



LACHLAN PARTNERS

Buying Low, Selling High: the revised Zone System

During times of economic instability such as the GFC, behavioural and investor psychology demonstrates that people often sell at the worst possible time. They also fail to take opportunities at the best possible time. Given this, Lachlan Partners, uses a proprietary tool, known as the Zone System, to override this psychology. Come and hear more about the revised Zone System from **Paul Saliba, Chief Investment Officer at Lachlan Partners, who is speaking at the Lachlan Partners' 2011 Economic and Property Update.**

Thursday March 31st 2011, 4.30pm – 6.30pm, Level 1, Crown Towers, 8 Whiteman Street, Southbank VIC. To attend please call 1800 643 631.

Paul Saliba holds extensive industry and academic experience, including many years as an Australian equity research and funds management specialist. Before joining Lachlan Partners, Paul was a Supervisory Analyst for Citigroup where he was responsible for reviewing and approving research on Australian equities, fixed interest securities, markets and economics.

Also speaking are: Dr Chris Caton and John Marasco.

Dr Chris Caton is the Chief Economist for BT Financial Group. He was Chief Economist at Bankers Trust from 1991 until July 1999 whilst also holding the position of Chairman of the Indicative Planning Council. Previously he worked in the Treasury, the Department of the Prime Minister and Cabinet, and for an economic consulting firm in the United States.

John Marasco is the Managing Director for Colliers International's sales team nationally and also runs the Victorian business operations as State Chief Executive. John has negotiated some of Australia's biggest Real Estate transactions and has been involved in successfully brokering some substantial transactions with overseas investors entering the Australian market.

Lachlan Partners is one of Australia's most trusted and reputable private advisory firms, our range of business and financial advisory services has been created with pure financial synergy in mind. It enables us to look at the bigger picture of your overall needs and provide one powerful integrated solution. Lachlan Partners has over 100 staff and offices in Melbourne, Sydney and Brisbane.

For further information, please telephone:

Lachlan Partners

Philip Pezzi – Managing Director 03 9605 9200

Irena Hyde – Chief Operating Officer 03 9605 9200