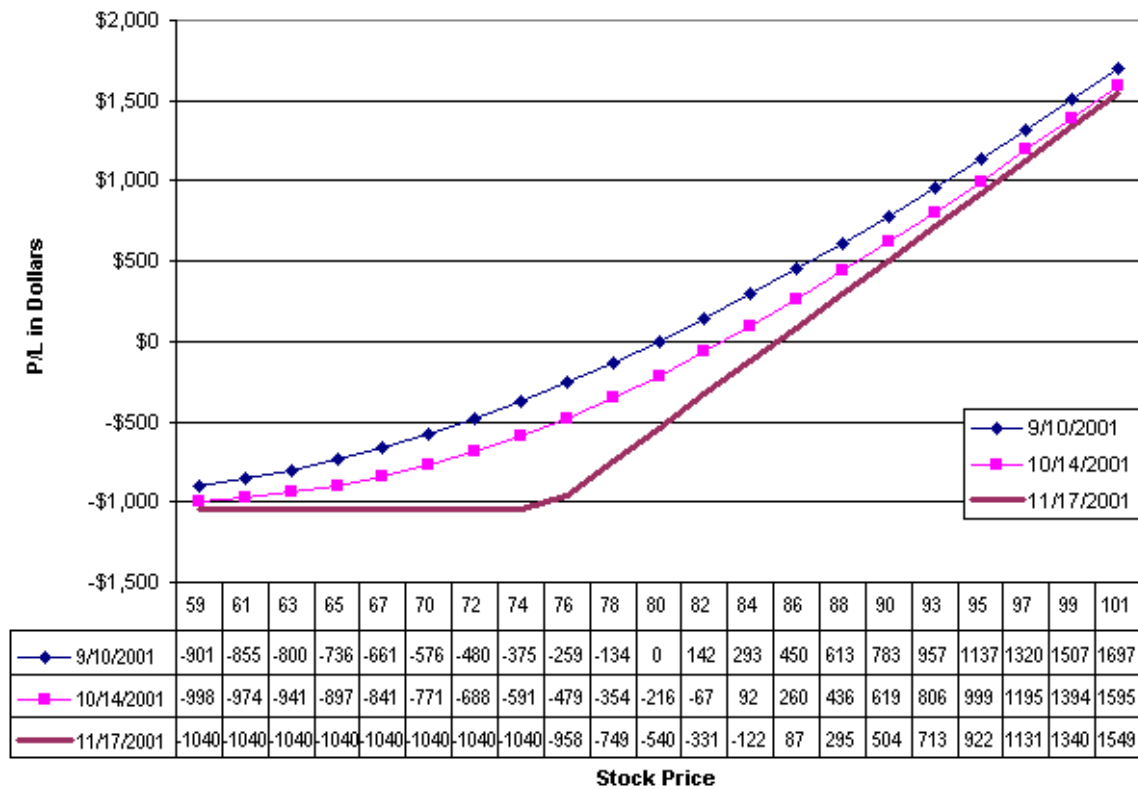
For example, if the stock for a Nov 75 call option was trading at \$80 in September, the option could be priced at \$10.40, that would be \$5 of intrinsic value ($\$80$ stock price - $\$75$ option strike price) and $\$5.40$ of extrinsic or time value. As expiration date approaches, the time value will "decay" down to zero at expiration. So when you own options with extrinsic value, you are fighting time.

Here's a graph of the risk curve for the Nov 75 call option to further illustrate this point, compliments of Value Line. The vertical axis is the profit & loss of the option position (if the option was bought for $\$10.40$ on 9/10/01) versus the horizontal axis which is the stock price. There are three curves plotted. The blue curve shows the impact on profit & loss at different stock prices as of 9/10/01. The pink curve shows the

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same thing but as of 10/14/01 and is lower than the blue curve due to time decay. And finally the brown curve also shows the same thing but at option expiration on 11/17/01 and is lower still as time decay has now driven the extrinsic value down to zero.

