IntesaTrade and



PRESENT

Building Your E-mini Trading Strategy

Prepared and Presented by Daniel Gramza

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Daniel Gramza is currently completing two books:

Trading in the Eye of the Storm

The Handbook of Japanese Candle Trading Strategies

You can be notified when these books are available by contacting Daniel Gramza.

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Building Your E-mini Trading Strategy

- Identify market you're going to trade
- Determine your trading time frame
- Select trading approach
- Create trading strategy
- Establish trading strategy parameters
- Measure performance of trading strategy
- Implement new trading strategy

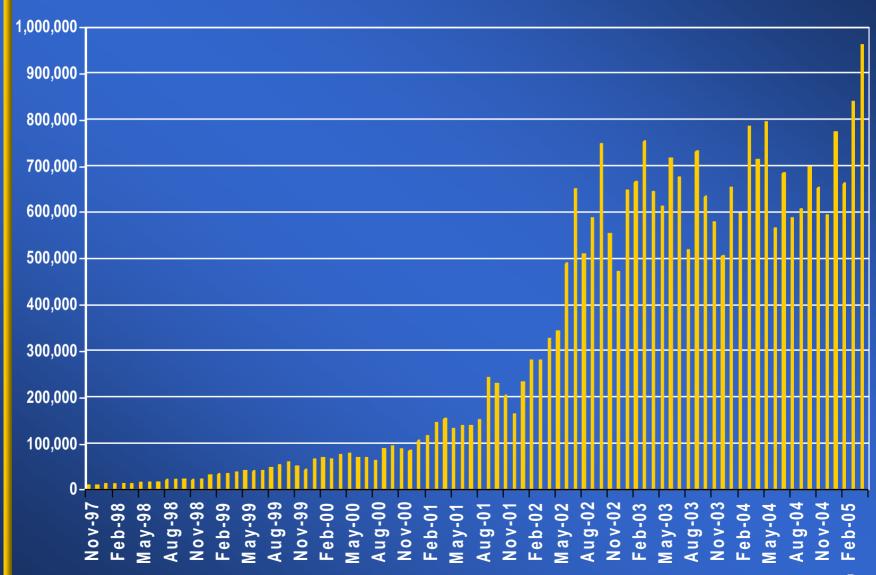
Section 1: IDENTIFY MARKET YOU'RE GOING TO TRADE

CME E-mini™ Futures

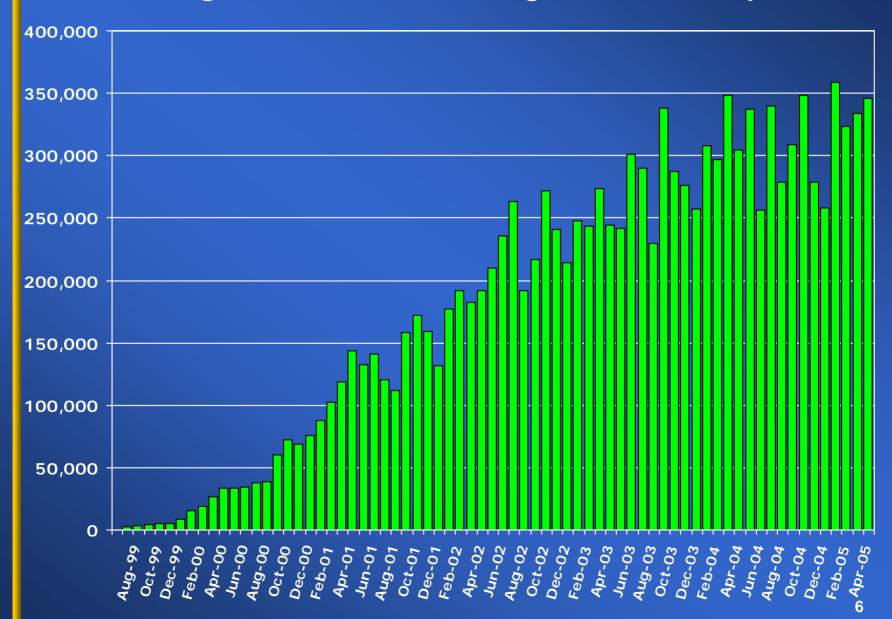
OPTIONS on CME E-mini™ Futures

CME eFX FUTURES

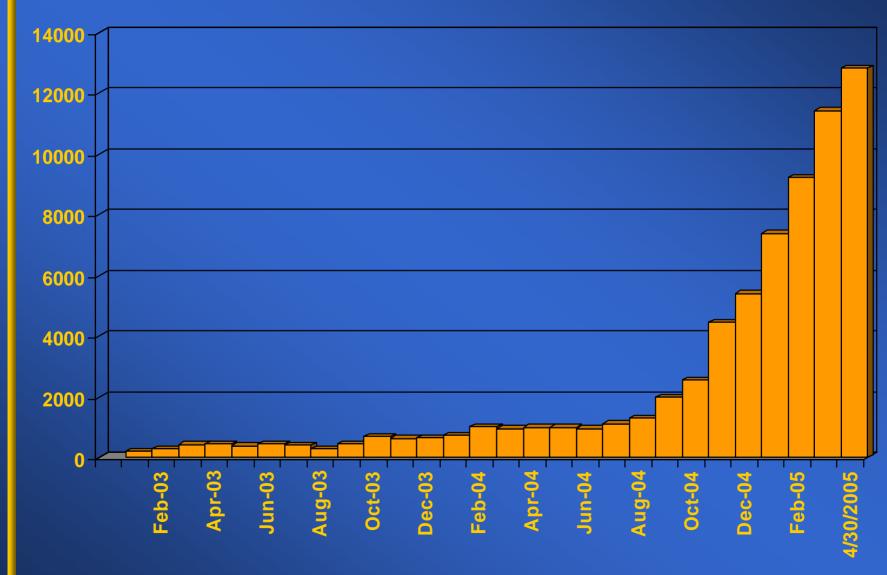
CME E-mini™ S&P 500® Futures Average Daily Volume



