

The Ideal Trading Mindset

Mindset – Method – Motivation – Attitude

The Argument

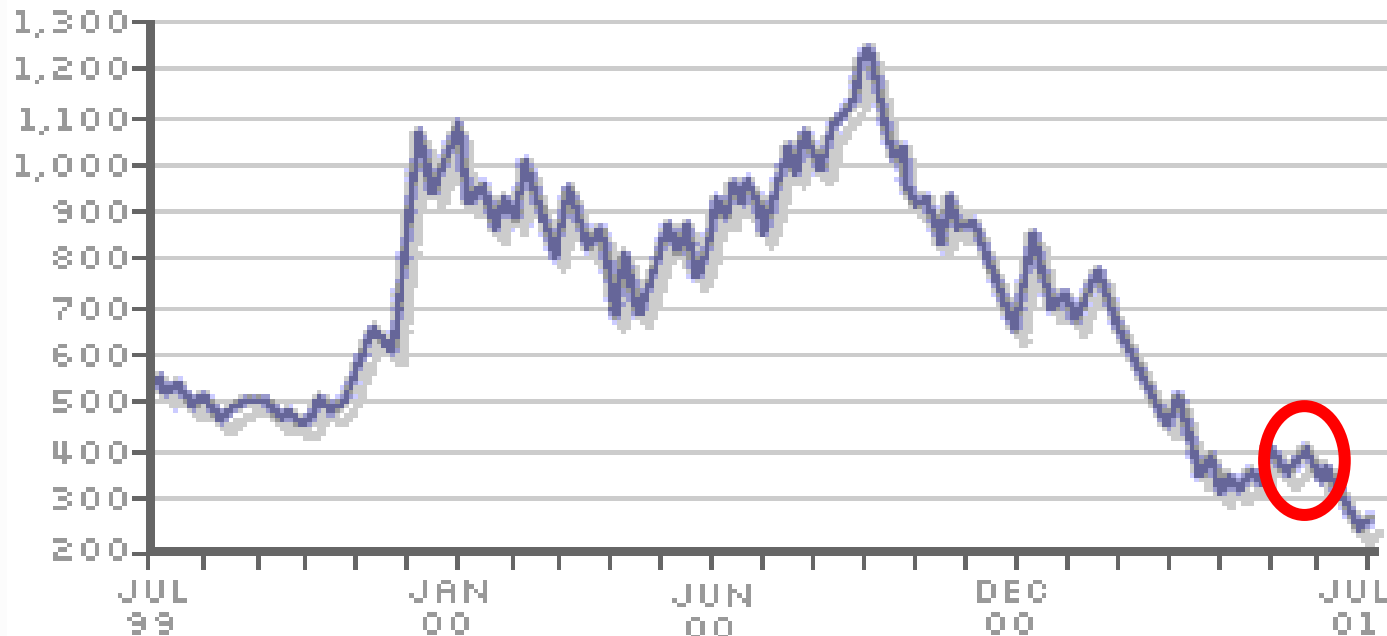
Normal thinking doesn't lead to profitable trading

Why Do I Believe That?



Marconi's share price

Share price



SOURCE: ICV/Datastream

What can we learn from 43 million trades?

	Your Answer	The Answer
Percentage winners?	— — — — —	— — — — —
“pip” gains on winners?	— — — — —	— — — — —
“pip” loss on losers?	— — — — —	— — — — —

What can we learn from 43 million trades?

	Your Answer	The Answer
Percentage winners?	— — — — —	65%
“pip” gains on winners?	— — — — —	42 pips profit
“pip” loss on losers?	— — — — —	82 pips loss

1. Spreads have come down significantly.
2. Knowledge sharing is at an all time high.
3. Education has never been so accessible.
4. Markets are available practically 24 hours a day.
5. Platforms are mobile.
6. Charting packages are readily available for little or no cost at all.
7. Historical data are reliable and available at little cost.
8. Testing facilities have never been more available than they are now.

CFD sind komplexe Instrumente und gehen wegen der Hebelwirkung...

...er, schnell Geld zu verlieren. 73% der Kleinanlegerkonten verlieren Geld beim CFD-Handel, wenn sie sich leisten können, das hohe Risiko einzugehen, Ihr Geld zu verlieren.

...bieter. Sie sollten überlegen, ob Sie verstehen, wie CFD funktionieren, und ob Sie es sich leisten können, das hohe Risiko einzugehen, Ihr Geld zu verlieren.

We use cookies to save your preferences and provide you with a better, localized experience. By using our website you agree to our [Cookie Policy](#).
Trading leveraged products such as Forex and CFDs may not be suitable for all investors as they carry a high degree of risk to your invested capital. Please read our full [Risk Disclosure](#). [Accept](#)

our strong German branch in the port of Hamburg, we have a common gateway to the world. Due to the

Trade Responsibly: CFDs are complex instruments and come with a high risk of losing money rapidly due to leverage. **73% of retail investor accounts lose money when trading CFDs with this provider.** You should consider whether you understand how CFDs work and whether you can afford to take the high risk of losing your money.

CFDs are complex instruments and come with a high risk of losing money rapidly due to leverage. **68.56% of retail investor accounts lose money when trading CFDs with this provider.** You should consider whether you understand how CFDs work and whether you can afford to take the high risk of losing your money.

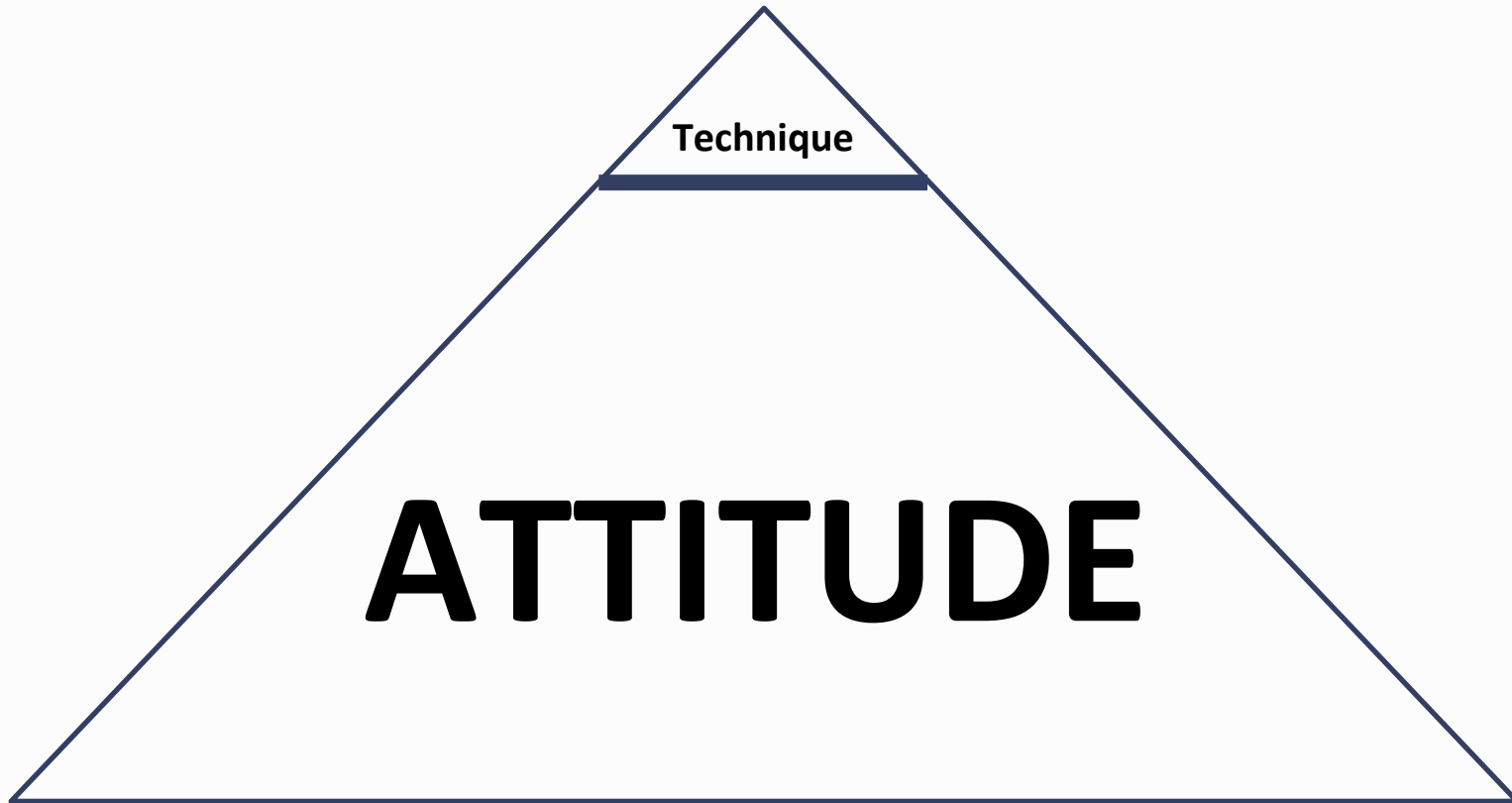
Risk Warning: CFDs are complex instruments and come with a high risk of losing money rapidly due to leverage. **68.56% of retail investor accounts lose money when trading CFDs with HF Markets (UK) Ltd.** You should consider whether you understand how CFDs work and whether you can afford to take the high risk of losing your money. Please read the full [Risk Disclosure](#).