In-the-Money November \$75 Call at \$10.40



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A simple swing trading options strategy

Now here's a simple strategy to use when swing trading. Instead of buying the stock, buy a 2 strike in-the-money call option with at least 90 days until expiration. Most of the price of this option will be made up of intrinsic value and therefore move 80 to 90 cents for every dollar the stock price moves. In so doing, you will have minimized the effect of time decay and own an option that will mimic the movement of the stock with much less capital tied up.

There is one caveat: the option must have an open interest of greater than 1,000 to assure liquidity, allowing easy entry and exit with a decent fill. And for swing trading, this is what you want; an easy way to buy the option and an easy way to sell the option when the trade has concluded.

The foregoing example is for illustrative purposes only and does not constitute a thorough education on options. But I wanted to give an example of one strategy that you can employ after receiving the proper education. I believe options can be very rewarding with the proper education or an absolute disaster without it.

Gradual Improvement to Trading Success

As you know, there's a TON of trading information online (and offline, for that matter). So where do you begin? Well, trading is very personal business and I've always maintained that you need to trade with a method that fits your emotions, trading style, and personal lifestyle.

Some traders whine and complain about spending money to learn how to trade. Or they moan about having to subscribe to a monthly datafeed service for good trading data. ***I just don't get it!*** Trading is a serious business. In the broader picture, I believe spending money on trading education or on charting software is an absolute necessity for quickly reaching your trading goals. Sure, you can go to the library or read every free article you can find online. I don't know about you, but I've never had that much free time. I look at it this way. You're going to spend the money one way or another learning how to trade; either in losing trades over time, or upfront in good trading education.

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Let me be clear. This report is not a trading method. It's merely a collection of questions and answers. Yes, I believe it contains some very good information that can be used with any trading method on the market, whether it's your own or someone else's. But this information is only one piece of the larger trading puzzle.

Personally, if I can learn just one new insight or one new nugget of information when I'm evaluating a new trading method, then whatever time or money I invested in it was totally worth it to me. As you become a more experienced trader, you'll see some of the same concepts covered again and again in various trading methods and courses. But that's OK! Remember what I said about simplicity. You don't need an overly-complex method to be successful. If you learn just one new technique, or if you see a familiar concept rephrased in a way that creates new clarity for you, then your time and investment in that method should have been well worth it. This is making gradual improvements to your trading success over time, and it's something I believe all traders should strive for.

Survey Summary

I really enjoyed conducting this survey on stock swing trading, and I would like to personally thank everyone who took the time out of their busy schedules to send me their top questions. I hope you learned at least one new thing about trading by reading this report. Or, I hope at least I validated some of the "truths" that you already know to be true.

In the future, I'll probably do some more surveys on various aspects of trading. I discovered that it's a great way to quickly find out what my readers and students are looking for, and I'm happy to provide as much information as I can to guide them in what I believe to be the right direction.

Incidentally, of the traders that took the survey, 41% of them said they primarily traded stocks, 20% traded forex, 19% options, 13% futures, and 7% "other". While this report is focused mainly on stocks, it should be helpful regardless of what you like to trade.

Profit Pulling Swing Trading Principles

Announcing “Quantum Swing Trader”



Figure 6 – Quantum Swing Trader

Finally! After months and months of development, my long-awaited “Quantum Swing Trader” home study course was released to the public, but in strict limited quantities.

I am extremely proud of this product. It’s essentially the culmination of everything I’ve learned about teaching students how to trade the markets over the past 5 years. In this course, I spend equal amounts of time teaching stock trading basics, the unique “Quantum Swing Trader” method, and even show you more advanced options trading techniques.

Why Is It Called “Quantum Swing Trader”?

Let me just say one thing upfront: I LOVE TRADING. I have plenty of methods that I’m happy with, and I’d be happy if I just traded those methods for the rest of my life. But I just get a kick out designing new methods and creating new ways to trade the markets, so I’m always tinkering away in my “trading lab”.

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One day last year while experimenting with a new approach, I discovered a way to harness what I like to call the ***“DNA” of the stock market*** by leveraging those price points where the market becomes highly predictable. I found that these price points are inherent in the behavior of any stock price chart and help to identify the “signature” of each stock. With this information, you can get positioned for the potential moves that can occur at these points without having to know the direction or magnitude of the move.

