THE PSYCHOLOGY OF TRADING 'IN THE ZONE'

Master Your Emotions When Trading

Congratulations on your decision to master your emotions when trading. Regardless of what system you trade, your ability to manage your feelings is more important than any system you may be using. The truth is that superior psychology is what makes the best traders in the world flourish...even when everyone else is panicking. Be sure to read this section completely before going on to the details of any trading system...I cannot stress this strong enough!

Enormous discipline is needed in trading; it's not for the weak of spirit nor for the lazy. It's not a sure-fire, get-rich-quick scheme. Successful trading is very much dependent on proper mental gymnastics, preparation, practice and psychological "self-help".

It is critical that you are able to follow your trading rules. If you cannot, no system will work for you long term. This guide will give you many tools for mastering this skill. While some of them may seem simplistic, I promise you they are no less critical to your success.

Return to this guide often...especially when your trading results are not what they should be. Knowing what to do is not nearly as important as doing what you know. What you will discover here will help a great deal.

19 Tips For Managing Your Emotion

Below you will find a list of tips to help you manage your emotion when trading. Some of them may seem elementary, but they are all critical to your success. Remember, your emotion determines your ability to make wise decisions. Master the fundamentals!

1. Have fun! If you aren't enjoying the process, you're doing something wrong! Figure out a way to enjoy it more...play some music or something.

2. Always make trading decisions when the technical indicators all say the same thing. When the indicators are all in alignment, you are much more likely to make decisions based on the truth...not how you feel.

3. Never trade when you're tired, stressed, hungry or sleepy. You need to be alert and in a positive frame of mind.

4. Focus on setting a weekly goal for yourself, then break it down to a daily goal. When you’ve successfully met your weekly goal for 4 weeks in a row, then double your goal. This will build confidence and consistency in your trading.
5. Never put more than 10% of your momentum trading money in any one trade. This is very important. Violating this can cost you your entire trading account!

6. Always trade as if every penny of your life savings is in each play. This attitude will help you to remain cautious. Always use stops and trailing stops to safeguard your trade.

7. Trade the same dollar amount on each trade…as your account grows monthly, increase your trade sizes equally.

8. Be patient…there are plenty of opportunities…wait for things to line up just right. Be very picky. The quantity of trades you make is nothing compared to the quality.

9. Go for base hits…avoid swinging for home runs. While it may be fun to hit home runs, it can lead to lots of strike outs.

10. Quantify your level of certainty about the trade before you enter (and be honest!) …ask yourself, ‘on a scale of 1 to 10, should I take this trade?’ Trad only eight or above.

11. Avoid getting caught up in any individual trade. Take small losses when they come and enjoy the fact that they’re "small" losses.

12. Remember the loss recovery formula. (Details to follow)

13. Be "stingy" with your profits…if you have a winning trade, don’t let it go negative… don’t give back any profits, ever! Take small profits and enjoy the fact that they are wins!

14. Celebrate all winning trades…even small ones. Yell ‘yahoo!!!’, ring a bell, jump up and do a dance, it contributes to your winning mindset.

15. Celebrate when you break even…there is always another great opportunity right around the corner.

16. Celebrate all losses…have a quick party. Don’t let your mind fall into the dumps because of a loss…keep your psyche healthy and positive.

17. Take your profits home quite regularly. Reward yourself frequently! For every $2,000 profit, I take $1,000…this keeps my trading account from growing too quickly thus causing me to get over-cocky and under-cautious!

18. Fear and greed are your biggest enemies…avoid them like the plague.

19. Avoid over-confidence, be wary of euphoric highs from trading…they are your emotions out of control on the other extreme end of fear and greed. They will lead to costly mistakes and loss.
These 19 tips have completely changed my trading results. They have allowed me to control how I feel no matter what the market is doing. By following these guidelines you will learn to enjoy taking small losses, because you know they're rare and that you will win in the long run. In the pages that follow I'll give you more details about how to utilize some of the tips effectively.

