



W. D. Gann (1878-1955)

**GANN
PLAN**
*Trading
Letter*

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“Everyone’s body contains a harmonious keynote and when he finds what music soothes him he should listen, chant or sing it as often as possible. This will put the body in harmony and give peace and contentment to the mind.”

–W. D. Gann

What are the sounds that are surrounding you right now, as you are reading these words? What kind of psychological reactions are you experiencing based on the sounds you are hearing? Are those psychological reactions serving you well in the markets?

With the Gann Plan approach to trading, we are concerned not only with the techniques and methodologies that enable us to make accurate forecasts, but also with the psychology of trading.

Effective trading is 80% psychology and 20% methodology. If we are going to succeed in the markets, we must master our minds and master our emotions.

That's where music comes in. As W. D. Gann was well aware, music provides a practical bridge between the realm of pure mathematics and the world of spirit and emotion. In fact, the ancient Greek philosophers, starting with Pythagoras, saw music as a branch of mathematics as much as a form of artistic expression. They felt that by exploring the mathematical ratios inherent in musical harmonies they could more clearly experience and understand divine realities. Plato's Timaeus describes the soul of the world as being structured through these same musical ratios.

By adding music to our environment, we can alter or enhance our psychological state. This is true whether we are singing or chanting as Gann suggested, or whether we are simply listening to recorded music. Either way, the music we choose can have a big effect on what happens during our trading day.

We were dramatically reminded of this fact during the closing days of August, as the news came in of the devastation from Hurricane Katrina in New Orleans. One of the music programmers on a local community radio station responded to the grim reports by playing only music that related to New Orleans in some way: Louis Armstrong, zydeco, Dr. John, and assorted blues musicians. The sounds evoked memories, reveries, and lots of mixed emotions. At one level we loved hearing the sounds, but it quickly became clear that by being absorbed in that melancholy emotional cloud was keeping us from staying focused on the trades we were trying to execute.

Try an experiment this month. If you don't already have music in your trading room, try adding some. Bring in a CD player or plug in a radio and tune it in. Once you've had the music playing for a day or two, see what kind of difference it produces in your trading. Does the music sharpen your focus, or does it become a distraction?

After a week, change the music you are listening to. Does it change what happens in your trading? If so, are the changes positive or negative? Does a particular type of music have a consistent effect on your mental, emotional, and spiritual state?

Once you've done this experiment, decide whether or not you want to bring music into your trading environment on

a regular basis. Even if you decide against it, you might want to consider a music break during non-market hours. Like W. D. Gann, you may find that it helps you “put the body in harmony and give peace and contentment to the mind.”

September Insights

“The stock market averages and individual stocks follow a seasonal change in trend which varies in different years, but by knowing the important dates and watching them you will be able to determine a change in trend very quickly by applying all the other rules. The important dates are. . .

September 3 to 10, and 21 to 28. These periods are the most important of any in the year, especially for Tops, or final highs in a Bull Market, as more highs have occurred in September than any other month. Some minor changes, both up and down, have occurred around these dates.”