This is a BIG DEAL! If that last paragraph didn't make sense, please go back and read it again. What this means is that with “Quantum Swing Trader”, I found a way to identify when a stock is either going to make a move UP or DOWN. And no matter which way it goes, I created specific trading rules that let you take advantage of those moves and ride them for a potential big profit. A key component of this profit-taking is using the “Free Trade” strategy I talked about earlier in this report, which I break down step by step in the course, so there's absolutely no confusion as to how to execute it properly.

You've probably heard of quantum physics before, which, in a nutshell, is about potentialities from which a single outcome is observed. Likewise, “Quantum Swing Trader” is about identifying points in the market where the market has the potential to jump one way or the other, up or down, but not stay the same. This is very powerful (incredible, even) information to have in order to take advantage of the next market move, ***no matter the outcome.***

I Had To Be Locked Up In the Recording Studio for Nearly a Week

This course is so huge I didn't think I would ever get it done. My son, Greg, finally had to lock me in the recording studio for nearly a week straight so I could record 7 CD-ROMs worth of step-by-step content. And it was a crazy week. When I was finished, I was exhausted, and then I took my wife to see the singing group “Il Divo”. But before I left, it was MY turn to lock Greg in the studio where he labored away for 4 days straight putting together the CD-ROM Tutorials.

This truly is a “step-by-step” course, not like other courses claim to be. I give you a 10-page Quick Start Guide that teaches you the fastest way to learn how to quickly and effortlessly learn and trade the “Quantum Swing Trader” method. Each CD-ROM Tutorial is a “video screen capture” that shows you exactly what's on my computer

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screen, and lets you hear my voice as I hold your hand from entry to exit, over and over again, until the "Quantum Swing Trader" method becomes crystal clear and fused into your brain.

And I'll go out on a limb right here and right now...I believe this course is far and away the best and most extensive stock swing trading course I have ever seen. I know that's a gutsy claim to make, but here are the facts. I've spent more money than I can remember (thousands and thousands of dollars) on trading systems and methods over the past 30+ years, so I believe I've seen nearly everything on the market. Based on what I've seen, I can't think of any other course that compares to "Quantum Swing Trader".

Many traders are going to be totally blown away when they learn the contents of this course. And not only that, the stock trading education market is about to get turned on its ear. This course is going to raise the bar so high that I personally think other sub-standard courses will need to be completely overhauled and re-done if they hope to compete with the quality, content, and effectiveness of "Quantum Swing Trader". I've invested a lot of my own money in making sure this course is absolutely the highest quality on the market.

How Quantum Swing Trader is Different from My Other Courses

If you've been learning about trading online, you may be familiar with my other trading courses that have been successfully helping traders from around the world succeed in the markets for over a year.

A common question I receive is, "How is this course different than your other courses?" The other one is, "If I already have your other courses, do I need this one?" These are fair questions.

Here's the answer: This course is different from my other courses in that it's specifically designed to be used solely with daily stock trading (my other courses were designed to be traded with various markets and various time frames). Further, it is my most in-depth and all-encompassing course to date. It also has over 4 times the content of my other courses, including a dedicated portion just for beginners.

And do you need it if you have my other courses? It really depends on you, because all my courses address a different kind of trading need.

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If you're only trading forex, for example, then "Quantum Swing Trader" may not be for you (even though you'll still learn a ton of valid and pertinent trading information). However, if you trade daily stocks, and are not 100% happy with your current method (if you even have a method), then you should seriously consider "Quantum Swing Trader".

Even if you consider yourself an expert and you aren't 100% satisfied with your current trading routine, or are just looking for a fresh approach to trading stocks, then I believe you'll still find massive value in "Quantum Swing Trader".