CFDs are complex instruments and come with a high risk of losing money rapidly due to leverage. 64% of retail investor accounts lose money when trading CFDs with this provider. You should consider whether you understand how CFDs work and whether you can afford to take the high risk of losing your money.
Futures are complex instruments subject to unpredictable changes in price. They are financial instruments which offer the investor the possibility to use leverage. The use of leverage implies the risk of losing more than the total value of the account.
Investments in digital assets are considered highly speculative investments and are subject to high volatility and therefore may not be suitable for all investors. Each investor should consider carefully, and possibly with external advice, whether digital assets are suitable for them. Make sure you understand any digital asset before you trade it.
Back tested and real past performance do not guarantee future performance. Every investor should make sure, if possible with the help of an advisor, if the investment service is suitable for his personal situation. All investments carry significant risk. There is no guarantee of profit.
The information on this site is not directed at residents of Belgium nor is it directed at residents of any particular country where the marketing or the use of the instruments contained on this website would be against local laws or regulations.
The brokerage services provided by VHI Selfinvest are remunerated by a BIC-Aiik spread and/or the application of an order commission. Visit the budget page.

and CFDs are complex instruments and come with a high risk of losing money rapidly due to leverage. **74% of retail investor accounts lose money when trading spread bets and CFDs with this provider.** You should consider whether you understand how spread bets and CFDs work and whether you can afford to take the high risk of losing your money.

S D S D S D S D A H P
D D D D D F Y

Risk Warning: CFDs are complex instruments and come with a high risk of losing money rapidly due to leverage. **71% of retail investor accounts lose money when trading spread bets and CFDs with this provider.** You should consider whether you understand how spread bets and CFDs work and whether you can afford to take the high risk of losing your money.



The Argument

Normal thinking doesn't lead to profitable trading

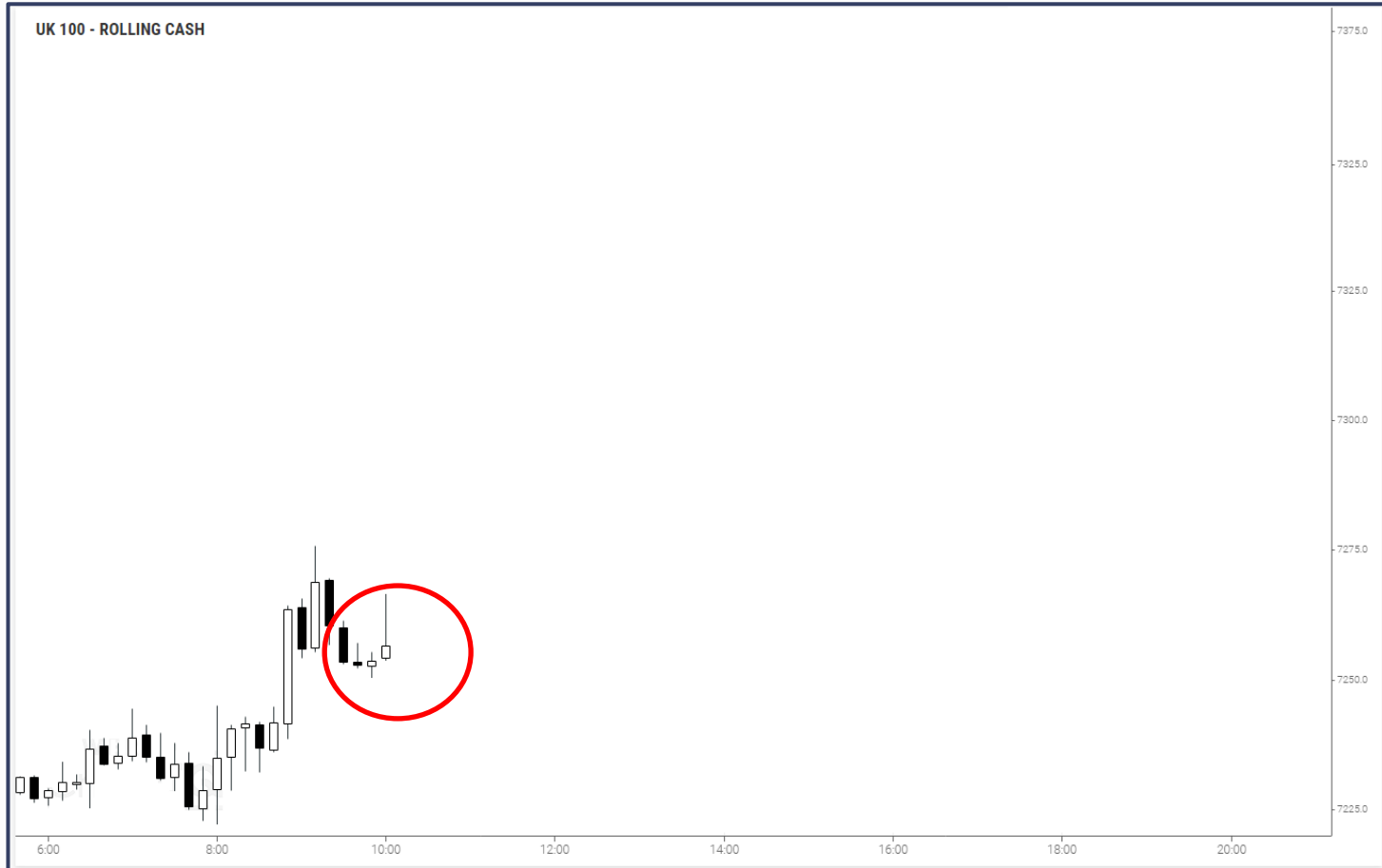
So What Does?

I argue that...

Getting to know yourself better makes you a better trader

Example (personal)





Money Management

Money management is more than just an old worn cliché.

Solution Part 1

Stake Size Sweet Spot







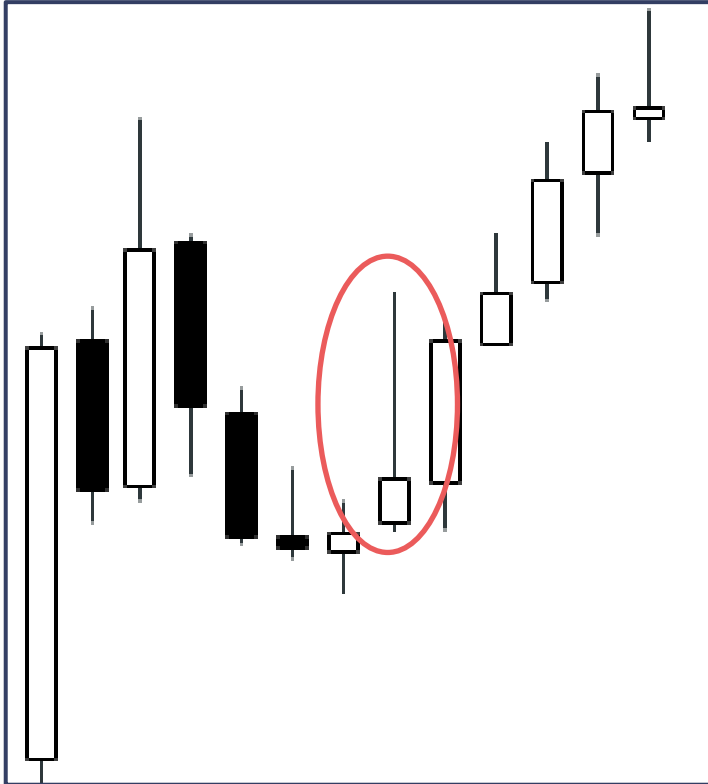


▲ *Kobe Bryant racked up 14,481 missed shots during his career - well over 1,000 more than the second player in the list*

JONATHAN DANIEL/GETTY

[Taking his shot](#)

Bryant's success story began with working to conquer the fear of failure



Much of our progress – as a species – and as individuals – comes from our setbacks.

Therefore our relationship with setbacks is highly correlated with position in the food chain.

Do we treat setbacks as just that – a step back – but with no lesson?

Or do we learn what needed to be learned – if anything – and did we appear a little wiser the next time a similar situation appears?

Take for example the behaviour of the market at this close-up of the FTSE from the previous page. Is this common?







Solution Part 2

Review & Discover

Training

Is it even possible to “practise” trading?