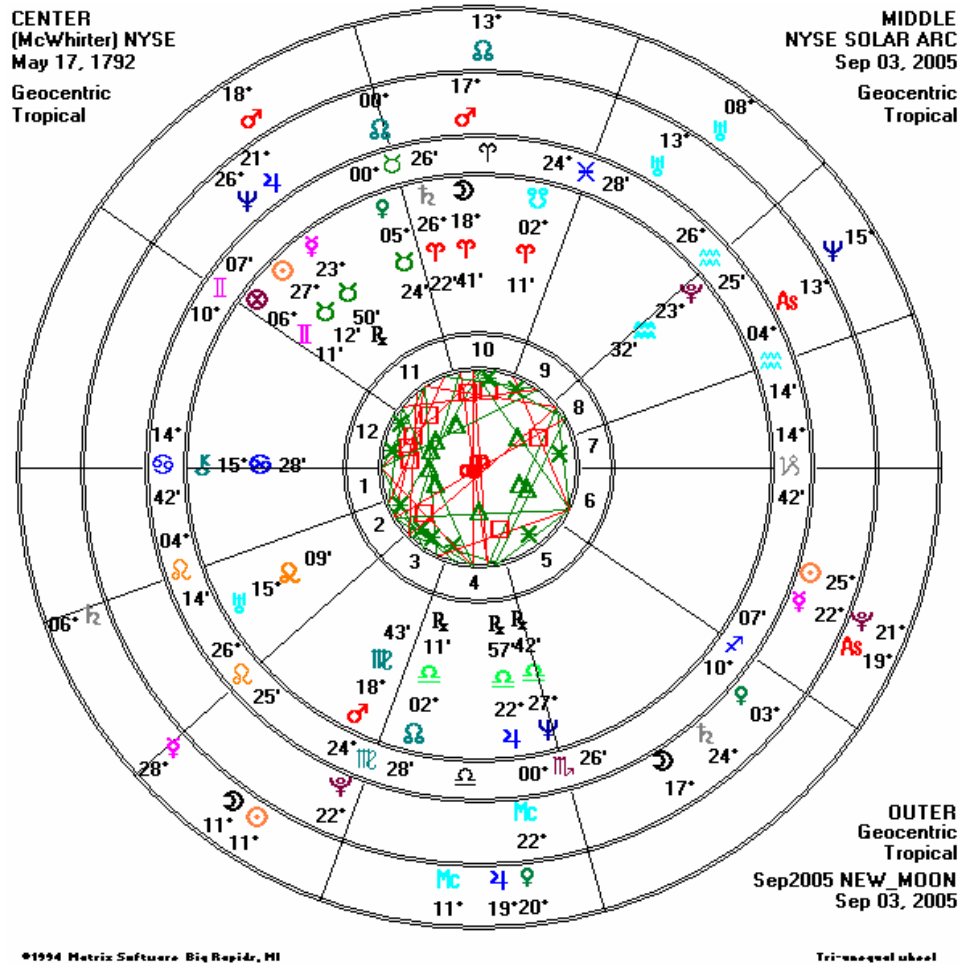
–W. D. Gann

Astro-Events This Month

September gets off to an extremely powerful start with the Pluto direct station on September 2 and a New Moon on September 3, so we could see a big shift in market direction after the September 5 Labor Day holiday. September is also month of ingresses: Mercury enters Virgo on September 4 and Venus enters Scorpio on September 11, then Mercury moves into Libra on September 20 and Sun moves into Libra on September 22 on the Autumnal Equinox. There’s an especially dynamic cluster of astrological events surrounding the September 17 Full Moon: Mercury will trine Mars and Square Pluto, Venus will square Saturn and trine Uranus, and Jupiter will form a sextile to Pluto, all within two days of the Full Moon. Most of this action takes place on a weekend, so it will be appropriate to watch for an impact on the markets on September 15 and 16 as well as on September 19 and 20.

The month also brings a Jupiter return for the New York Stock Exchange. This is an event that occurs once every 12 years, and with Venus preceding Jupiter in contacting the NYSE natal Jupiter, it's likely that we will see a run-up in stock prices this month. However, transiting Saturn has just completed a Square to the NYSE Venus, and its price-

depressing influence may mean that any attempt at a rally will get off to a slow start. The other factor we will be keeping an eye on in September is transiting Mars, which will be slowing down this month as it moves toward a conjunction with the NYSE Mercury. This could add some extra energy to the speculative action toward the end of the month, especially since Mars will be going retrograde in early October after making a station as it conjoins Mercury.



For a detailed day-by-day Gann Plan calendar that can fine-tune your trading, be sure to subscribe to Tim Bost's FinancialCyclesWeekly newsletter. This astro-trading market letter has frequently been cited in Barron's, Bridge News, and other top financial publications. Each weekly email issue includes insightful market comments, news of global equities trading, U.S. equity trends, the strongest and weakest market sectors, a spiritual focus for the week, an update on the

astrologically-based Financial Cycles Model Portfolio, and specific ideas for profitable stock trading in the week ahead. To get complete subscription details and other information about this widely-acclaimed newsletter, go to www.FinancialCyclesWeekly.com.

The GANN PLAN TRADING LETTER is edited by Tim Bost and published each month as a free service to traders who want to explore and apply the market methods of W. D. Gann and who wish to bring more emotional balance, esoteric knowledge, and spiritual balance into their trading.

The Gann Plan focuses on Geometry, Astrology, Nature, and Numbers to foster improved Psychology, Learning, Affluence and Nurturing. It understands that successful traders need health, patience, spirituality, knowledge, capital, and money management.

While this letter is inspired by W. D. Gann's approach to trading, the Gann Plan is not an attempt to duplicate the exact trading techniques that Mr. Gann used. Instead it strives to integrate modern tools and contemporary hypotheses with the knowledge and wisdom that W. D. Gann shared.

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