Anyone that knows me knows that I am all about seeking the truth and discovering trading tactics that **WORK**. I just don't care about the opinions or ideas of other so-called "gurus". I only care about **results**. And this is the exact reason I created my "Quantum Swing Trader" course. So I can teach hard-working traders (like you) more of the tactics that I have worked so hard to discover over the past 30+ years that can actually potentially improve their trading results and bottom line. **Period.**

"Quantum Swing Trader" contains seven (7) CD-ROMs of hands-on, step-by-step "video screen capture" tutorials that will let you discover the exact strategies and tactics that will help you find those spots in the stock market where it's either going to jump UP or DOWN. And I teach you how to potentially profit no matter which way the market moves. It also includes several "blueprints" that provide an easy, "at-a-glance" summary of the entire method.

But it doesn't end there. I also invested a lot of my own money in purchasing resale rights from another highly-respected trading educator for his best-selling *Trading for Beginners* eBook. Because I think this information is so critical, I also paid to have this 100 page eBook professionally re-formatted and printed out so you can have a hard copy to reference whenever you need it.

As I'm writing this, there are even more surprises that I'm going to include in the course, but I don't want to mention them yet until they're finalized. Let me just say that some of the "big name" trading educators have donated some amazing products that I'll be giving away with "Quantum Swing Trader".

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Video Trading Examples... And A Really Long Letter

I just put up a few video trading examples and some “insider” preview clips from my new course that you can **watch online right now**. These are part of a really long I letter I wrote for you that exposes all the details of my Quantum Swing Trader course. I have to apologize in advance for the length of this letter – it really is very long. However, I wanted to make sure that you had all the details that you needed in order to make an educated decision about claiming your copy of Quantum Swing Trader before I pull it off the market again. In fact, many readers tell me that reading this letter is an education in itself because it teaches some key trading concepts that most traders just flat out don't know about.

Go to this web page right now to read this revealing letter and watch the video clip examples:

www.quantumswingtrader.com/revealed

If you have any interest in securing a copy of “Quantum Swing Trader”, I urge you to just go to the page RIGHT NOW.

Why? For 2 specific reasons-

1. Quantum Swing Trader is not always for sale. Each time I put it on the market, I release a strict limited number of copies depending on how busy my support staff is. Usually, I only release the course 200 copies at a time because I want to make sure that I am able to support the next group of “Quantum Swing Trader” students. I just don't believe it's fair to sell 5,000 copies of this course when I know in my heart that there's no way I could support that many students right now.
2. Also, I limit each release to about 7 days. After those 7 days, I remove the order page, even if I have not sold all 200 copies. Why? Because I don't want to worry about shipping out more copies of “Quantum Swing Trader” every day. I don't want to spend time answering ordering questions. I would rather put my energy into making sure all my students that acted and purchased their own copy of the course during the limited release “window” understand the materials and have all of their questions answered in a timely manner.

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So I hope you see how serious I am about student support. Sorry if that seems harsh, but it's either 200 copies or 7 days for each release - whichever comes first. If I have copies of "Quantum Swing Trader" left over after the first 7 days, I will not sell these until I am certain that the serious students who "pulled the trigger" and secured their copies are successfully getting the support they need and things are running smoothly and flawlessly.

If you don't get your copy during one of my limited release "windows", I can't guarantee when "Quantum Swing Trader" will be available again. It may be 4 weeks, it may be 4 months... it could be a year. All I know is that if you have a chance to claim a copy of the course and you DON'T reserve your copy, you WILL have to wait to get a copy, and maybe a long time. This is not a marketing gimmick. Those that "missed the boat" earlier this year got locked out and could not order until months after the initial release. Here is exactly what you'll see on the enrollment page at the end of each expired release "window":

Sorry, This Offer Has Expired!

Thanks to everyone who already ordered their copy of **Quantum Swing Trader** during the limited-time 14-day release from August 1 - August 15, 2006. As mentioned prior to the release, Quantum Swing Trader is not currently for sale. However, after I am satisfied that my current Quantum Swing Trader students are well on their way to mastering the method, I may re-open the order page and accept new students. This could be as long as 4 weeks, 4 months, or more.



If you would like to be notified when new copies are available, please enter your name and e-mail below and I'll add you to my 'Notification List' so you'll have the first crack at getting a copy of Quantum Swing Trader once it becomes available again to the public.