Deliberate Practise

I have split my trading training into different categories. I confess much of my life is split into similar kind of categories.

1. **Technical improvement.**
2. **Technical maintenance.**
3. **Physical improvement.**
4. **Physical maintenance.**
5. **Mental improvement.**
6. **Mental maintenance.**

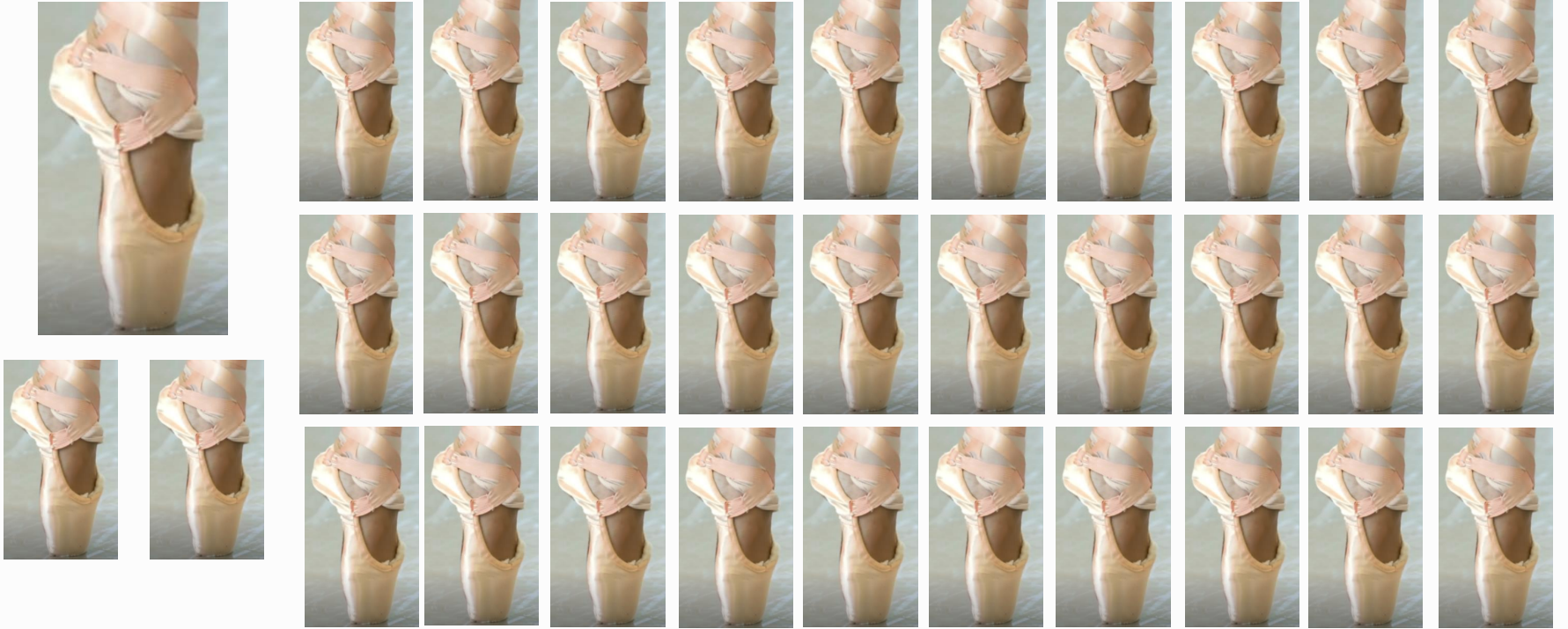
I have split my trading training into different categories. Some of these categories fall into the larger timeframes, while other categories fall into smaller timeframes.

1. Time cycle analysis for longer timeframe trading and investing.
2. FOMC trading analysis.
3. Gap Up analysis.
4. Gap Down analysis.
5. 15min timeframe analysis vs. 5min timeframe analysis.

.. and much more.

Trading can be tremendously overwhelming and taxing on the brain. Considering the market is open 24 hours a day, I have practised the segments that are pertinent to the timeframes that are relevant to me.





‘Swan Lake’ is filled with thrilling moments for audiences, but none are quite as iconic as those 32 fouettés, which have been the bane of ballerinas for more than a century

