



# Audio for Traders

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**Hear it!**  
**Feel it!**  
**Now Trade it!**

Presented by Ben Lichtenstein  
[www.TradersAudio.com](http://www.TradersAudio.com)



# Ben Lichtenstein

President *Tradersaudio.com*

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- i Member of the Chicago Mercantile Exchange
- i 15 years floor experience
- i 6 years providing squawk audio for traders
- i President, CEO and Founder of Tradersaudio.com
- i How I became audio bound



# How Traders Use Audio

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- i To establish audio associations
- i As a source of information
- i As a confidence builder
- i A streaming indicator of the markets energy
- i Establish first hand knowledge to market conditions
- i Each Trader is different
- i A way to stay connected to the outside world
- i Better yourself as a trader
- i Seeing is believing but hearing is confirmation



# Squawk Audio

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- i Factual-paper selling
- i Zero delay
- i Quality over quantity
- i Human aspect
- i Eyes and ears in the pit
- i Predictable and reliable
- i Information you need about the markets you trade
- i Network of broadcasters providing information to each other



# Pit Layout

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- i Top step is for filling brokers
- i Size locals stand next to filling brokers
- i Locals in the middle trade smaller size
- i Location ups and downs
- i Alliances
- i Spreads and backs
- i Hand signals-Bids and offers

# Pit Layout





# Squawk Phrases

“what to listen for”

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- i Paper coming in seller/buyer
- i Locals stuck long/short
- i Aggressive paper sellers
- i Locals trying to push lower/bid it up
- i One of my top 10ers coming in
- i Locals sell/buy mini
- i They take them or they give them



# Paper vs. Locals

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- i What is paper
- i Who are locals
- i Who are the local spreaders
- i What role do they play
- i Both need each other for efficient markets



# Squawk Setups

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- i New highs/lows during light trading
- i High energy trade
- i Repetition
- i Action and reaction
- i Locals stuck long/short



## Is Audio Essential for all Traders?

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- i Priceless for some-worthless for others
- i Each Trader is different
- i You'll know right away
- i Important to know history or be it
- i If you want to be there for the good times you have to be there all the time
- i Change for Traders is essential



## Go Out and Have a Listen

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- i You'll know right away
- i Audio provides the rhyme and the reason
- i Hear what you've been missing
- i Feel the pulse
- i Free trials are available to most services
- i Tap into the numerous benefits audio provides Traders