Name:

E-mail:

[Add Me To The List](#)

So if you have ANY interest in picking up your own copy of "Quantum Swing Trader" you really need to hurry over to the website to find out two things:

1. If "Quantum Swing Trader" is currently available, and...
2. If I have any more copies left

I can't make any guarantees. You might find a web page that asks you to join my Priority Notification List. If you see this, I urge you to join because you'll be among the first notified when I put "Quantum Swing Trader" back on the market.

However, if you see the "Quantum Swing Trader" enrollment page, then you're in luck... but only if you act quickly.

PROOF!

Of course, the only way to know if "Quantum Swing Trader" is right for you is to try it out. Will it fit your personality and trading style? I honestly don't know, but I do know that chances are it will. Why do I say this? Because I have **PROOF**; irrefutable proof that "Quantum Swing Trader" is changing the lives of many of my students. They tell me again and again, day after day, how much they benefit from my courses, my teaching style, and my persistent and constant follow-up after they become a student.



Here are just a few of the comments I've received from my students. WARNING: This is a LONG list, and I get comments like this almost EVERY DAY.

"Thank you for putting together a **complete course** that details every aspect of the method. So many courses these days do not give you all the information needed to successfully trade, but your does! **My first trade in STLD has paid for the course!** Thanks!"

Eric Grunewald*
Wasau, WI

"Thank you for a great product. I have paper traded every stock listed on the Profit Feeder since March 3rd and have **actually traded some of the stocks myself with great results**. 73% of stocks that hit the trigger price have been successful with the 3% profit target and **have become 'free trades'**. Keep up the good work!"

Greg Winch*
Phoenix, AZ

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"Because I was tired of ending up as roadkill on the investing highway, I invested in Quantum Swing Trader. Thanks for putting the program together, Bill. **The course is quite simple and the method is clearly explained.** So much so, that after a short practice period, **I have been enjoying profitable trades right from the start.** Losers? Occasionally, but they've been small and far outweighed by the **many profitable winners.**"

Tom G*
Houston, TX

"What a great trading tool! Easy to master and use effectively, and most of all, **it really makes sense.** No secret formulas or hidden services that we're dependent on. **Just a clear, concise and methodical method for success.** Thanks again!"

Lee Zaretsky*
Austin, TX

"I understood the course very well. **I have had VERY good stock trading so far using your method.** I had been trading stocks for 3 months before buying your course with mixed success and only a little profit... I was really floundering! Then, I bought your course and **technical trading started to make sense.** Before actually trading with your method, I followed a few stocks from the Profit Feeder on paper using the Acharta charts. If my paper trades had been actual trades I would have made money. So I went ahead and made a few real trades (7). **I closed out the first step of 5 of them for a 3% profit in each case.** This is a much better record than I had before!!! My compliments to you on a GREAT course!"

Marge M*
Haverhill, MA

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"Thank you, Bill, for your customer support. Having an ongoing resource to answer real-world questions is invaluable. **Both my initial virtual and live trading have produced positive results and your 'scale out' strategy has given me the confidence to commit more funds to the Quantum Swing Trader method. It is truly a superior risk management technique** and your emphasis on discipline makes all the difference between success and failure. I look forward to your continuing insights and enhancements that will only improve the results. You, no we, have got a winner!"

Gary King*
Cape Coral, FL

"**This is one of the most complete trading courses I have seen.** It outlines step-by-step the trading criteria with tons of examples. The Profit Trader access was invaluable in helping me **improve my skills in recognizing trade setups.**"

Lori S*
Honolulu, HI

"The most important lesson I learned from experiences is to control the trading risks and **Quantum Swing Trader offers the answer** - 'free trade' money management. 'Free trade' money management... reduces my potential losses by 90% to 95%!"

H. Liao*
Belle Mead, NJ

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"Bill Poulos provides 'meat and potatoes' courses that, if diligently applied, produce results. I own two of Bill's courses -- Instant Profits and Quantum Swing Trader. Neither are 'get rich quick' schemes, but **both produce positive results**. But what I appreciate most about Bill's courses is the **constant support after purchase** to ENSURE that all course materials are fully understood and properly applied. All of my emails have been **promptly and thoroughly answered**. Profits Run courses are definitely **value for the money**."

