



MASTER TRADING PSYCHOLOGY CLASS #2

EMOTIONS

FOMO

HR

CONFIDENCE

TRADING PLANS

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Agenda For Today

01 A Strong WHY you want trade for a living

02 Why don't you simply follow your plan?
The source of your problem & the solution

03 Key Mindset Shifts a trader must make

04 Building Confidence

Who Am I?

- Freedom passionate
- Day Trader with 10+ years of experience
- Mindset & Life Coach for over 20 years
- Neuro-Linguistic Programing Master Practitioner for over 20 years
- Since 2019 specialized in helping traders to become consistent and achieving their goals



TRADING

TRADING FOR A LIVING

1. EUPHORIA



7. PROFITABILITY



PROFITABILITY LINE



6. MATURITY

BREAKEVEN

2. FEAR



5. HOW DO I
MAKE IT
WORK?



3. DRIFT



4. GO / NO GO?



Trading For A Living

- Starts with a strong WHY statement
 - Why is it important to you to make this work?
 - What's the worst that may happen if you don't manage to make it work?
- Be aware of what you're putting yourself into
 - It's a journey of self-discovery
 - It all comes down to mastery and a long-term commitment.
- It requires a lifestyle that supports your efforts to perform at a high level.
- Money comes as a **result OF** your efforts. It is not a **reason FOR** your efforts.

A Strong WHY Statement

- WHY is the pivot part of the trading journey - the GO/NOGO decision
- A strong WHY statement “why you want to be a trader” must be focused on you and why making this work is vital to you.
- What is the emotional benefits of trading? Consider the process rather than the result. What is it that you like about it?
- Define your WHY as something you want rather than something you're trying to avoid. Keep in mind that energy flows where your attention goes. Instead of avoiding what you don't want, put your energy and effort into accomplishing your goals.

The Power Of Beliefs

- Our beliefs are the driving force behind everything we do...and everything we don't do.
 - You always have a choice. Not doing something, it's also a choice.
 - Not following your trading plan is your choice.
- Your beliefs define what you set your mind on - they define your mindset.
 - **Your mindset is your choice** because you decide what you believe
 - It doesn't matter if your beliefs are true; what matters is whether or not they support or sabotage your efforts.
- Beliefs are part of your filters
 - They shape your thoughts and experience, and as a result, your actions.

Symptoms Of Misaligned Beliefs In Trading

- FOMO
- Overtrading
- Ruminating thoughts
- Lack of discipline and control
- Stress
- Second-guessing yourself
- Lack of confidence
- Need to be right

What Is The Belief That Might Be Causing These Symptoms?

- What is the worst that might happen?
- How likely is that going to happen?
- What do you expect will happen?
- What does it mean to you if it happens (or does not happen)?
- What does that tell you about yourself?
- Do you have evidence that it is true?
- Do you have evidence that it isn't true?
- What benefit do you get from holding onto this belief?

Key Mindset Shifts For Every Trader

- **Mindset Shift #1:** How we succeed in trading differs from how we succeed in other areas of our lives.
- In trading:
 - Less is more. Working more does not equate to better results.
 - You don't create opportunities, you wait for them.
 - The majority of the time, sitting on your hands is recommended
 - Losing is a necessary component of the winning strategy
 - It is entirely up to you if and when you achieve your goals

Key Mindset Shifts For Every Trader

- **Mindset Shift #2:** Trading is a business.
- In trading business:
 - You play the role of a leader, manager and operator.
 - The longer you let the Operator to work, the less likely you are to make money.
 - Your physical & mental state has a direct impact on the bottom line
 - Your business's growth is a result of your personal development.

Key Mindset Shifts For Every Trader

- **Mindset Shift #3:** No direct time and money correlation.
- In trading:
 - Spending more time trading does not equal making more money.
 - You can make or lose a lot of money in no time.
 - Profitability is not a result of trading long enough.
 - If you keep repeating the same mistakes and make no changes, you are wasting your time and money

Key Mindset Shifts For Every Trader

- **Mindset Shift #4:** It's OK not to know. No trader knows for sure.
- In trading:
 - The market is highly uncertain and unpredictable environment.
 - Nobody has the ability to see into the future. It's all just a thesis, after all.
 - Making mistakes is a part of the process. Don't panic.
 - Many of your trading decisions will be based on avoiding or reducing pain as a result of your internal protection mechanism.
 - Learning to find comfort in discomfort and accepting the unknown will relieve a lot of stress.

Key Mindset Shifts For Every Trader

- **Mindset Shift #5:** Failing doesn't make you a failure
- In trading:
 - Your results are based on odds and probability.
 - If you are failing - review your process.
 - You are a minor player in the marketplace. Nobody gives a damn. You should, however.
 - Dismantle your ego-driven story and quit trying to prove it to be true.
 - It's not personal. Relax. Nobody is judging you (but you).

Being Right Or Wrong

- 1st decision
 - You don't know if a trade will work out according to your plan or not until you enter it. It's a matter of odds, and it might go either way. There is no right or wrong here.
- 2nd decision
 - You're in a trade and you may be aware of the outcomes, but do you acknowledge them?
 - What is the story you are telling yourself that makes it right if the odds are stacked against you and you persist in a losing trade?

How To Gain Self-Confidence

- Accept full responsibility for the outcomes of your decisions. It will offer you a sense of control, which will boost your self-confidence.
- Make no promises you won't be able to keep.
- Begin to show yourself that you are capable of doing the right thing when the situation calls for it.
- Shift your focus to what will help you achieve your objectives.
- You choose what you think. Choose wisely.
- Control your thoughts. This way you will be able to control your emotions.

You Are In Charge

Begin to practice:

- During trading, keep an eye on what thoughts cause you to act irrational
- Focusing your thoughts on what you want to achieve
- Staying in the now and breathing. Price action happens in the now.
- Download your coursebook
- Make sure to complete all of the exercises in the workbook