**Loss Recovery Formula**

When the market doesn't go your way, it is vital that you stick to your rules and take the small losses. If the market goes against you, it will likely keep going further in the wrong direction. It is important that you let the fear of greater losses motivate you to leave that trade and find a better one. If you let the losers get away from you, this is what can happen:

Suppose you have $10,000 in a trade and the trade goes against you 10 percent. Your loss is $1,000. You now have $9,000 with which to trade. In order for you to get back to even, you must make a 12 percent return on the $9,000 in order to get back to the $10,000 you started with. This is why I often look for a 12 percent return on the upside. It will equalize my downside trades.

If you lose $2,500 on a $10,000 trade (25 percent), you will have $7,500 left. This will require a 33 ½ percent return to get back to even.

A 50 percent loss will require a 100 percent gain to break even.

I hope you can see the danger of "hoping" that your trades will go back up. While this is a challenge, it gets worse. The longer you leave your money in a trade like this, the longer your money is tied up...unable to be placed where it could be growing. Therefore the Opportunity Cost of being in the trade grows with each day your money sits in a losing play. Stay out of this trap. Welcome small losses in the short-term. Celebrate them!

**The Need For Discipline**

You need discipline in all areas of your life, but even more as a professional trader. It takes discipline to succeed. It takes discipline to follow the rules. If you don't follow the rules, you could have disaster in a single day.

Trading successfully, trading to win, trading ‘IN THE ZONE’, mastering the markets -- all those kinds of things -- require the ability to act counter-intuitively, which means when you're losing, the natural inclination is to hold on, to go into denial, to hope that things turn around....you stay attached to your original analysis because you believe it. The natural inclination for most people is to hold onto losers.
You have to practice, practice, practice, until you get comfortable doing the uncomfortable, like letting go of losing trades. Not being able to let go of losers seems to be a very common weakness among traders.

One of the ways to identify your strengths and weaknesses as a trader is to keep a journal of all your trades and analyze each one at the end of the day or week; when you got in, when you got out, why, what you were feeling when you put on the trade and when you got out, how much money you left on the table and how much did you give up because you were too anxious and didn't obey your trading system. Then you can see what you've done wrong or right. And then formulate a goal to trade more selectively, to be more rule-governed in your trading, based on your trading system.

A trader needs a solid emotion-free trading system or plan in place...it enables the trader to separate feelings from the trade or giving into emotion. A trader needs a methodology spelled out in a set of rules, even if those rules are intuitive. Going beyond that, they need contingency planning -- everything that can go wrong and everything that can go right and seeing themselves with the best possible outcome, so that they can prepare themselves for any kind of situation.

If you do not prepare for contingencies, you're like most traders in that once the flow of the markets change, you panic, and you create a lot of losses and negative anchors. This is one of the reasons a trader has to do a periodic review.

Your rules should consist of a plan for when to get in, when to get out, how much capital you're going to allocate to each trade, how much loss you're willing to sustain in each trade. And you need to be willing and able to cut your losses at your designated loss.

You have to learn your technical indicators, then you have to learn to trust them, then you need to learn to obey them. All of this takes time and patience and plenty of practice. This practice makes trading automatic, ‘IN THE ZONE’, emotion-free, and highly successful.

**Guidelines For Mastering Your Emotions**

When most traders first come into trading, they truly do not handle trading as a profession. In other professions, people endure long, arduous educations for making decisions that become embedded for an automatic response for their neurology to handle.

Without this training, trading sessions in the beginning are not an intellectual choice, but an emotional choice. When dealing with losses, a trader goes into the psychological place where he stores all losses. Since human beings avoid losses, a trader who does not operate out of an automatic response will make an
emotional choice. Emotional trading builds negative anchors that keep a trader from following good money-making strategies.

Master traders are the best in the world for one reason...they have superior control of their emotional states. Fear and greed do not rule their decision-making. 80 percent of success in anything (including trading) is psychology. Most investors and traders skip this part of the process when learning to trade. Those who do, are the ones who quickly learn that the best strategy will not work long-term without a great psychology.