Peter D*

Montreal, Canada

"Excellent job on your course! I've spent (literally) thousands of dollars on other courses, software, books, and subscription services - you name it. **Your course is by far the best, easiest to understand/implement, and the most complete I've come across**. I've back-tested it on some equities and it is **truly impressive**. The beauty of the course is in its 'simple and direct approach' to technical trading. You present your student with everything from how to get in, limit risk, reverse on a trade, and **ultimately take profits**."

Alex A.*

Tampa, FL

"Quantum Swing Trader gives workable criteria and search parameters for pin-pointing appropriate stocks for **trading more successfully**. One can eliminate the expensive offers by so-called experts to spoon-feed stock choices that usually don't work. **This also saves thousands of dollars of wasted money for such services**. Quantum Swing Trader certainly helps one learn to 'think for oneself'."

Russ Brenneman*

Muskogee, OK

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"Quantum Swing Trader (QST) has not only helped me to **increase my wins**, but I am now more disciplined in my trading approach and have become more confident! I am impressed with this simple yet powerful approach to trading. QST is working well for me! **It has become my primary trading method.** Recent picks ACI, PCU and FD have done and are doing very well. It almost seems like you can feel a good trade coming on. Your hard work is helping a lot of traders and it is appreciated much. Since QST makes more money for me than total losses, I didn't even feel bad about getting stopped out twice recently. **The cost of the method is outweighed by the reliability of the method.** Thanks Bill and Greg!"

Neal Morris*
Bermuda

"Thanks for your Quantum Swing Trader - **so simple but effective**. It helps me in my options trading. Keep up the good work."

Reg*
Sydney, Australia

"Congratulations Bill and Greg with the **very useful and powerful Quantum Swing Trader course**. It helps me in my belief that stock trading can be profitable. The knowledge that there is a skillful team to support me gives me all the **confidence to go into the market.**"

Tom Oltmans*
Huizen, Netherlands

"I have been looking for an easy to understand and easy to implement method for quite some time now, but have not found any as **simple and effective** as Quantum Swing Trader. The most important aspect I think is to be able to fully understand why I'm getting in to a trade and when I should get out, and **this method explains it all.**"

Martin Goodall*
Manchester, United Kingdom

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"I've been using Quantum Swing Trader for about two weeks and have had some **nice short trades work out for me**. In the past I have only tried shorting stocks a few times and just have lacked the confidence to continue doing it. I have a trade that I started out as a short, SUN, that I had stop me out and I reversed as per Quantum Swing Trader rules and I am out of my first 1/3 going long and **have a nice profit** and have moved up another 1/3 of my stops that will **give me further profits**. I would have never attempted trying to reverse a position without your Quantum Swing Trader program. Bill and Greg, thank you very much!!!"

Steve Lyon*

Fort Myers, FL

"Quantum Swing Trader seems to be a very good method and also seems to be **consistent**. And you are right - once all of the pieces are put together the work is done and it is nice to be able to just fire up the computer and do 8 **quick searches** each night and produce some **very good prospects**."

M. Richards*

Santa Fe, TX

"Quantum Swing Trader has been a wonderful way to discipline myself to **take profits before my winners turn into a loss**. Very good and very user friendly method. I'm already in **2 profitable trades early** (met the first profit target) and entered a third trade with options today which is looking good so far. All the course material was **explained very well**, so thank you."

D.A.*

Salt Lake City, UT

Profit Pulling Swing Trading Principles

"Quantum Swing Trader has been **fantastic**. I've worked with numerous models and studied many others; however, **this is truly the best**. I particularly like the discipline that it stresses. I have already learned to keep my hands off the keys until it's time to do so. Before I started trading with the Quantum Swing Trader model, I looked at a lot of charts to validate the accuracy of your model.... **and it works.... so often that it's a no-brainer!!!!** Thank you."

