

CONFERENCE CALL WORKSHOP SERIES

# COUNTER INTUITIVE INVESTING™

## 8-WEEK WORKSHOP

Did you have negative returns in 2008? Do you want to protect your client's assets from future market volatility? Would you like to better manage the risk in your portfolios? Learn the Counter Intuitive Investing process that can help you avoid the large declines in stocks by using Relative Strength and Point & Figure Charting. Today's technology puts you back in control of your practice and gives you the ability to protect your client's assets.

**Dates:** Fridays starting May 7, 2010 for 8 weeks

**Time:** 11:00-12:30 pm Eastern

To register for the workshop fax the attached registration form or download from <http://lloydwilliamsinc.com/cii/> and fax to 309-294-5519.

### Advantages for your team:

- No travel expenses, calls recorded
- Entire team can participate
- Actionable ideas
- Twelve hours of material for less cost than a single consulting call
- Easy to implement
- Weekly feedback
- Email access to Lloyd during the 8 weeks
- FREE 8-wk access to DorseyWright.com, SIACHarts.com, & Sherman Sheet

### Outline:

- Build a Counter Intuitive Practice in Today's Marketplace
- Powerful Risk Management Tools: Relative Strength and Point & Figure Charting
- Prepare Prospects & Clients for Counter Intuitive Investing
- Create Unlimited Trust and Introductions
- Present a Unique Counter Intuitive Solution
- Handle Questions and Objections
- Be a Catalyst for Positive Change in the Lives of Clients
- Build and Manage a Counter Intuitive Team

The eight weeks will allow you to gradually incorporate these



concepts into your practice. For half the price of an airline ticket you and your entire team can participate in the Workshop and apply it to your practice.

### **What Previous Attendees Said:**

"Just thought you'd like to know that the three IA's who are working through your Counter Intuitive Investing program are more engaged and excited than I have seen them in their careers! They have the confidence and conviction that is infectious. One described it as "what he has been waiting for all his career". They are excited to roll this out to clients and have no doubt that, along with the Relationship Conversation, they have the best offering in the city! I wish we could get all 37 IA's this excited and engaged." - DS – Branch Manager

"I wanted to thank you for the CII (Counter Intuitive Investing) course. It has provided myself and my team with renewed focus and energy that is benefitting our clients. It will be a change that will help take my business to the next level. I hope that many other advisors take advantage of this process." - DB

"Nothing less than life changing." –TL

"In my 25 years as an advisor this has been the best course i have ever had, what to buy when to buy/sell and manage risk." – AM

"Thanks for opening my eyes and helping me to gain focus and direction for my practice in the years ahead." - KD

"A quantum leap forward! I have been in the business for over 7 years now. As a technical analyst fan, I was ecstatic that Lloyd brought forward the system presented in the series. It makes sense, it is straight forward, and you can customize it to your own style. Once again Lloyd has provided massive value for my clients, my team, my business and my own personal goals. Nothing feels better than having crystal clear clarity for the operation of your business. Imagine building and running your business day to day and having the bandwidth to focus on what matters most; all the while having a system to manage your participation in the markets - which you do not have any control over. I highly recommend Lloyd's series for anyone who is committed to making a step forward." - SB

"I cannot say enough about the great help you have provided my team in terms of

stressing the importance of the “Client Relationship”. However, your recent emphasis, via the Conference Call Workshop Series, dealing with the “Financial Relationship” has been awesome! I wish I knew this material long ago!” - DH

“We continue to be incredibly excited about the coaching, conference calls and the Point & Figure process you are introducing us to! Thank you.” - JR

“Great program, by the way! I am moving to change the way that I run my business and inherently the way we manage the risk of client investments. I do so agree that these times require new tools. Your program is very useful to me thus far!!” - PM

“Good class and we have at least one new item to add this week to help us to the next bigger step, thank you.” - DB

"It's like going from black & white tv to colour. From mono speakers to surround sound. From crackly analog to high-def digital." – LK

"I think the Counter Intuitive Investing Program has been the best value of time/money spent of anything I have ever done in the 14 years I have been in the business. Great job." – RH

"I have attended Lloyd's workshops in the past and found that he delivers a straight forward, leading edge perspective. My experience with the CII is a complete awakening and a new threshold of value. I have had a lifelong dream to build an investment system for clients. Lloyd has tied together many key elements I have gleaned from twenty years of studying the markets. He does not charge enough for the value that he creates. I am excited to share the solution with my clients. Keep up the great work!" – DH

"Hi Lloyd, You just helped land a \$900,000 account. A preview of our new approach to investing wiped out our competition. Thank you." – TL

**Sign up to participate in what many are calling the “most valuable workshop in my career.”**

**Discounts available for early registration.**

# REGISTRATION FORM

This form registers a single team for the 8-week Conference Call Workshop Series titled Counter Intuitive Investing conducted by Lloyd Williams. The team agrees that the material presented is copyrighted by Lloyd Williams and is to be used only by this single team and it's clients. The team agrees that the material will not be distributed in any form to other advisors or firms.

The non-refundable fee is:

\$395 CDN (registration received prior to March 30, 2010)

\$495 CDN (registration received April 1-31, 2010)

\$595 CDN (registration received May 1, 2010 or later)

Fee covers:

- Participation of entire team in eight weekly conference calls
- Unlimited email questions to Lloyd during the eighth weeks
- Weekly PDF of PowerPoint presentation
- Additional resources downloaded weekly
- **Audio playback of calls available for participants who miss call**

Fee does not include textbooks for the workshop. [Attract Clients, 2nd Edition](#) is available through [Amazon.com](#) (not .ca) and [Point and Figure Charting](#) by Dorsey Wright

All correspondence will go to a single team member's email listed below as Team Contact.

Lead Advisor's Name: \_\_\_\_\_  
Team Contact's Email: \_\_\_\_\_  
Team Name: \_\_\_\_\_  
Firm Name: \_\_\_\_\_  
Phone Number: \_\_\_\_\_  
City, State/Province: \_\_\_\_\_  
Credit Card Number: \_\_\_\_\_  
Expiration Date: \_\_\_\_\_  
Signature of Card Holder: \_\_\_\_\_  
Referred By: \_\_\_\_\_

**Fax this form to 309-294-5519**

Following registration you will receive a confirmation email with additional information.