

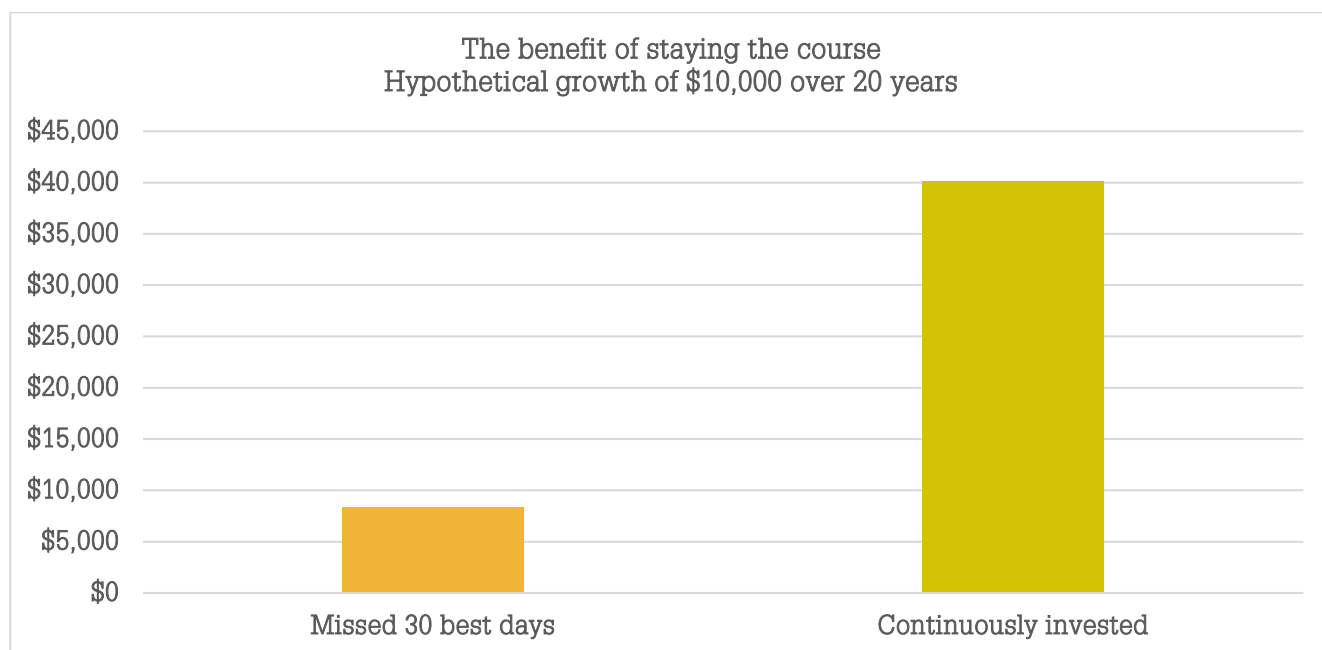
# DON'T TRY TO TIME THE MARKET

**"Far more money has been lost by investors trying to anticipate corrections, than lost in the corrections themselves."**

Peter Lynch  
Legendary Investor and Author

If you've heard the saying 'it's time in the market, not timing' this is what we're talking about...timing the market is usually a loser's game. It often occurs when an investor believes they can predict when the market will fall or rise and base their investment decisions on this prediction.

Fear and greed can also cause investors to rush in and out of the market at inopportune times, buying as stocks rise (or have peaked), selling as stocks fall (or have bottomed). The cost of missing the 30 best days is substantial.



Source: Davis Advisors. Chart represents a hypothetical US\$10,000 investment in the S&P 500 Index for 20 years through to 31 December 2017 with the conditions described in the text. Hypotheticals assume a cash yield of 1.0% per year. Investments cannot be made directly in an index. **Past performance is not a reliable indicator of future returns.**

If you are a long-term investor, when faced with changing market conditions do not react emotionally or abandon your investment plan. Be patient and, assuming your goals and/or time horizon have not changed, view the downturn as an opportunity to purchase good businesses at attractive prices.



### Investor behaviours that improve returns:

- Disregard market forecasts
- Be patient
- Consider investing when feeling fearful
- Don't jump in and out of the market
- Tune out daily market drama
- Work with a trusted financial adviser.

To build long-term wealth, investors must remain disciplined, unemotional and focused on long-term goals in the face of inevitable market volatility.

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For information about the PAN-Tribal Global Equity Fund, please go to [www.pantribal.com.au](http://www.pantribal.com.au) or contact your Key Account Manager:

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Applications to invest in the Fund must be made on the application form which can be downloaded from [www.pantribal.com.au](http://www.pantribal.com.au) or obtained by contacting PAN-Tribal on (03) 9654 3015.

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