TREND DAY TRAINING

A simple example of specific deliberate practise













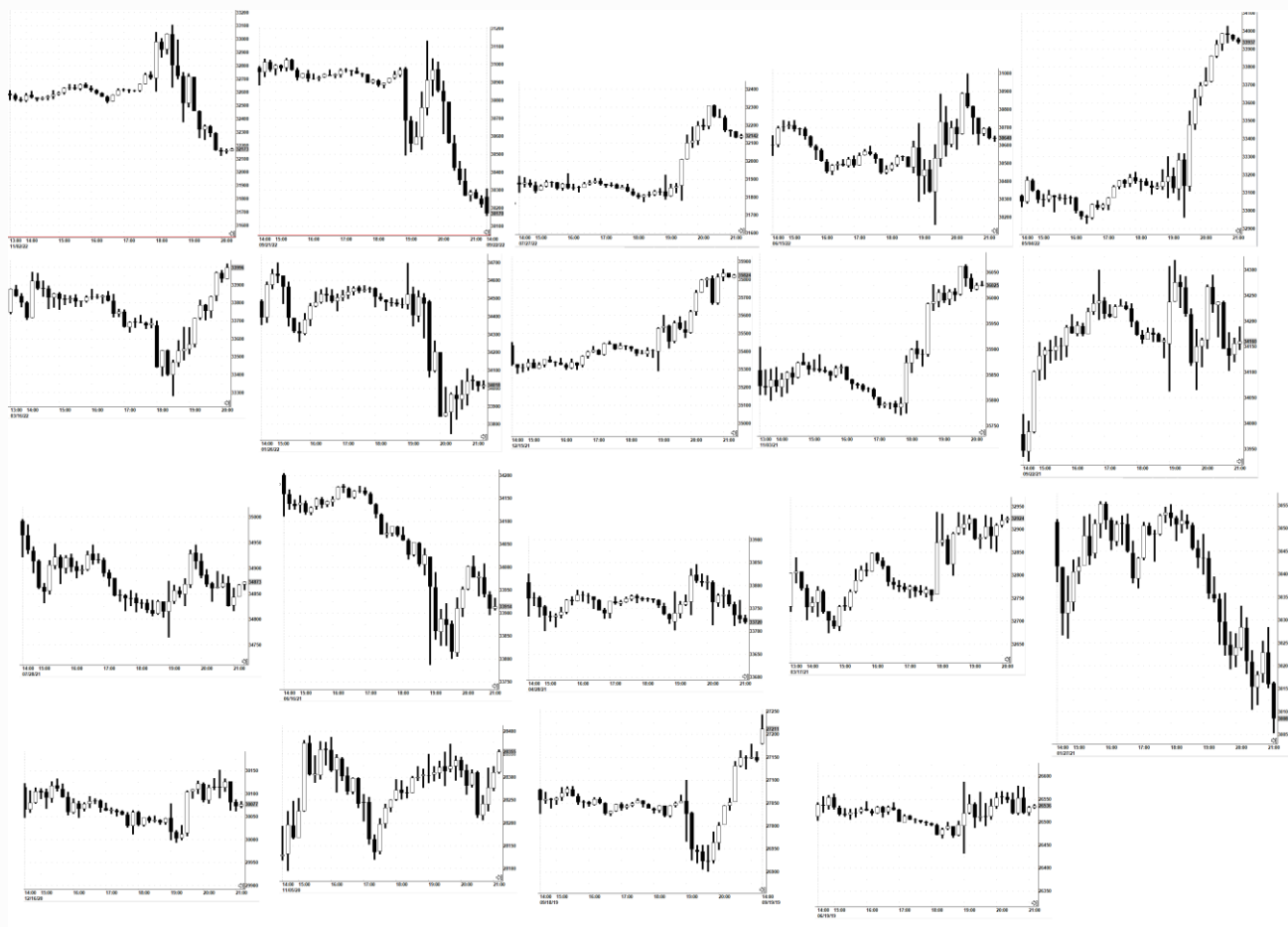


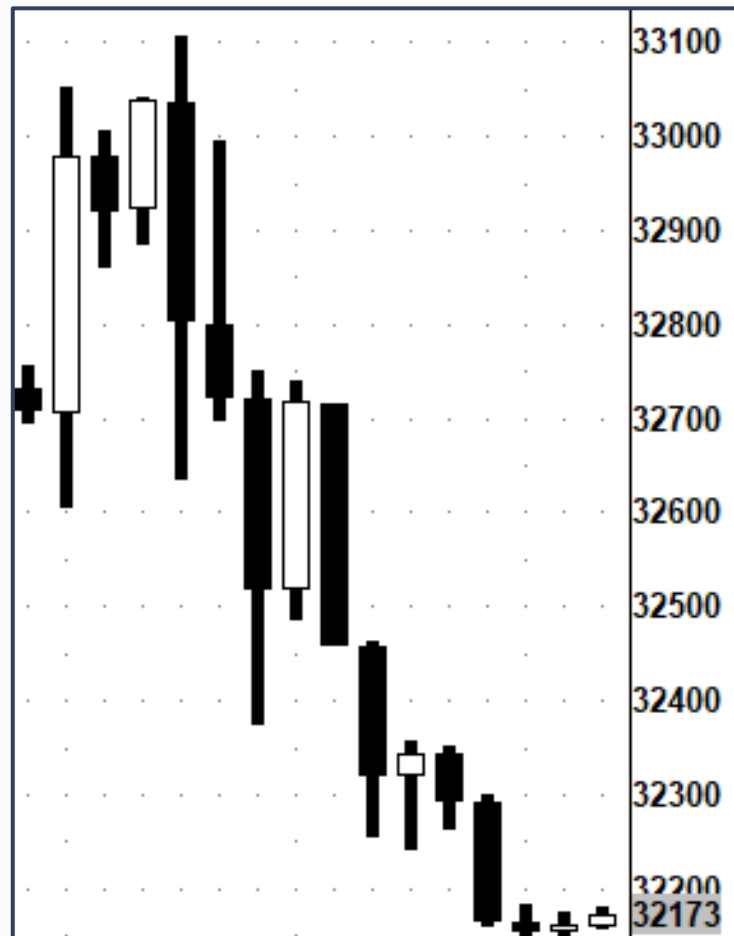
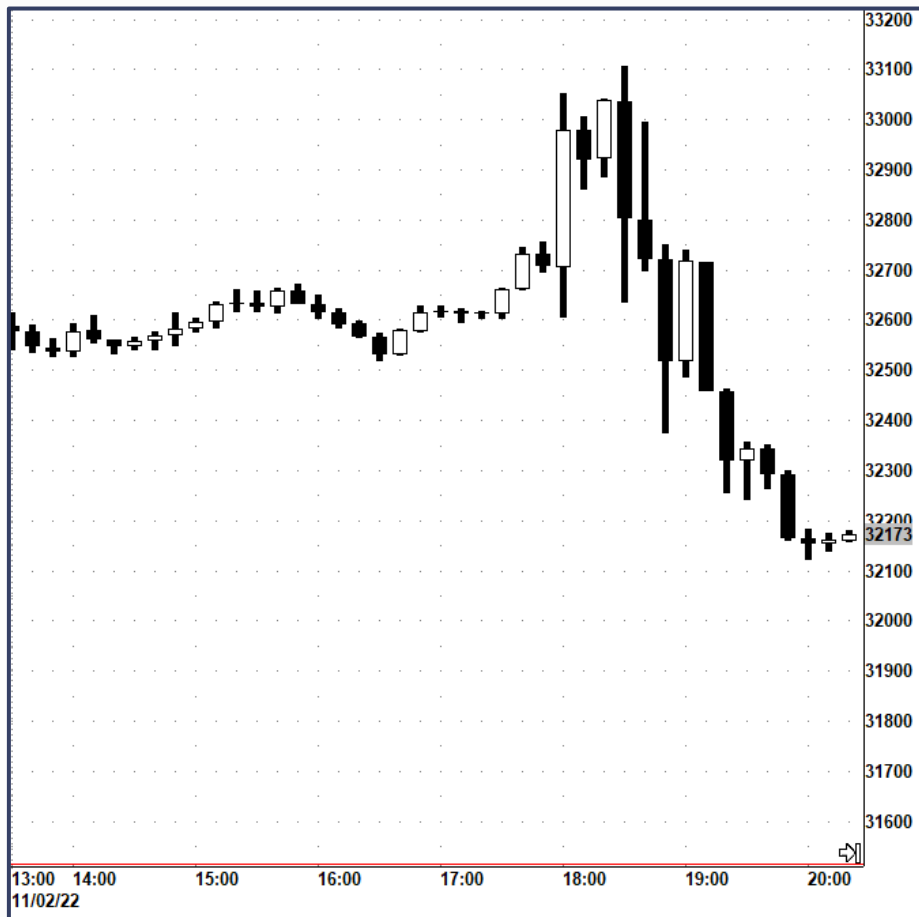




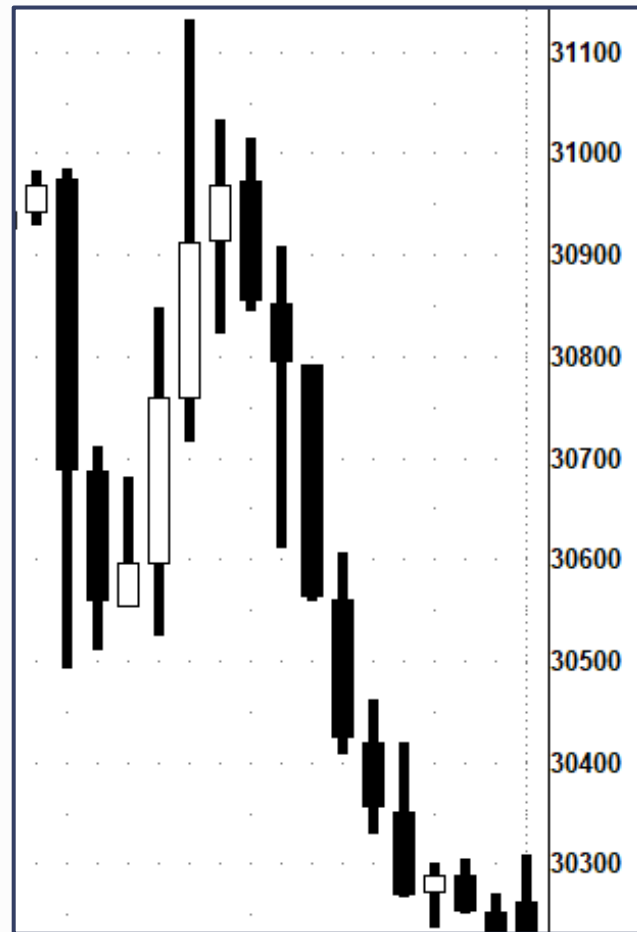
FOMC TRAINING

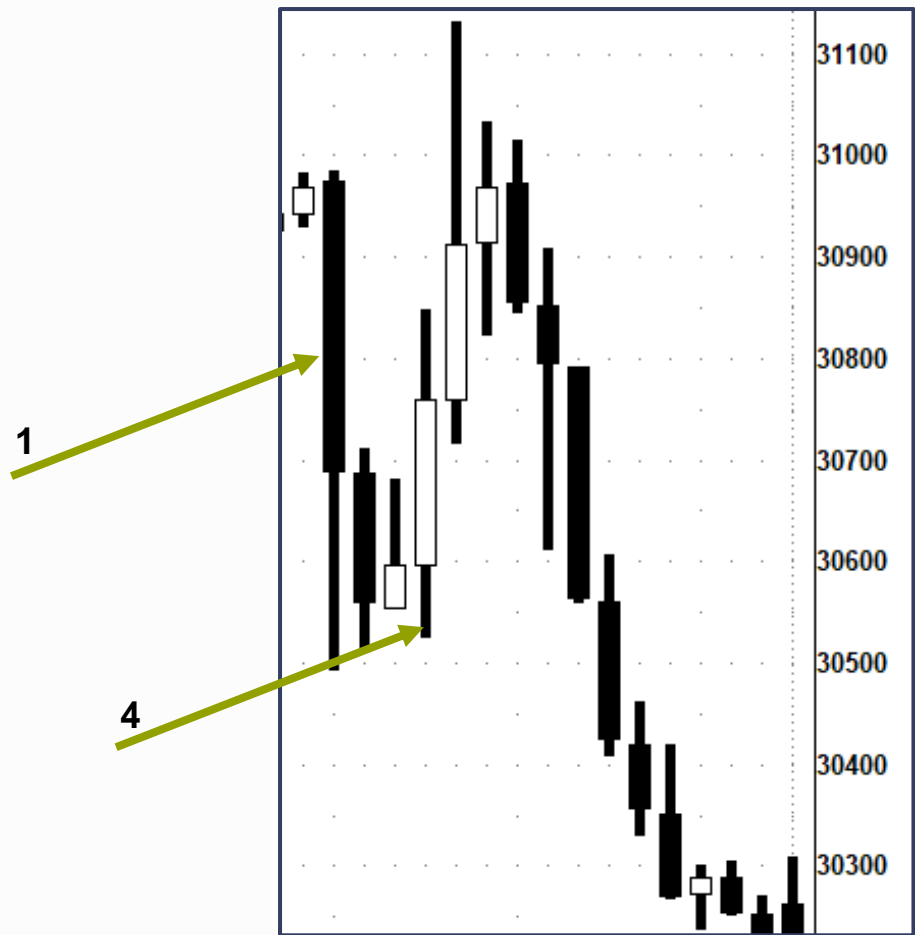
Another simple example of specific deliberate practise