Harry Steinberg*

Potomac, MD

"Quantum Swing Trader is a **practical, commonsense, no-nonsense** approach and **I am delighted with my decision to sign up**. I am very optimistic that I will do well with this. Thank you."

Ken Acton*

United Kingdom

"Thank you Bill and Greg and to the Quantum Swing Trader team. Being a novice in stock trading, it's very encouraging the way **you honestly try to help your students**. With all the 'holy grail' offers out there, it's hard to earn an honest buck (especially in the stock market). I feel that **you are one of the sincere people who could really help individuals like me**. Keep up the good work and more power to all of you."

Carlos Pagkalinawan*

Burbank, CA

Profit Pulling Swing Trading Principles

"I received your course on the 28th (Tuesday) and started trading the Quantum Swing Trader way today (Thursday). You may think I jumped the gun, but I read and listened to all materials and felt that I was ready. I've been trading since last July and although I've made lots of money, I've not been able to hold on to it for all the reasons you cited in your materials. Your website preview material not only convinced me to buy your course, but **it changed my trading habits** so much so that in the week and a half that it took for your course to arrive, **I made about \$8,500 just using the techniques I was able to glean from your trade videos!** I'm very much impressed with your course, nice work!"

John Flanagan*
Pewaukee, WI

"The Quantum Swing Trader package made a good impression just looking at it. **Everything is professionally done**, and one feels one gets **value for the money**. I am on the third CD already and although I have been trading for 8 years now making good money without any system except going with the trends, I must say **you are doing a first class job demonstrating and explaining your method**. Here I am 75 soon and excited to learn something new. If my son ever gets laid off or my grandkids want to have income on the side **here is a method to start a beginner and set him right away on the right path**. Like you, I have spent thousands of dollars for trading systems and software and books, but **all one actually needs is a method like yours** and to follow it through. **I am very happy with what you are offering the investment community**. Thanks for all your effort."

Wolfgang Kredt*
British Columbia, Canada

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"Quantum Swing Trader is excellent. **Truly excellent and wonderful value for money.** I've been trading for many years but your method is just what I've been looking for - **simple, effective, and easy to comprehend** and follow and **takes very little time** to put into practice. I particularly liked your presentation, the professional video and hard copies, and also the fact that you provided many examples. **Well done** and thank you once again."

Roger Carpenter*
United Kingdom

"Just wanted to say that **Quantum Swing Trader is awesome.** I have tracked LVS from 49.97 all the way to 67 in 3 weeks. I already know options and with your Quantum Swing Trader course **it is only a matter of time before I am financially free** and can do my trading full time on a part time basis (hope that makes sense). I then look forward to being of assistance to you and your students as **I will have so much free time.** Let me know if you will need any help. Keep up the good work and I shall speak to you soon."

Mr. Mahomed*
United Kingdom

"**Great method!** I can't thank you enough for putting together such a **comprehensive trading plan.** The educational materials are **excellent** both in the information that you impart and the presentation. This will add much needed discipline to my trading."

Kurt Blasser*
Ponte Vedra Beach, FL

"Hi Bill, **great course.** You've obviously put in a lot of time and effort on the course, and **the graphics and illustrations are superb.**"

Richard Dunlop*

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"**I absolutely love this method.** Your personalized service really reinforces that my decision to buy the Quantum Swing Trader (QST) course was the right one. I have begun studying in earnest. I have reviewed the first six CDs, and viewed CD #4 - Trading Rules twice. I am getting more at ease with the method, and have begun paper trading my favorite stocks with **amazing success**. Bill is absolutely right when he says **this method is powerful!! I want to take the opportunity to express my great satisfaction with the course materials.** Obviously a lot of work has gone into this course to make it **as clear as possible**. The methodology, coupled with sound money management, is **VERY exciting**. I also very much appreciate the **added bonuses** that Bill has thrown in with the course. The Acharta.com membership is great. Best of all is the two month free membership to Bill's Profit Feeder service. I am finding this extremely helpful while learning the method. In summary, **I am very pleased with my course materials**, added bonuses, and the **personalized service** from Profits Run. I have been trading for a long time now, but with only mediocre results. I have really been missing a robust trading method in my arsenal. QST is the second course that I have purchased from Profits Run, and **I am very satisfied**. **Bill is ABSOLUTELY right**, and I have learned this from experience, that a trader **MUST** invest in his education to be successful. And your site provides honest education with follow up service. Sorry for the long e-mail, but **thank you for this great course.**"