CME E-mini NASDAQ-100® Futures Average Daily Volume

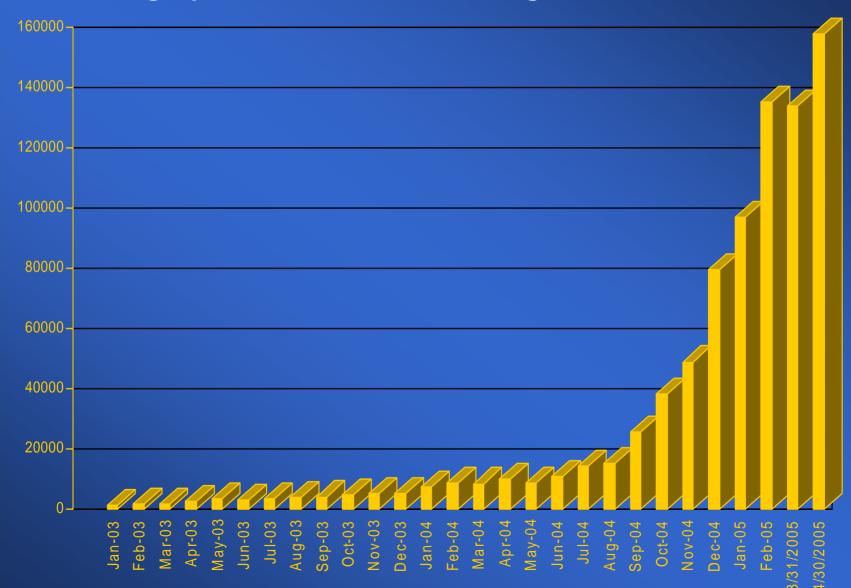


OPTIONS on CME E-mini™ S&P 500® Futures Average Daily Volume



OPTIONS on CME E-mini™ S&P 500® Futures Month End Open Interest:

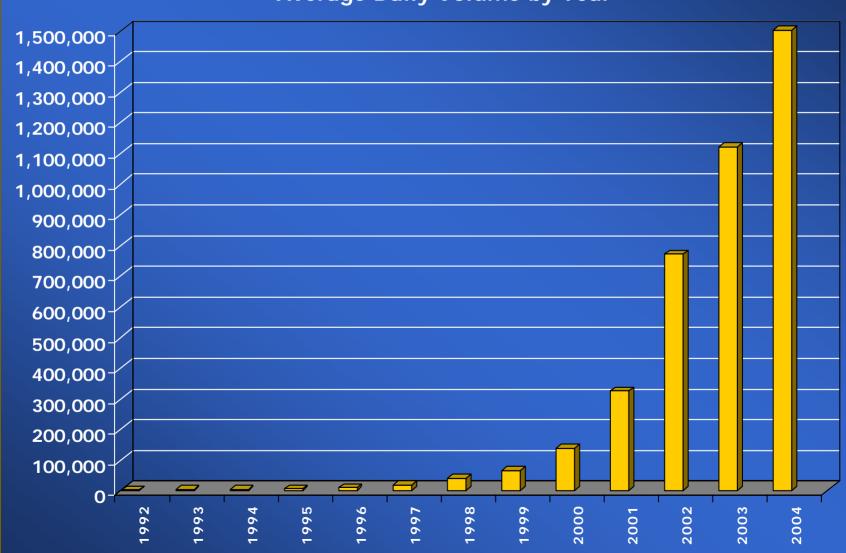
Increasing Open Interest = Increasing Product Commitment



CME and Growth of Electronic Trading

Increasing Volume = Increasing Product Acceptance

Average Daily Volume by Year



Why Trade CME E-mini™ Futures?

- Easy access
- Virtually 24-hour trading
- One central marketplace
- Highly liquid
- Tight bid/ask spreads
- Leverage
- No Margin Interest Charged
- No Inventory Required for Short Position
- No Short Position Interest Charged

Why Trade CME E-mini™ Futures?

KEY BENCHMARK INDEXES

CME E-mini S&P 500® futures

Tracks large-capitalization U.S. stocks

CME E-mini NASDAQ-100® futures

Tracks technology, telecom and biotechnology issues

CME E-mini S&P MidCap 400™ futures

Tracks mid-size U.S. companies

CME E-mini Russell 2000® futures

Tracks small-capitalization U.S. stocks

CME E-mini Russell 1000® futures

Tracks 1000 largest cap companies in the U.S.

based on total market capitalization.

CME E-mini™ FUTURES Contract Specifications

	CME E-mini™	CME E-mini	CME E-mini	CME E-mini	CME E-mini
	S&P 500 [®]	NASDAQ-100 [®]	Russell 2000 [®]	S&P MidCap 400™	Russell 1000 [®]
Ticker Symbol	ES	NQ	ER2	EMD	RS1
Contract Size*	\$50 x E-mini	\$20 x E-mini	\$100 x E-mini	\$100 x E-mini	\$100 x E-mini
	S&P 500	NASDAQ-100	Russell 2000	S&P MidCap 400	Russell 1000
	\$55,000	\$30,000	\$56,000	\$58,000	\$64,000
Minimum Price	.25 futures index	.50 futures index	.10 futures index	.10 futures index	.10 futures index
Fluctuation (Tick)	points = \$12.50	points = \$10.00	points = \$10.00	points = \$10.00	points = \$10.00
Trading Hours	Nearly 24 hours, Sunday afternoon through Friday afternoon				
Contract Months**	H, M, U, Z				
Last Day of Trading	8:30 a.m. third Friday of contract month				
Performance					
Bond Margin***	\$4,000	\$3,750	\$3,500	\$3,500	\$3,625

^{*} Contract value fluctuates daily with market

Expiration Dates March 18, 2005

June 17, 2005

September 16, 2005

December 16, 2005

Trading may occur up to 8:30 a.m. Chicago time on these dates.

^{**} H = March M = June U = September Z = December

^{***} ALL PERFORMANCE BONDS SUBJECT TO CHANGE AND BROKERS MAY REQUIRE HIGHER MARGINS

How are E-Mini S&P 500 profits and losses calculated?

The CME E-Mini S&P 500 futures contract is traded in .25 increments = a tick = \$12.50 per contract or 1 full point = \$50



How are CME E-Mini NASDAQ-100 profits and losses calculated?

The CME E-Mini NASDAQ-100 futures contract is traded in .50 increments = a tick = \$10.00 per contract or 1 full point = \$20



E-mini FUTURES COMPARED TO SPDRS

VALUE OF INVESTMENT \$55,000

(Assume S&P 500 Index value = 1100, CME E-mini S&P 500 multiplier value = \$50 Value of 1 E-mini S&P 500 futures contract = 1100 X \$50 = \$55,000)

SPDRs	<u>CME E-mini S&P 500</u>

Current Level \$110 per share 1100.00 per contract

Quantity \$55,000/\$110 per share

= 500 shares 1 contract

Min. Tick Size \$0.01 per share \$12.50 per contract

Tick Value 500 SHARES *.01 = \$5.00 \$12.50 per contract

E-mini FUTURES COMPARED TO SPDRS (Cont'd)