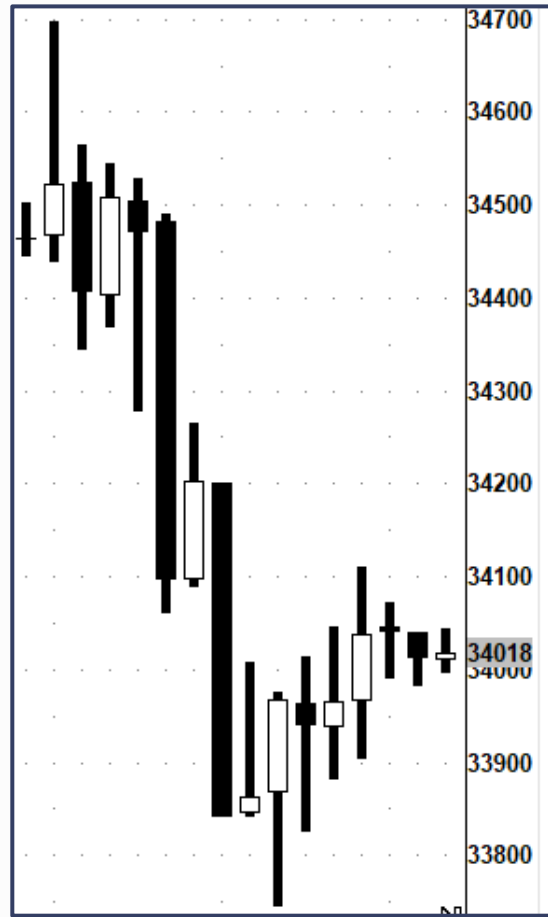


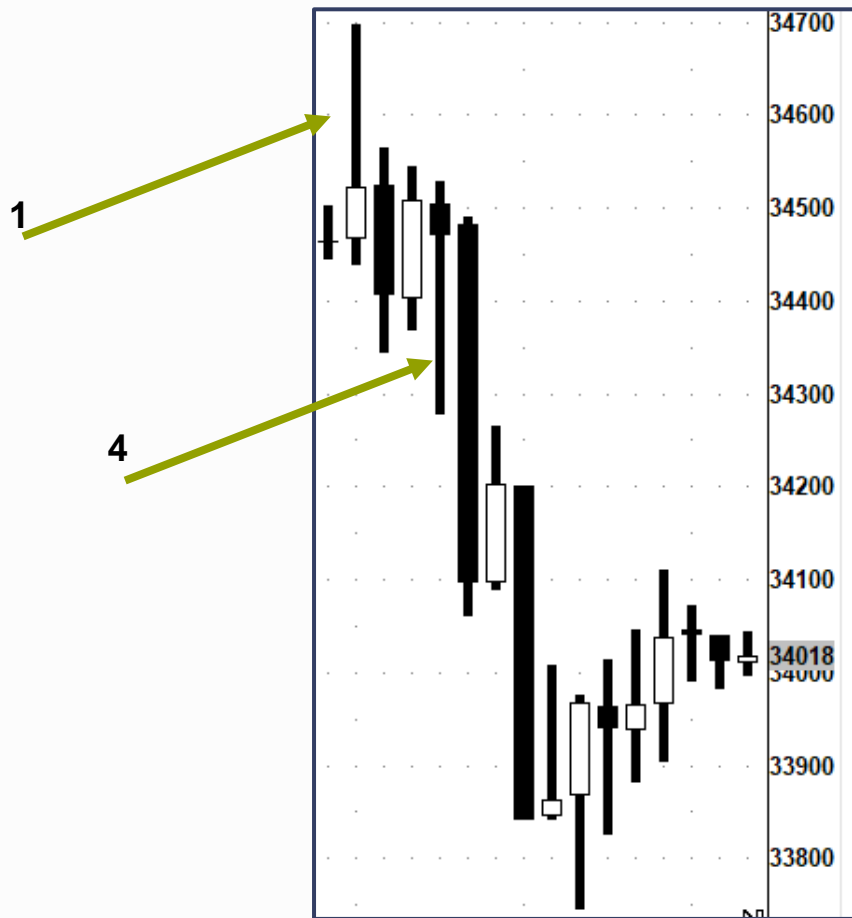


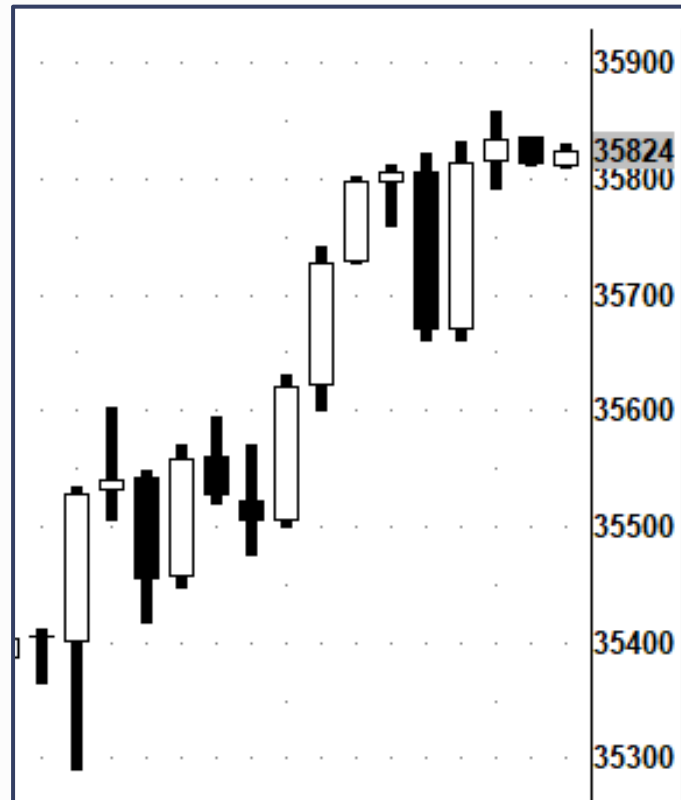


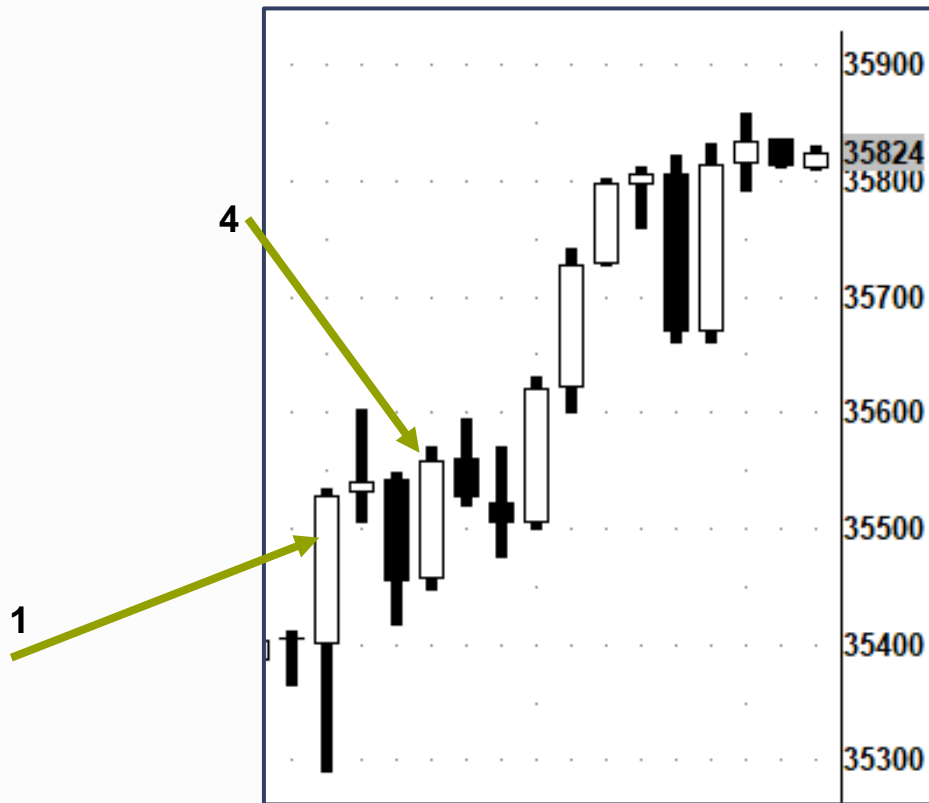






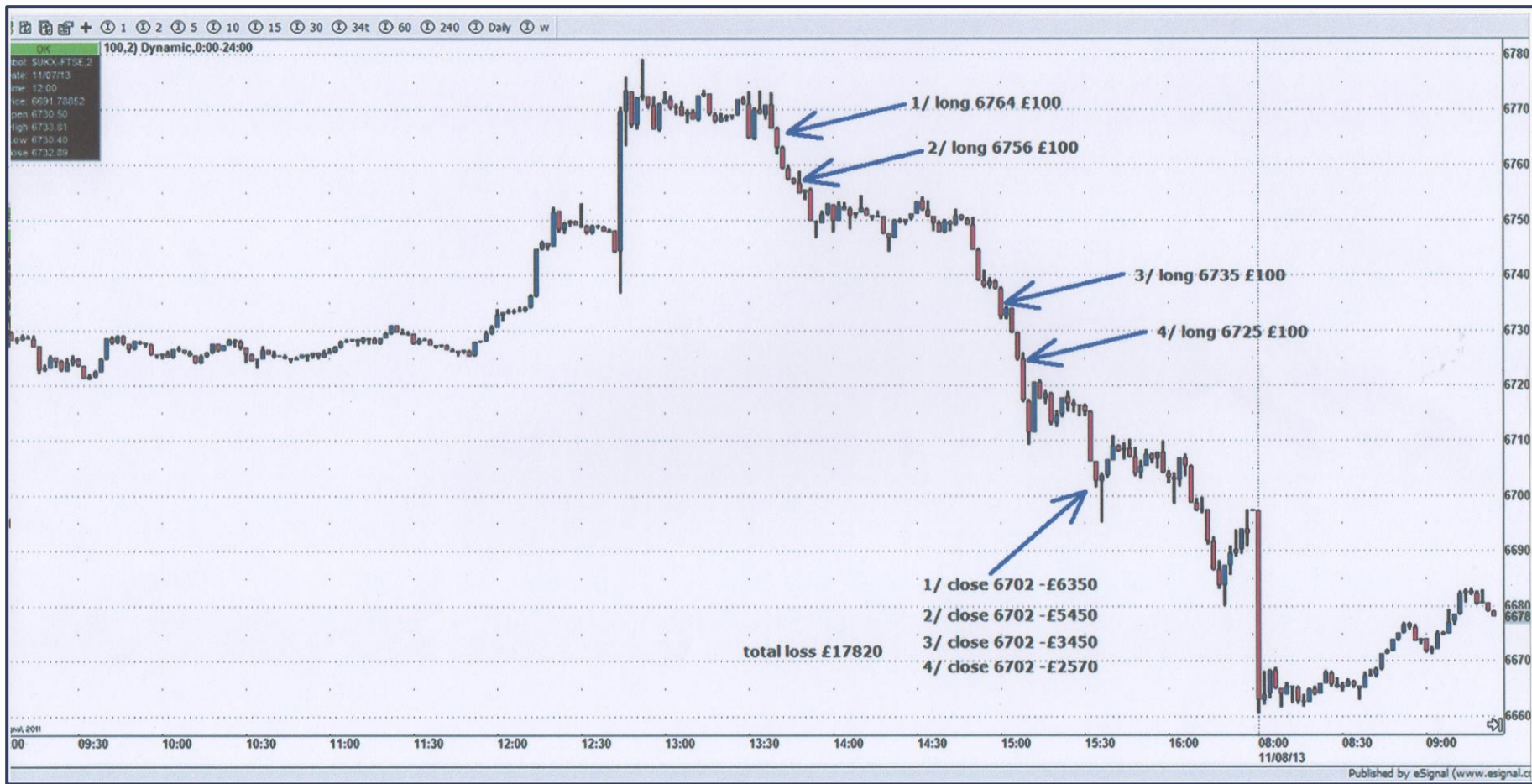






I have split my trading training into different categories. I confess much of my life is split into similar kind of categories.

1. Technical improvement.
2. **Technical maintenance.**
3. Physical improvement.
4. Physical maintenance.
5. Mental improvement.
6. Mental maintenance.



WALL STREET 30 - ROLLING CASH
31202.5

31,420

Dow 10min chart for greater perspective..

my stop is 31,430.
Dow goes 20 points
higher.

TraderTom Live Day Trading
 🇺🇸 DOW JONES INDEX
 SOLD SHORT ▼ = 100%

ENTRY = 31,371
 STOP = 31,430 👁 4256 edited 16:00

TraderTom Live Day Trading
 MINUS 60 in DOW 👁 4300 16:09

Where I get stopped out is actually where I should have shorted - above prior bars high....! shake my head!!!!

I get stopped out and the Dow falls 100 points in my favour. It happens :)

I have split my trading training into different categories. I confess much of my life is split into similar kind of categories.

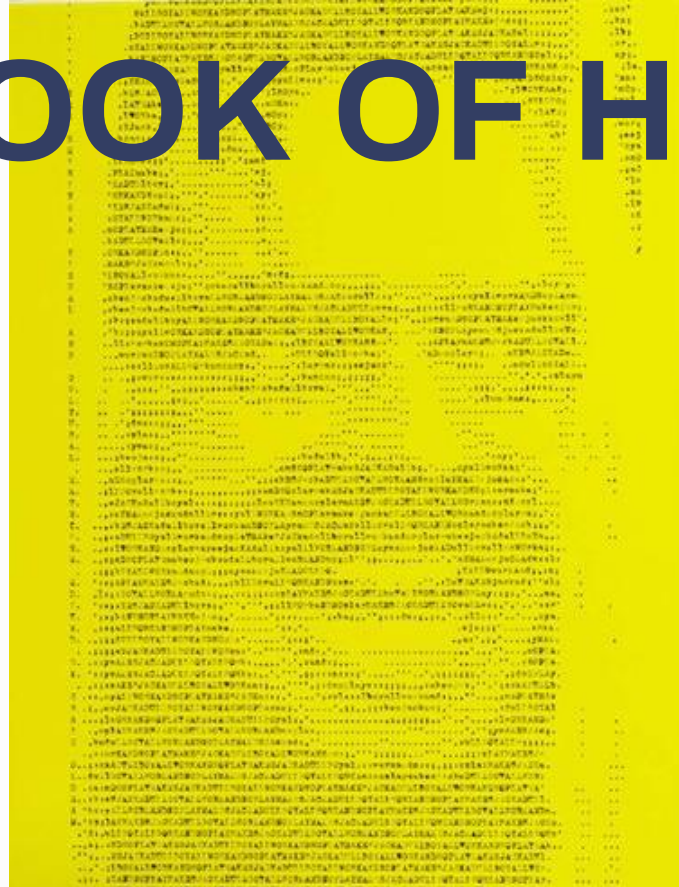
1. **Technical improvement.**
2. **Technical maintenance.**
3. **Physical improvement.**
4. **Physical maintenance.**
5. **Mental improvement.**
6. **Mental maintenance.**



I have split my trading training into different categories. I confess much of my life is split into similar kind of categories.

1. **Technical improvement.**
2. **Technical maintenance.**
3. **Physical improvement.**
4. **Physical maintenance.**
5. **Mental improvement.**
6. **Mental maintenance.**

