



W. D. Gann (1878-1955)

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Letter*

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“Others cannot show you the way to heaven on earth, nor can they find it for you. You have to do that for yourself. I may be able to show you the right road and the way to find happiness, but you must have the faith, and do the work yourself. The trouble with most people is, they expect others to do the work for them.”

–W. D. Gann

How little things have changed since Gann’s day! In this passage from *The Magic Word* he pinpoints one of the perpetual foibles in the human condition—our reluctance to accept responsibility for our own actions.

Instead of accepting responsibility, and at times even instead of taking action at all, we are typically far more willing to view ourselves as victims of circumstance, or as mere products of our environment. For some, it is this willingness to look for forces outside of ourselves that fosters an interest in astrology. If we are able to blame our shortcomings on troublesome alignments in our natal horoscopes, or our

misfortunes on malicious aspects from the transiting planets, then we're off the hook. We don't have to take any responsibility at all, since our character and destiny are both completely beyond our control.

This is, of course, a gross misunderstanding of the true nature of real astrology. While our horoscopes certainly reveal our unique character and destiny, they are best used as a blueprint for understanding the architecture of our individuality, and as a roadmap that can guide our travels toward ultimate fulfillment. It is up to us, however, to become the persons we are meant to be, and to take the actions that lead us towards our goals.

This need for accepting personal responsibility is especially true of activity in the markets. As traders, if we blame the market, the economy, or the manipulation behind the scenes for the outcome of our market activity, then it won't take us long to burn up all our capital.

And exactly what does it take for us to "do the work ourselves"?

First of all, we have to follow a routine that maintains and improves our health. Throughout his writings, Gann was consistently clear that without good health, all our efforts to improve our financial well-being are in vain. Diet, rest, exercise, and proper environment are just some of the factors we will pay attention to when we are doing the work of staying healthy.

Secondly, we need to understand that doing the work of creating successful outcomes in the markets requires an intense willingness to persist, to maintain a level of discipline that keeps us coming back to our analysis and trading activity day after day, week after week. To do the work once and then to forget about it won't bring us the financial outcomes we desire, nor will simply giving our attention to the markets in a sporadic fashion whenever the mood strikes us. We need to be consistent if we expect to reap rewards from our endeavors. Getting results requires patience, and a lot of it!

Spirituality is also a key component in our ability to do the work of finding our way to "heaven on earth." Whether, like Gann, we are avid Bible readers and attend church regularly or whether we follow some other spiritual path that is more meaningful to us personally, we can only be at our highest

level of effectiveness in the markets when we adequately honor the spiritual realities that underlie the ebb and flow of market actions on the material plane.

The fourth essential factor in our ability to “do the work” is knowledge. Some of our knowledge and understanding may come from reviewing past market history or from studying the works of the most successful traders of this and previous generations. The time, effort, and money we spend on market education is never ultimately wasted, as long as we are willing to test and apply what we have learned in the real world of trading. In the final analysis, it is that real world experience and our own exposure of our capital and our emotions in the markets that brings us the most certain knowledge of all

Finally, doing the work requires sufficient capital and extremely diligent money management. If we're going to have any hope of winning the game, we must be able to stay in the game, and if we lose our capital, staying in the game is impossible. Clear money management—knowing exactly how much we have at risk in any given trade and working relentlessly to give ourselves an edge by protecting our profits and limiting our losses—is absolutely essential for our success.

January Insights

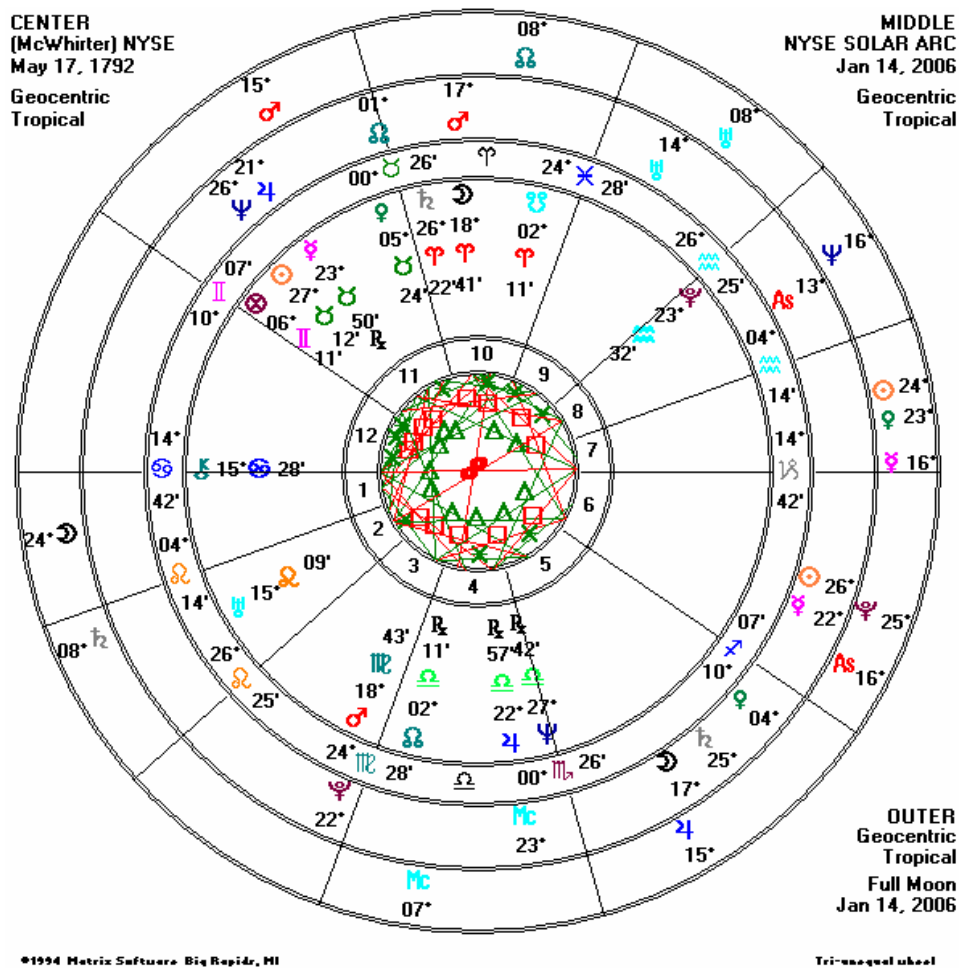
“The stock market averages and individual stocks follow a seasonal change in trend which varies in different years, but by knowing the important dates and watching them you will be able to determine a change in trend very quickly by applying all the other rules. The important dates are. . . January 7 to 10, and 19 to 24. These are the most important at the beginning of the year, and changes in trend that last for several weeks, and sometimes several months, occur around these dates. Check the records and prove it for yourself.”

—W. D. Gann

Astro-Events This Month

Venus is retrograde throughout the month of January, slowing down cash flow and making it more difficult for us to evaluate market opportunities properly. Even so, if the month

gets off to a positive start that trend is likely to continue at least until the Zeus retrograde station on January 8, which sets the stage for a possible trend reversal prior to the January 14 Full Moon, especially with Mercury transiting the Descendant in the chart for the NYSE on January 12. The Mars/Jupiter opposition on January 15 is likely to add some negative tension to the trading environment, but after the Sun enters Aquarius on January 20 and following the January 22-23 period with its Mercury ingress, Apollon station, and Sun/Chiron conjunction, it's likely that a new market direction will be in place.



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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