COST TO ACQUIRE \$55,000 S&P INVESTMENT

SPDRs

CME E-mini S&P 500

Margin

50% = \$27,500

7.3% = \$4,000

Plus Margin Interest

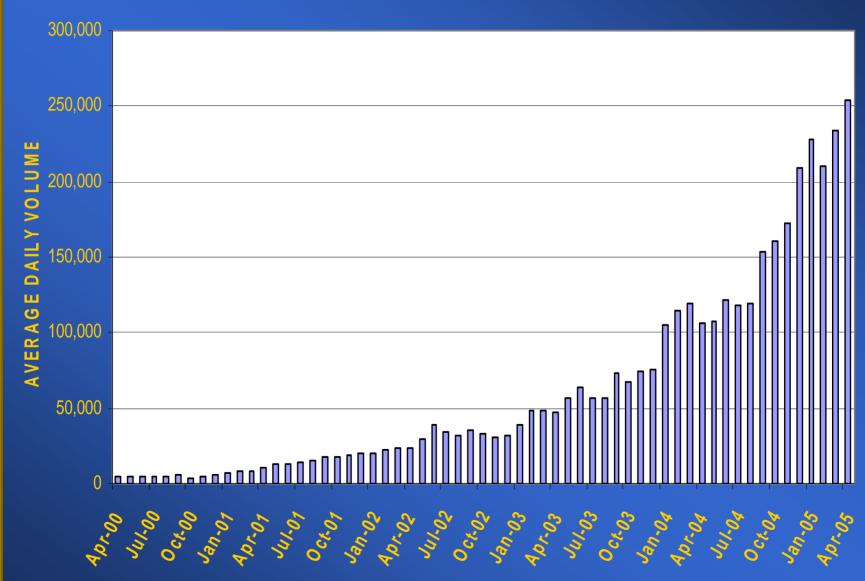
0

If Short

Plus Short Interest

0

CME eFX Futures Average Daily Volume



TRADING CME FX FUTURES

Easy access

FX Futures offers portfolio diversification.

 Changes in exchange rates typically have low correlations to the stock and interest rates markets.

Tight bid/ask spreads

Highly liquid

Virtually 24-hour trading

One central marketplace

CME exchange environment, offers open and transparent FX pricing.

CME is largest regulated FX market in the world

Segregated accounts

TRADING CME FX FUTURES

Most liquid financial market in the world, representing more than \$1.88 trillion worth of transactions each day.

Foreign Exchange = forex = FX = Currency Market = the exchange of one country's currency for another countries currency.

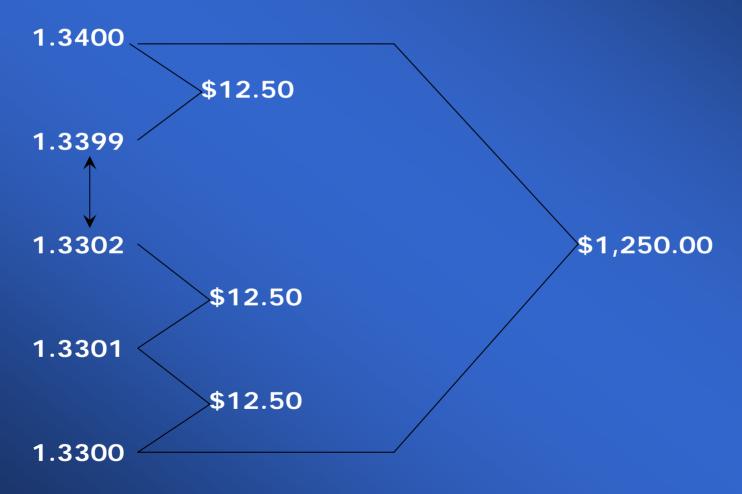
Currencies are traded in pairs, such as U.S. dollar/Japanese yen (USD/JPY) or Euro/U.S. dollar (EUR/USD), or via currency indexes, such as the CME\$INDEX(TM).

Currency trading is simultaneous purchase of a currency in terms of another currency.

- EUR/USD = Value of 1 Euro expressed in US Dollar terms.
- ◆ EUR/USD = 1.3300 = 1 Euro = US\$1.3300

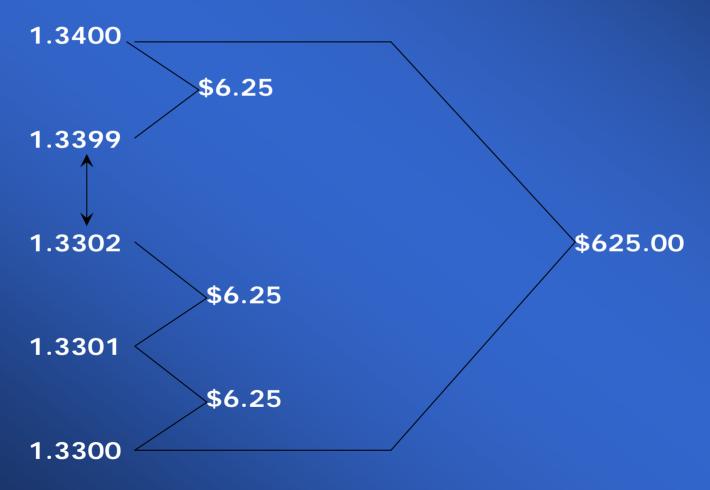
How are Euro Currency profits and losses calculated?

The CME Euro Currency futures contract size is 125,000 Euro and is traded in .0001 increments = a tick = \$12.50 per contract or 1 full point = \$1,250.00



How are E-Mini Currency profits and losses calculated?

The CME E-Mini Euro Currency futures contract is 62,500 Euro and is traded in .0001 increments = a tick = \$6.25 per contract or 1 full point = \$625.00



Section 2: <u>DETERMINE YOUR TRADING TIME FRAME</u>

- Scalping
- Micro day trading
- Macro day trading
- Swing trading
- Position trading

Your trading time frame creates demands on:

Available_____to trade

Trading approach _____

Trading technology_____

Section 3: SELECT TRADING APPROACH

Fundamental

Fundamental traders trade on the ______ that other traders will react to the fundamental information in the same way as the fundamental trader.

Technical

Technical traders trade the _____reaction to fundamentals.

Technical analysis categories:

- Direct analysis of price movement
- Indirect analysis of price movement
- Combination of direct and indirect analysis of price movement

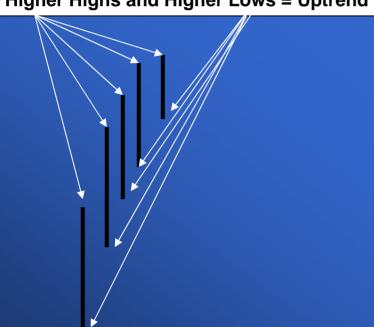
Section 4: CREATE YOUR TRADING STRATEGY

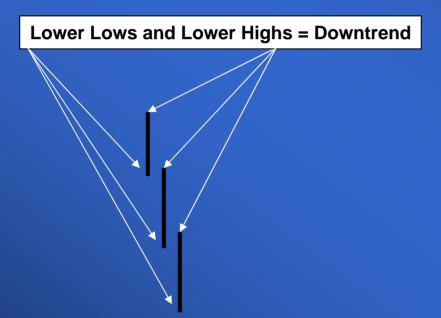
Identify the tools that will create the foundation of your trading strategy.