THE BOOK OF HORROR



PRICE 7437.6 OPEN 7438.1 CLOSE 7437.6 UK 100 - ROLLING CASH
HIGH 7443.5 LOW 7433.1 DATE: 08-26 16:05 7415.0

This is a TRULY horrible entry, and you got a better deal than I did. I shorted it at 7421, while you got 7425.

I think the trade idea in itself was fine. You needed to find a place to sell short on a Friday after a central banker warns that things are going to get worse, BUT my entry was not one of my finest moments.

7446.8 was the high and my stop was 7445.

I literally shorted RIGHT there.



PRICE 13089.65 OPEN 13097.35 CLOSE 13089.65
HIGH 13097.75 LOW 13087.45 DATE: 08-26 13:25

US TECH 100 - ROLLING CASH
12713.1

5min chart

1min chart

TraderTom Live Day Trading

NASDAQ INDEX
SOLD SHORT ▼ = 100%

ENTRY = 12.895

STOP = 12.925 3186 edited 15:51

TraderTom Live Day Trading

NASDAQ INDEX
SOLD SHORT ▼ = 100%

ENTRY = 12.909

STOP = 12939 3225 edited 15:51

26 August 2022 15:50:03

ADDING TO WINNER

EXIT WAS WAY TOO EARLY AND WAS A GOOD REFLECTION
OF MY MINDSET TODAY - PREOCCUPIED WITH THE AUDIO
ISSUES... but that sounds like an excuse - so maybe I was just
rusty after my holiday

This is not a price related entry, but PURE time related entry. I am waiting for 2 bar reversal to finish, and the moment the market swaps to the next 5min bar, I short, and I immediately post to you. There you also see the delay between my trade entry and you knowing about it - 2 seconds...

PRICE 12790.1 OPEN 12785 CLOSE 12790.1 GERMANY 40 - ROLLING CASH
HIGH 12791.5 LOW 12784 DATE: 08-29 06:15 12823.5



This bar closed above high of prior bar after we made new lows. That should mean a test of highs at 12,850 at least...