Pierre Demers*
Quebec, Canada

Profit Pulling Swing Trading Principles

"Thanks so much for your prompt replies and support. I must say that your advice and instructions on Quantum Swing Trader (QST) are **AMAZING!** These are the kind of rules and guidelines that a trader has to be educated on and **I'm really glad for taking on your training package. No regrets!** It's sad that this was not available earlier, as I would not have lost the portion of my capital as I have now through other methods and training programmes. This is the first time I am strictly following rules and I intend to, because my trades make sense and give me the reason to follow such rules!! **My paper trades are already showing positives and I am into free trades after liquidating one third of some of the positions for the 3% profits.** It's just 2 weeks now and the excitement I get when I look into my trades is **overwhelming.** So it's gonna be another 2 months of paper trades for me and hopefully I will be geared up with confidence and without emotions to do the real thing, mechanically. Looking forward to report to you of further success. Thank you and best regards."

A M Kaz*
Singapore

"**I've started studying Quantum Swing Trader and I love it.** You have given me the **hope and confidence** I need to **trade well.** I am having more winning trades, even though it's not real money as yet. I know that I will perform better once I complete your Quantum Swing Trading course. Keep up the great work, Bill, and hope to meet you at one of your seminars in the near future. Send my regards to Greg. Cheers."

Sam Singh*
Bangkok, Thailand

Profit Pulling Swing Trading Principles

"I don't know why, but from the first time I learned to know more about you, **I felt like you could be my father teaching me a precious way to gain my living in another way than going to work every day.** I realize very well that this way of gaining my life will also ask a lot of discipline, what I am not afraid of anyway. I will go on with it anyway and hope to learn to **master your way of trading** as soon as possible."

Patrick Gouwy*
Belgium

"Congratulations. **Your Quantum Swing Trader course is great** and in my paper trading **I got an excellent performance.** Thanks, Bill. I train every day!!"

Heinz Lenhard*
Switzerland

"**I was so excited to get Quantum Swing Trader (QST)** and now that I have started going through the course I can see why you are so excited about it. **The CD-ROMs have made it easy for me to understand what an amazing technique QST is!!** I can already see the potential it has IF FOLLOWED correctly!! Until recently, I have had a hard time letting go of my losses and now that I am able to let go (without regrets), I am looking forward to being able to short the market, which I have always wanted to do, but have been afraid of until now as I was not sure what indicators, etc. to use. The great thing about your course is that with the CD-ROMs **it is like a classroom situation.** However, unlike a classroom situation, I can go over and over the parts that I do not fully comprehend the first time. I have been using your workbook along with the tutorials and **last night I had a real 'light bulb' moment where everything just fell into place** so I went over the charts that I have been watching and could easily see QST in action. I know that I have gone on and on about QST, however I am so excited about this that I wanted you to know. Thank you for sharing your knowledge, and making QST so user friendly!! Congratulations to you and Greg!"

Vickianne Martin*
Australia

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*No representation is being made that these results can or will be obtained in the future, or that losses were not incurred subsequent to the date on which the testimonial was provided. There is a substantial risk of loss associated with trading futures, forex, stocks, and options. Only risk capital should be used

Whew! I told you it was a long list!

I'm so convinced that you'll benefit from my new course, that I offer a money-back guarantee which will let you evaluate the entire course in the privacy of your own home.

Well, that's it for Profit Pulling Swing Trading Principles. Don't forget to watch the video trade examples and check out the long letter I wrote for you that exposes all the details of Quantum Swing Trader. Here's the web page again:

www.quantumswingtrader.com/revealed

Good Trading,

A handwritten signature in cursive script that reads "Bill Poulos". The signature is written in black ink and has a fluid, connected style.