- Trend Analysis
- Japanese Candle Charts

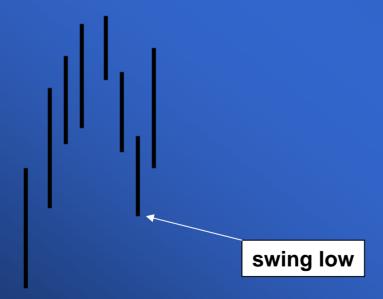


Higher Highs and Higher Lows = Uptrend

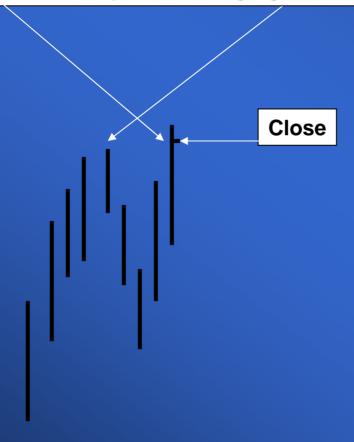




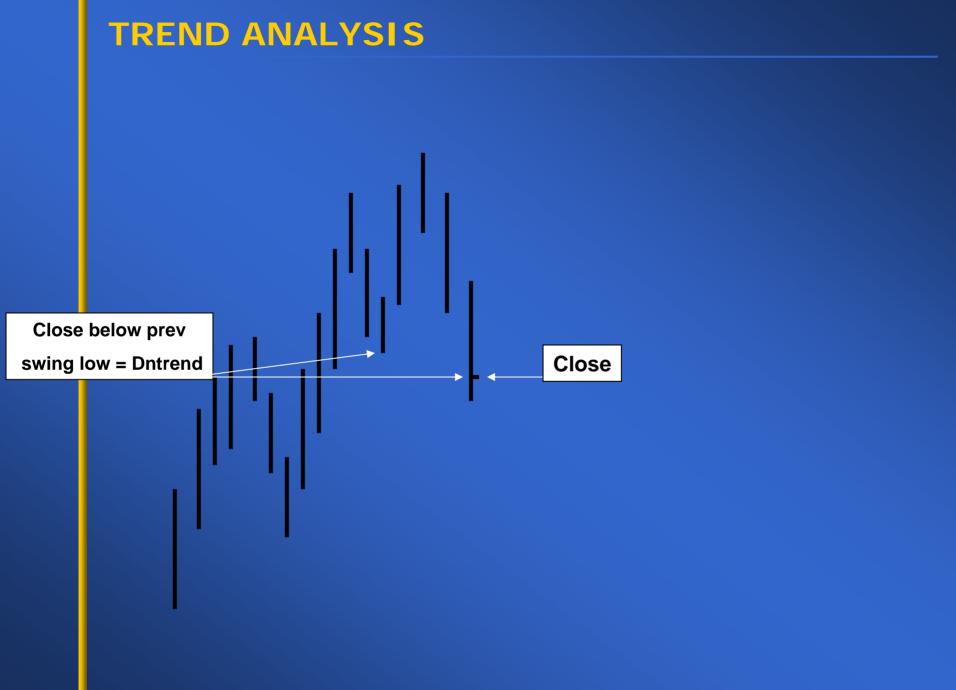


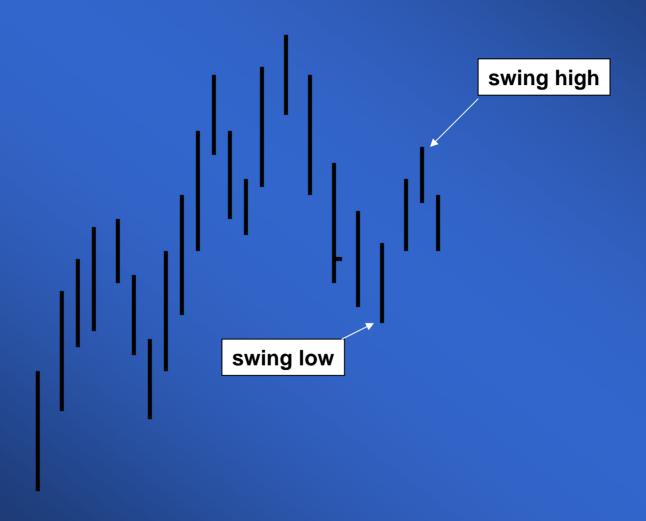


Close above previous swing high = continuation of trend = Uptrend

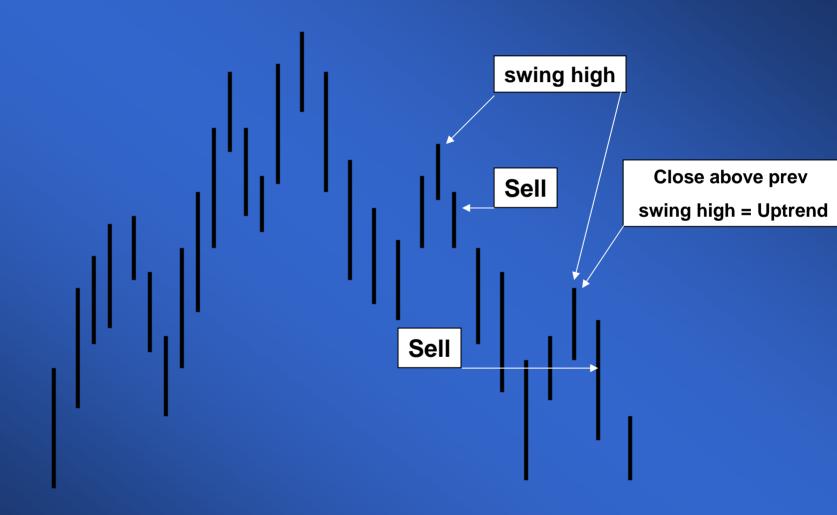


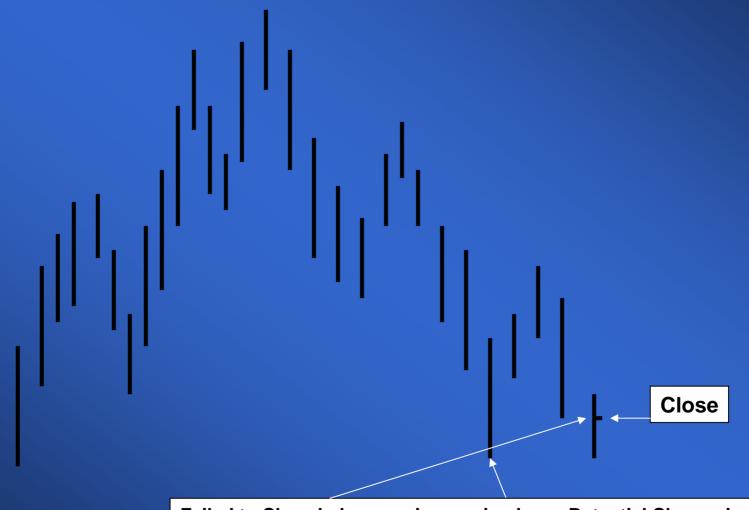
Failed to Close above previous swing high = Potential Change in trend Close Buy IF Close below previous swing low = Downtrend Buy swing low