PRICE 12461.25 OPEN 12458.15 CLOSE 12461.25
HIGH 12467.75 LOW 12458.15 DATE: 08-29 07:15 12514.5



PRICE N/A OPEN N/A CLOSE N/A US TECH 100 - ROLLING CASH
HIGH N/A LOW N/A DATE: N/A 12591.6



UK 100 - ROLLING CASH
7440.9



GERMANY 40 - ROLLING CASH
12973.8



PRICE 13096.95 OPEN 13123.05 CLOSE 13096.95 US TECH 100 - ROLLING CASH
HIGH 13123.95 LOW 13080.95 DATE: 08-26 15:00 12713.8

TraderTom Live Day Trading
NASDAQ INDEX
SOLD SHORT ▼ = 100%
ENTRY = 13.125
STOP = 13.155 3581 edited 14:56

TraderTom Live Day Trading 26 August 2022 14:56:01

I call this trade on the 1min chart a SELL ON CLOSE scalp. You will notice that I am selling THE MOMENT the 1min chart is closed at 14:55:59/00. It was a SCALP trade, and quite frankly I had no idea that Powell was going to talk. I had not checked today. I had been busy sorting issues with the live audio streaming.

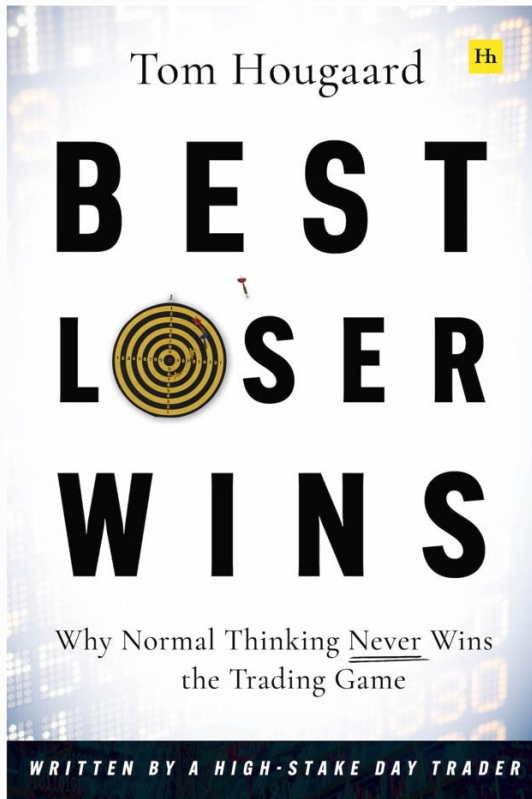
The trade made 12 points.



Solution Part 3

Posing specific questions have enabled me to develop a much sharper edge in my trading because I am not embracing every single aspect of the game.

There is no math to get you out of having to experience uncertainty. If you want to trade consistently, without the swings in confidence, then you have to learn to accept, tolerate, and even celebrate the feeling of uncertainty.



Everyone is a Chart Expert:	Charts is only a part of the successful traders arsenal.
The Curse of Patterns:	No pattern is ever 100% successful. We see what we want to see.
Fighting my Humanness:	If 90% lose, and 90% are acting like humans do, then . . .
Disgust:	Short chapter on what drives us forward (or holding us back).
The Drifter Mind:	Be still you drifter mind – and how to do it.
Embracing Failure:	Every pile of shit (loss) has a diamond in there (if you will dig).
Best Loser Wins:	Understanding how to flip the switch
The Ideal Mindset:	Tools to acquire the ideal mindset.



Learn to trade forex +

Learn to trade shares +

Learn to trade CFDs +

[Trading guides](#)

Webinars +

MetaTrader 4 course

Forex trading course

Beginner

How to read candlestick charts

How to understand the Candlestick chart: the most popular style of charts widely used by today's traders....

[Read more](#)

Beginner

How to Quickly Identify Trading Opportunities

There is a common misapprehension that trading needs to be a full-time occupation, but that's not necessarily the case. True...

[Read more](#)

Beginner

A guide to gapping and slippage

When markets hear major news, and certainly news that was unexpected, it can promote a rapid rethink of its pricing and posit...

[Read more](#)

Beginner

Day trading in forex

The term 'day trading' is well defined when we think of equity markets, where traders look to close out of positions before t...

[Read more](#)

<

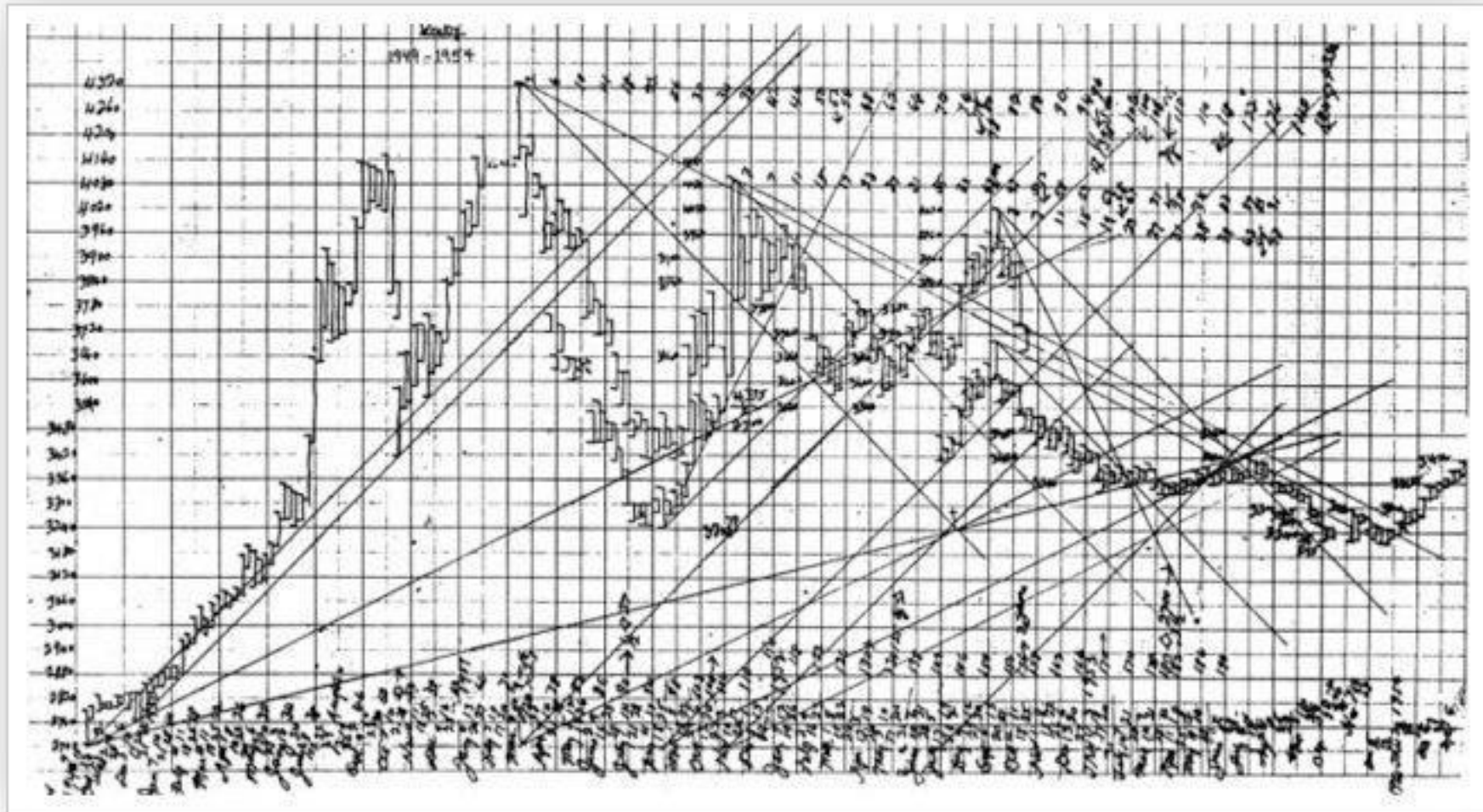
1

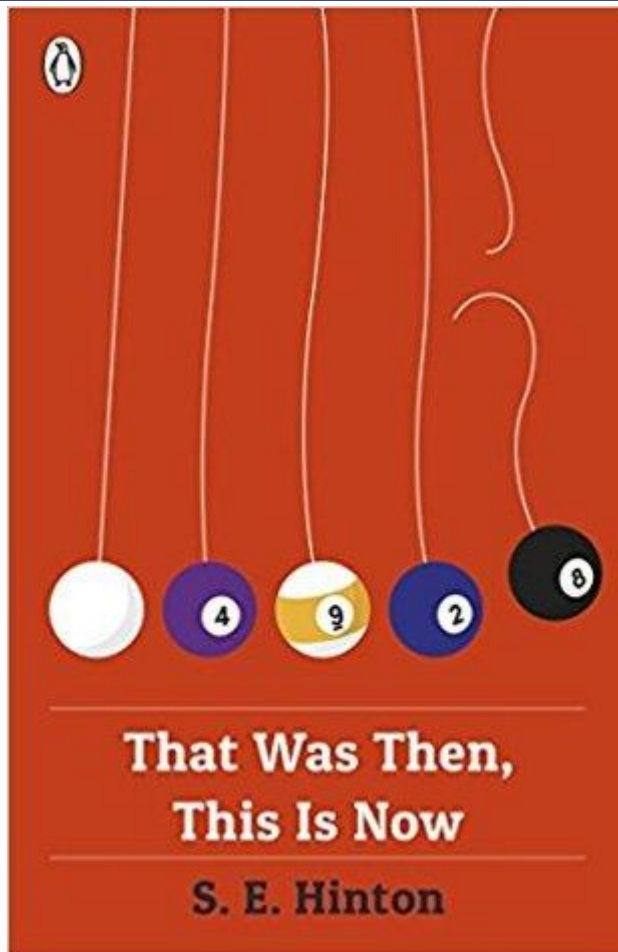
2

3

4

explanation of this Law Of Vibration.