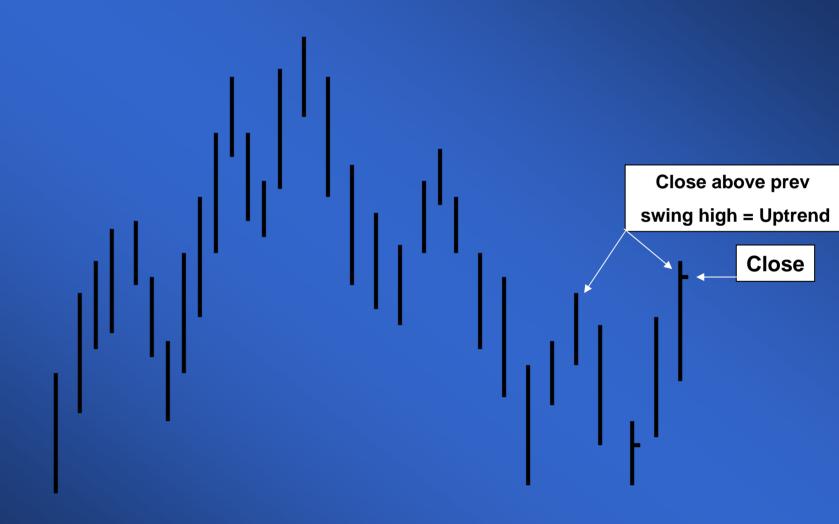
Close below previous low = continuation of trend = Downtrend Close