I traded small – I was scared.

I traded DAX – without knowing what I was doing.

I traded Dow – with no real strategy.

I won a little – a lot.

I lost a lot – once or twice.

I suffered from supermarket mentality.

I traded without a real plan.

I celebrated wins – extrapolated.

I ignored the losing trades.

I trade fucking huge* – and I am not scared.

I have developed index specific strategies.

I am respectful of Dow – it can give and take quickly.

I lose often – but my wins are bigger.

I don't have an "impressive" win/loss ratio.

I am completely the opposite – "smelling blood".

I trade with a plan specific to the instrument and time of day.

I don't look too deeply into wins, but I look.

I am extremely attentive post trading to my losing trades

* A broker called me and said "if you insist on trading fucking huge size, you can't trade at such tight spreads", so I changed broker.

Audience Question Time

How important is the right mindset in trading?

0%

25%

50%

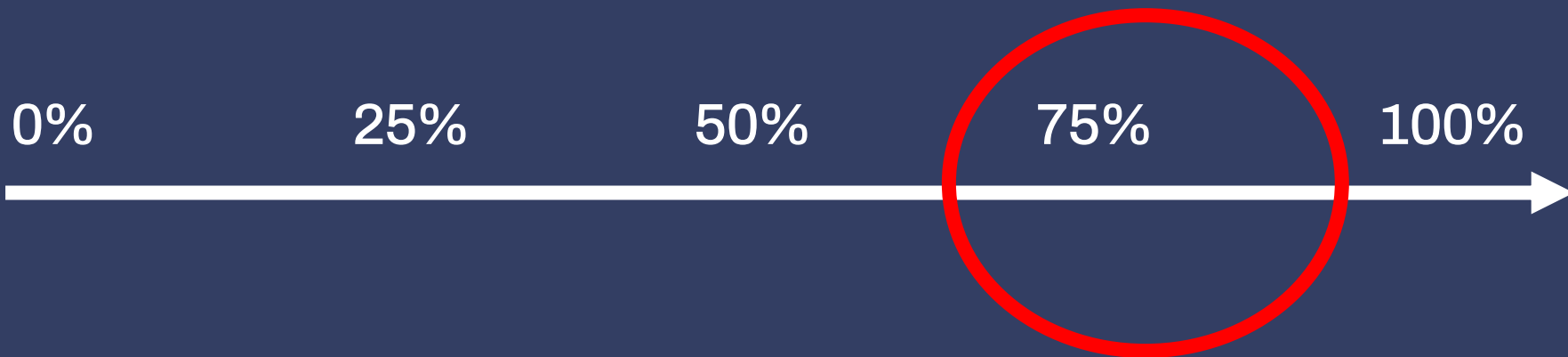
75%

100%



Audience Question Time

How important is the right mindset in trading?



PLEASE STOP & THINK

Most trading techniques have at best a 65% chance of success – a little more than a coin-clip of 50/50 chance. Then why do 90% lose?

90% of people don't lose a coin flip game.

If successful trading is to a large degree determined by our mindset and our ability to withstand “discomfort” and “pain” – then why do all brokers, all educators, all trading book shops, and all bulletin boards and web trading pages ALL focus on techniques?

PLEASE STOP & THINK

Why do you focus all your mental energy on strategies and entries when in reality you should spend time on analysing your psychological weaknesses.



History repeats itself, but in such cunning disguise that we never detect the resemblance until the damage is done.

— *Sydney J. Harris* —

Practice doesn't make perfect.
Practice makes permanent
Perfect practice makes perfect

OPEN POSITIONS

Product / Trade	Opened	Quantity	ATP
- Germany 30 6,000.0 \$ 12076.1	12074.8	12075.8	12075.8 kr2,000.00
1,000.0 \$ 12076.5	12074.8	12075.8	12075.8 kr700.00
1,500.0 \$ 12076.0	12074.8	12075.8	12075.8 kr300.00
1,500.0 \$ 12077.0	12074.8	12075.8	12075.8 kr1,800.00
1,000.0 \$ 12073.8	12074.8	12075.8	12075.8 kr-2,000.00
1,000.0 \$ 12077.0	12074.8	12075.8	12075.8 kr1,200.00

Order Type	Quantity	Price	Order Price	Order Value	Profit/Loss	Time
BUY	3,000	14190.3	14196.0	329,189.38	16,975.00 DKK	11/11/22 08:03:15
BUY	750	14179.0	14196.0	53,235.00	12,750.00 DKK	11/11/22 08:03:15
BUY	750	14177.0	14196.0	63,014.38	14,250.00 DKK	11/11/22 08:03:22
BUY	150	14178.5	14196.0	21,294.00	2,625.00 DKK	11/11/22 08:04:21
BUY	150	14191.0	14196.0	21,294.00	750.00 DKK	11/11/22 08:04:45
BUY	200	14188.5	14196.0	28,392.00	1,500.00 DKK	11/11/22 08:05:59
BUY	200	14199.0	14196.0	28,392.00	-600.00 DKK	11/11/22 08:16:21
BUY	200	14205.0	14196.0	28,392.00	-1,800.00 DKK	11/11/22 08:16:29
BUY	100	14206.0	14196.0	14,196.00	-1,000.00 DKK	11/11/22 08:16:44
BUY	100	14196.0	14196.0	14,196.00	0.00 DKK	11/11/22 08:22:47
BUY	100	14204.0	14196.0	14,196.00	-800.00 DKK	11/11/22 08:23:27
BUY	100	14223.0	14196.0	14,196.00	-2,700.00 DKK	11/11/22 08:27:41
BUY	100	14243.0	14196.0	14,196.00	-4,700.00 DKK	11/11/22 09:15:03
BUY	100	14229.0	14196.0	14,196.00	-3,300.00 DKK	11/11/22 09:15:09

Do I get scared?

YES

- The narrative is not that I am fearless. I am scared of losing loved ones. I am scared of making an idiot of myself today. I don't have so much practise in this. But I have practised trading. I have been trading for 19 years, and I have traded as a pro – for myself – for 6-7 years.
- I have learned to desensitized myself to certain levels of stimulus. If you brain scanned my amygdala during trading in stressful situations, it would perhaps not show any discernible stress. Whether it is nature or nurture, I don't know. I don't come from a family of risk takers, so I conclude it is training and desire.
- Anyone can train towards it.









The Message

“But when you are a good trader, everything you do hurts. Everything feels uncomfortable.”

You have got to fight it (your human-ness) unless there is a reason to do it, based on what you see in the market.



The Message

Back in 1996 I saw a movie called *Swimming with Sharks*. It is a dark and deeply troubling movie. There is a scene, in the movie, which became part of my DNA.

So you when you ask me how I became a good trader, it is because I learned early on that there are no short-cuts, no hacks, no apps, no books, no courses, no nothing but hard focused dedicated work to get to the top – to be the best version of yourself.



“See that is the trouble with you fucking MTV microwave dinner generation, you ALL WANT IT NOW. You think you deserve it just because you want it. It doesn’t work like that. You have to earn it. You have to take it. You have to MAKE IT YOURS.”

BUT FIRST – YOU NEED TO DECIDE WHAT IS IT YOU REALLY WANT?”



*BUT FIRST – YOU NEED TO DECIDE WHAT IS IT YOU **REALLY** WANT?”*

**SLOW PROGRESS IS BETTER THAN NO PROGRESS.
STAY POSITIVE AND DON'T GIVE UP.**





“

I hate every minute of training.

But I said, **DON'T QUIT.**

Suffer now and live the rest

of your life as a **CHAMPION.**”



THANK YOU