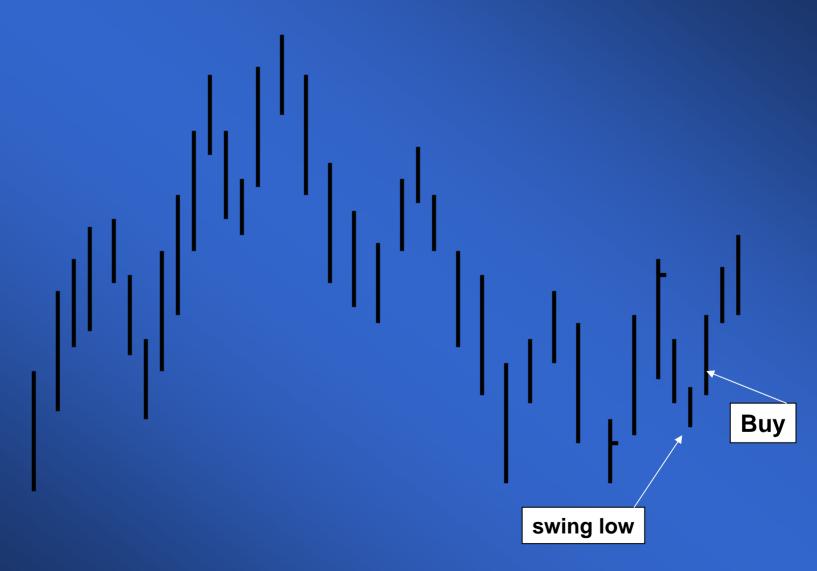


Failed to Close below previous swing low = Potential Change in trend

TREND ANALYSIS



TREND ANALYSIS

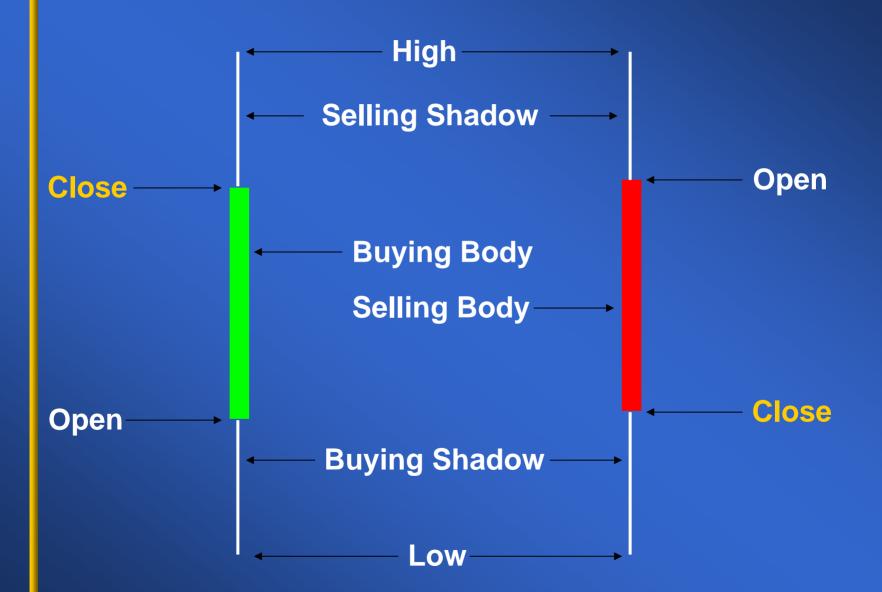


JAPANESE CANDLE CHARTS

Japanese Candle Foundation Shape



Japanese Candle Construction



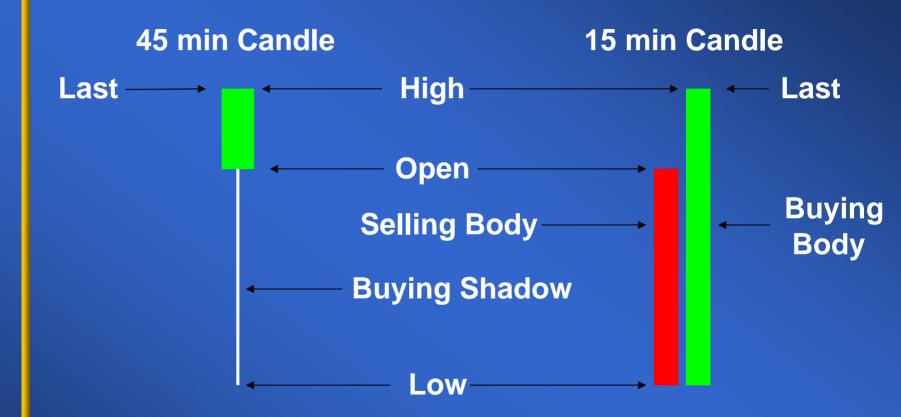
Japanese Candle Shadow Development

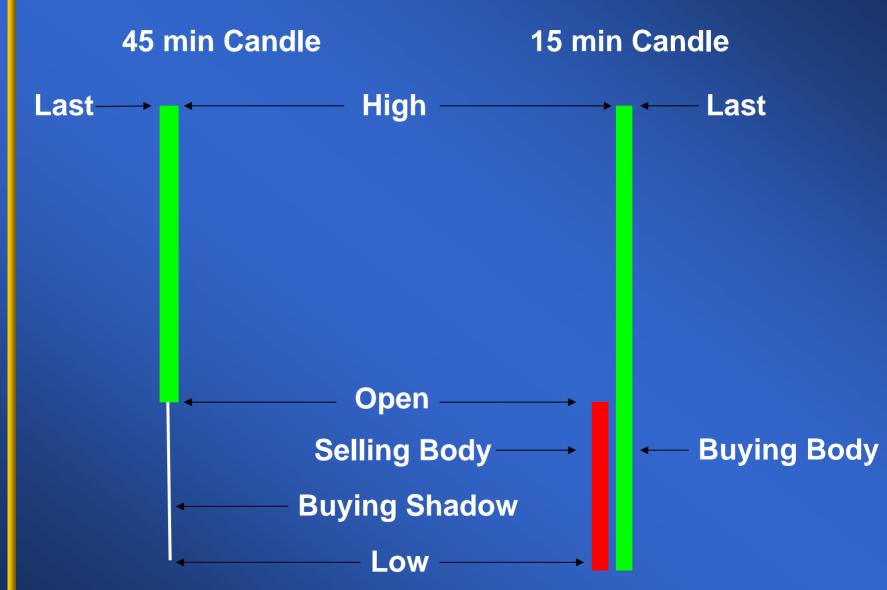
45 min Candle High **Selling Shadow** Close **Buying Body** Open **Buying Shadow** Low

High Open High
Selling Body
Last
Low Last



45 min Candle 15 min Candle **High Last-**Open **High Last Selling Body Buying Body Buying Shadow** Low







Candle Pattern Development

The identification and analysis of the price relationships that create a reversal pattern



Candle Characteristics





























Candle Global Environment

1. What is the current market condition?

Is it _____on a yearly, monthly, weekly, daily or intraday basis?

Is it _____over what period of time and what is it's magnitude?



2. Through the analysis of long-term charts what is

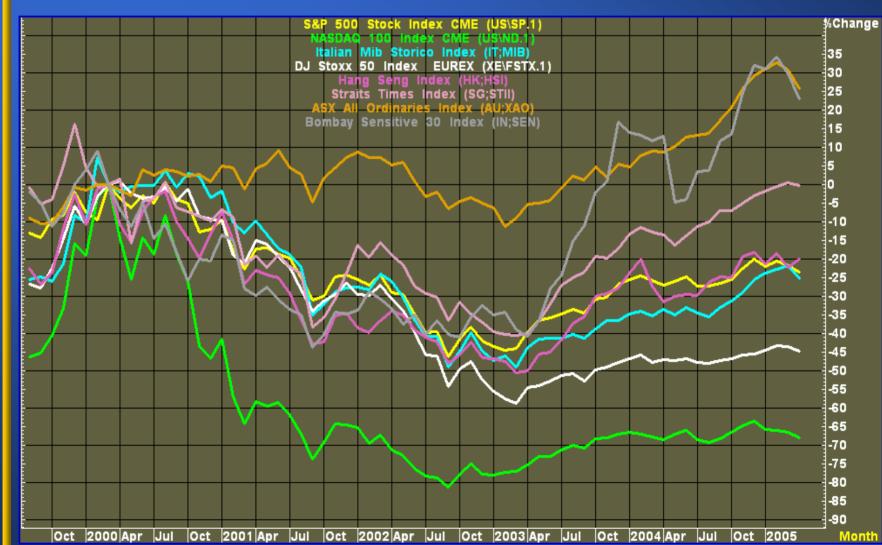
the of the current market?

Overvalued, At value, Undervalued



3. How does the market compare to:

both domestically and internationally



3. How does the market compare (Cont'd)



4. What is the market _____?

What is a relationship of the current market levels to candles?



- 5. What is the _____ of the trade?
- Are you trading _____ the trend?
- Are you going _____ current bearish or bullish candle patterns?



Buy (best option)

6. What are price_____and price____at major highs and lows?



7. What is the _____ of major highs and lows?



- 8. Is the trade clean?
- Does it hit you between the eyes and scream at you to _____ the trade?
- Does current information____the trade?
- Be patient and let the _____ come to you.

POTENTIAL OUTCOMES OF A TREND REVERSAL PATTERN

Be prepared for any outcome!



Essential Considerations When Combining Technical Trading Techniques

- 1. What are distinctive CHARACTERISTICS of each study?
- 2. What is the **DEAL** market environment for each study?
- 3. What LEAD UP creates the most profitable signals for each study?
- 4. What are **STRENGTHS AND WEAKNESSES** of each study?
- 5. What are the **SIMILARITIES AND DIFFERENCES** between studies?
- 6. What does each study ADD to your trading decision?
- 7. Do studies trigger the **SAME** buy and sell signals?
- 8. If one study leads another study, what is the IDEAL LEAD TIME?

Essential Considerations When Combining Technical Trading Techniques (Cont'd)

- 9. What is the impact of an individual study and the combined studies on the FREQUENCY of buying and selling signals?
- 10. What is the impact of an individual study and the combined studies on the MAGNITUDE of profits?
- 11. What is the impact of an individual study and the combined studies on the MAGNITUDE of profits when the mathematical study FAILS?
- 12. What is the impact of an individual study and the combined studies on the NUMBER of time periods to complete a trading cycle from beginning to end?
- 13. What is the impact of an individual study and the combined studies on the HEAT INDEX for your trades?

Section 5: <u>ESTABLISH YOUR TRADING STRATEGY</u> <u>PARAMETERS</u>

Trading strategy parameters are the identification and analysis of the price relationships that create a reversal pattern and it's profit potential and heat index characteristics



ESTABLISH YOUR TRADING STRATEGY PARAMETERS (Cont'd)

The LEAD UP phase is the candles and stochastic behavior making up the that proceeds the set up candle.

What are the characteristics of the lead up phase for profitable trades?

- of lead up magnitude (minimum to maximum)
- The _____of periods that create the lead up phase.

ESTABLISH YOUR TRADING STRATEGY PARAMETERS (Cont'd)

2.	SETUP is the ca	is the candle or candles and stochastic		
	behavior that	the reversal	pattern.	

What are the characteristics of the set up candle and the stochastic signal?

- (set up candle's body within / below / surrounding previous candle's body and or shadows etc. and stochastics is in a 0 oversold or overbought condition.)
- (setup candle's body size and shadow location and size and stochastics signal lines have crossed over
- _____ (magnitude of setup candle's high to low range)
- characteristics of setup candle
 Gramza Capital Management, Inc.

ESTABLISH YOUR TRADING STRATEGY PARAMETERS (Cont'd)

3. The TRIGGER PRICE is the price level used to _____ the trade.

For example:



ESTABLISH YOUR TRADING STRATEGY PARAMETERS (Cont'd)

4.	FOLLOW THROUGH is the type of price action that should occur after the trade is entered.	
	should follow through occur?	
	is typical magnitude of follow through?	
5.	CONFIRMATION is the price action that verifies the completion of most reversal patterns.	
	should confirmation occur?	
	is typical magnitude of confirmation?	

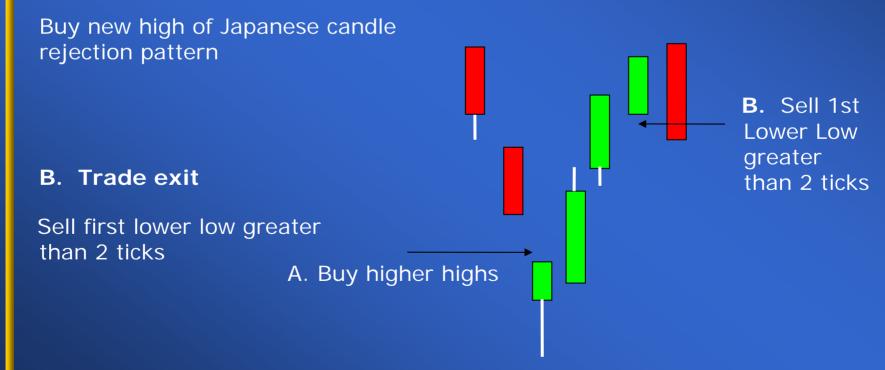
Section 6: MEASURE THE PERFORMANCE OF YOUR TRADING STRATEGY

1. Trading Strategy Evaluation

(The following Trading Strategy Evaluation techniques apply to all trading techniques. Japanese candles are being used for illustrative purposes.)

Trading Strategy being created and evaluated:

A. Trade entry



2. For each trade what is the MAGNITUDE RANGE of profits?

The magnitude range is used to determine PROFIT EXPECTATIONS for the trade.



2. For example: Lowest value to the highest value of profit is 4.25 to 10.00

What is the frequency ______of those profits?

Are there distribution ?

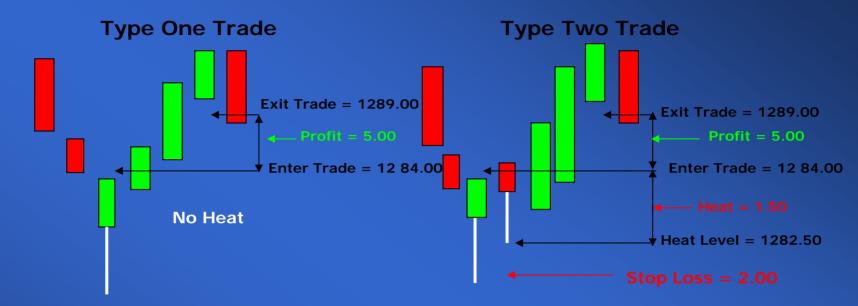
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Possible trading strategy to PRESERVE PROFITS on a profitable trade is to Sell ½ position at 4.00 points of profit and move stop to breakeven incl. brokerage.

3. What is the heat index range?

The heat index range is used to determine point strategy, magnitude of	of tradin		
and placement of risk management	orders.		
There are two different types of profitable trades:			
Type one is a profitable trade where the market trade below the entry price.	does		
Type two is a profitable trade where the market trade below the entry price.			

MEASURE THE PERFORMANCE OF YOUR TRADING STRATEGY (Heat Index Range Cont'd)



MEASURE THE PERFORMANCE OF YOUR TRADING STRATEGY (Heat Index Range Cont'd)

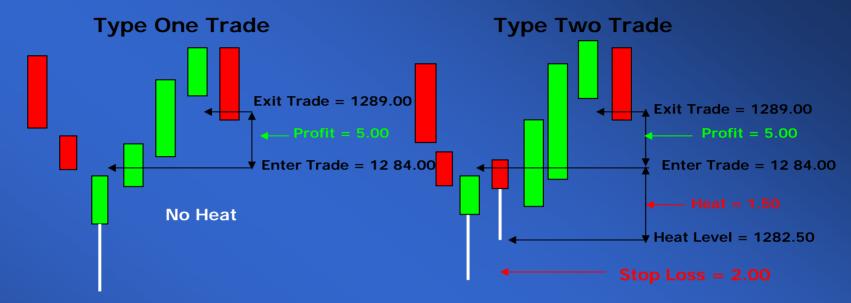








MEASURE THE PERFORMANCE OF YOUR TRADING STRATEGY (Heat Index Range Cont'd)



For example: Lowest value to the highest value of heat is 0.25 to 1.75.

What is the frequency _____ of the heat values?

Are there distribution _____?

4. What is the probability of the trade working?

The probability of a profitable trade is used in the determination the _____ of having a profitable trade and risk reward relationship of the trading strategy.

Divide the profitable trades by the total number of trades = % probability of a profitable trade.

Profitable Trades

Total Number of Trades
$$= \frac{40}{60} = \frac{66\% \text{ chance of a profitable trades}}{a \text{ profitable trades}}$$

5. How many periods between the end of a trade?	the beginning of a trade to
The number of periods is useto allow th	d to determine e trade to work.
It provides a guide to increase by allowing the t	se the trader's level of rade enough time to mature.
It can also be used as a	to let the trader t been productive in a timely
	e overstaying his welcome in
fashion and the trader may b	e overstaying his welcome in

Section 7: IMPLEMENT YOUR TRADING STRATEGY

- The essential steps in the trading process
- Trading in the Eye of the Storm

THE ESSENTIAL STEPS IN THE TRADING PROCESS.

- 1. ____Trade
- 2. ____Trade
- 3. _____Trade
- 4. Trade
 - Profit and Loss
 - Yourself
- 5. Monitor above categories:
 - Where am I the _____?
 - Where am I the _____?
- 6. What am I going to do to change this?
- 7. When and how will I implement those changes?

Identify and Evaluate the Trade

What is your perspective?

• What market information is candle analysis (Candle Characteristics, Pattern Development and Global Environment) providing for the long, intermediate, and short term?

Is the market imbalanced to the buy or sell side?

What are major support and resistance areas?

Identify and Evaluate the Trade (Cont'd)

- What information is being revealed by mathematical studies?
- Does the current accumulated market information support or contradict new or existing market positions?
- What are the challenges to your trade?
- Is trade location favorable?

Trade Execution and Management

Before the trade is entered and after the trade is executed, consider the following:

- What is your mental state?
- Is this a full or partial position?
- What is considered positive or negative market activity?
- How, when, and where will the trade be entered, added to, reduced and exited?

• What is the profit per trade production?

Is this on target?

• What is the loss per trade production?

• Is this on target?

• What is your frequency of trades per day, week, month?

Is this within expected parameters?

Is there a time of day, week, month or year when you trade your best?

• Is there a time of day, week, month or year when you trade your worst?

 Are you trading to trade or are you patiently selecting high quality trades?

Do you typically trade with or against the trend?

- Do you review your profitable and unprofitable trades at a minimum on a monthly basis?
- Is one more profitable than the other?

 Do you review your profitable and unprofitable trades at a minimum on a monthly basis?

What have you learned from your unprofitable trades?

- Are there distinctive characteristics between profitable and unprofitable trades?
- If yes, how and when will you implement this into your trading?
- How do you feel during and after profitable or unprofitable trades?
- Does your trading time frame match your ability to execute the trade?
- Are you asking something from the market that the market cannot give?

- Does your trading strategy match the market and your trading time frame?
- What type of trade were you doing when you felt the "best" trading?
- What type of trade were you doing when you felt the "worst" trading?
- What aspect of trading do you enjoy the most?
- What aspect of trading do you enjoy the least?
- What aspect of trading concerns you the most?

- What are you doing about these concerns?
- Have you done your homework before you execute the trade?
- Are you in good physical condition?
- Does your physical trading environment support your trading business or is it a distraction?
- Would you give money to yourself to manage with your trading approach?

TRADING IN THE EYE OF THE STORM

- High performance trading occurs in the Eye of the Storm.
- What storm?

Storm = Markets

= Trading

= Others

= Yourself

A trader's objective is to stay in the eye of the storm, free from the distractions of the storm's movement

How does a trader stay in the eye of storm?

The trader must recognize and accept that trading is a physical business that requires a synergy of thoughts and physical response in a relaxed, yet totally aware state.

THOUGHTS

- Create the trader's reality
- Direct the body
- Basic elements of the thought process are:

Thought Choice Thought Energy

THOUGHT CHOICE

- The thoughts the trader <u>allows</u> himself to have are his thought choices.
- A trader makes a thought choice, therefore, the trader is responsible for that thought choice.
- These thought choices <u>determine</u> how he reacts to trading and life.
- He can choose a positive thought or a negative one, but whichever the choice, it will impact the thoughts that follow.
- What is the payoff for keeping and maintaining a thought choice?
 - Power
 - Weakness
 - Self-sabotage

THOUGHT ENERGY

- The trader's thought <u>choices</u> have an <u>impact</u> on his life.
- The <u>amount of impact</u> is determined by the <u>amount of thought energy</u> the trader gives each thought.

IDENTIFYING YOUR NEGATIVE THOUGHT DEMONS

Thought Demons are <u>negative thoughts</u> that <u>hold you</u> <u>back</u> and <u>prevent you</u> from accomplishing your life and trading goals.

What are your first or typical thoughts when faced with challenges in your life?

How you react to these challenges is usually how you will react to the challenges of trading.

In life or trading, do you choose and energize negative thoughts?

IDENTIFYING YOUR NEGATIVE THOUGHT DEMONS

The Negative Thought Demons Journal will help you:

- examine your thought choices
- identify your negative thought demons
- increase your awareness of these thoughts
- develop a specific target for your energy and efforts to make a change.

NEGATIVE THOUGHT DEMONS JOURNAL

Identify your negative thought demons by answering the following questions:

• When and what was happening before you had negative thoughts?

What were those negative thoughts?

• What type of inward and/or outward reaction did you have from these negative thoughts?

 How did you feel when you had these negative thoughts?

NEGATIVE THOUGHT DEMONS JOURNAL (Cont'd)

• What are these negative thoughts taking away from you?

• How are these negative thoughts holding you back?

 What payoff did you get by keeping this negative thought?

NEGATIVE THOUGHT DEMONS JOURNAL (Cont'd)

 Do you accept that you created this negative thought? If not, why not?

 Which thought management technique from the following section are you going to use to help you de-energize this negative thought and reach your ideal thought reaction?

• When are you going to implement this thought reaction?

THOUGHT MANAGEMENT TECHNIQUES

 Thought management techniques are used to conquer your thought demons.

The Consultant Technique

 When a problem arises, consultants are often used to provide an <u>objective approach</u> to finding a solution.

Imagine that you are a consultant.

You have been retained to provide consulting services to a person with a situation exactly like yours.

The key to being a good consultant is asking the right questions, so objectively review the questions found in the Negative Thought Demons Journal as if you were questioning another person as a consultant.

An objective review of the responses may provide just the point of view needed to implement positive solutions.

The Consultant Technique (Cont'd)

Albert Einstein said

"You cannot solve a problem with the same mind that created it."

Situation Control Recognition Technique

 This technique allows you to control your negative thoughts by recognizing those situations you control and those you do not.

You begin to have negative thoughts relating to a situation over which you have no control.

You consciously recognize that you have done all you can, and it is now up to the situation to complete itself.

You choose not to energize the negative thoughts or allow them to overwhelm you.

The situation is not under your control and you are not going to waste your energy on unproductive thoughts.

Situation Control Recognition Technique (Cont'd)

For example:

You have

- identified a trade,
- executed your order to enter the trade,
- and placed your risk management stop order according to your strategy.

You then allow yourself to become more and more emotionally involved with each back-and-forth market movement.

The reality is that the market is in control, and you have no control over the market.

Recognize this, relax, and let your trade work.

You will either make money or lose money, and what you do control is how you react to the outcome.

Remember, it is always within your power to change.

PHYSICAL RESPONSE

- Effortless action is confident physical response without hesitation.
- The trader's goal is to achieve effortless action when trading.
- When he trades with effortless action, he stands a side and allows his trading strategy to work
- Examples of effortless action in your daily life:
 - tying your shoe
 - combing your hair
 - raising a fork, spoon or cup to your mouth and
 - driving your car

When trading, executing a properly evaluated trade should feel the same way!

PHYSICAL RESPONSE (Cont'd)

Effortless action is the result of:

 Taking time to "practice" a strategy through properly conducted research.

Having complete confidence in the strategy.

 Total focus on implementing the trading strategy when trading and not on issues that should have been resolved during non-trading hours.

HOW TO BECOME AND STAY CALM AND FOCUSED

- Choose and energize thoughts that support your trading objectives.
- Create and maintain a relaxed state and stay in the present moment through:
 - Proper breathing
 - Relaxation exercises
 - Visualization exercises.
- Develop and consistently apply a well researched trading strategy.
- Be prepared for all trading outcomes.

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PRESENT

Building Your E-mini Trading Strategy

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