To help you survive the trading game along the way, I have put together many of my rules related to how I manage my emotion. They are simple, but profound in their effect. Most of them I have never heard taught in a seminar or in a trading book. I'll say it again, 80 percent of success in anything is psychology! The thoughts to follow will give you a big head start.

"OWN THE ZONE"

Samurai warriors were without a doubt some of the fiercest fighters who ever existed. The key to the samurai's incredible fighting ability was the complete elimination of their fear of death and their complete focus on being in the present moment.

They did this by entirely de-energizing their fear of death. If a person in a fighting situation is distracted by thoughts of being hurt or dying, he will be the loser. Samurai warriors were unencumbered by these fears and were courageous in the face of the unknown. In short, they were empowered by a lack of fear, and this allowed them to completely focus, react and stay in the present moment. They fought without hesitation and with complete confidence. They were "IN THE ZONE", they "OWNED THE ZONE". This is exactly the mindset of the successful trader.

OK, so you're not ever going to be a Samurai warrior, but there are still ways to deal with fear and eliminate it from your trading experience.

Techniques to deal with FEAR:

1. Face your fear. Acknowledge it, face it head-on and use it as an opportunity to learn and progress.

2. Acceptance of responsibility. You must accept that you alone are responsible for your fear...this will put you in control of your fear.

3. Reality Check: As a trader, if your greatest fear came true, what is the worst that could happen? Your honest answer can help you examine and deplete the energy of your fear.
4. Identify the thought choice. Choose a different thought choice other than that you are afraid of losing money. Choose the thought choice, "I know that not every trade will be profitable, and that's ok".

5. Acceptance of risk. When the trader has complete acceptance of the risk and all possible results, then he can be optimistic, committed and realistic about the next trade and the outcome.

6. Eliminate self-sabotage. Don't link your self-worth to your trading performance. You are not how you trade! Don't let losses erode your self-worth or self-confidence.

7. Have a solid trading plan and adhere to it. This allows a trader to trade without fear, knowing he is prepared for any potential event.

8. Have a love and passion for trading. You need a motivation far beyond money. If you only trade for the money, you would be best to find another career and avoid risking both your emotional and financial well-being.

9. Pay close attention to your trading environment. Does it suit you? Is it comfortable? Is it noisy or quiet? Do you have privacy? Can you control interruptions? Can you play music to enhance the feeling of having fun? Do you have everything you need to trade successfully...a good Internet connection, a good PC, a big enough account, a good trading system you are comfortable with, etc.

10. Forget about yourself and your fears. If you completely focus only on what needs to be done, you will neutralize your fears. They will never stop you. "OWN THE ZONE".

YOU ARE ENTERING ‘THE ZONE’.....

Trading ‘IN THE ZONE’....just what does that mean?

The 'ZONE' is when you play effortlessly, when you think it's an easy game and when you can't understand why everybody is making such a big fuss about it. Many traders spend their entire lives trying to tap into an imaginary place known as 'THE ZONE'.

Have you ever experienced effortless trading, no emotions, cool as a cucumber, doing everything just right without thinking about it, no hesitation, no fear, no indecision?

The pleasure from this type of trading is indescribable! It increases your sense of well-being, security, confidence and joy in living!
And the beauty of trading ‘IN THE ZONE’ is that these positive pleasurable feelings create such a wealth of healthy psychology that your subsequent trades become even more profitable and successful!

And if you do experience a loss, you're cool, you don't react, you don't experience fear or doubt or anger and you just go on to your next trade unaffected.

Well, that's trading ‘IN THE ZONE’....and it's a great experience, as you well know if you've been lucky enough to achieve it, even for just a short time.

Trading is the greatest game in the world…and having a positive winning mindset is 80% of success. Keep your emotions cool, stay in control of your emotions, and you'll be on top of the game always. “OWN THE ZONE”. You CAN be a Samurai Warrior!

Final Thoughts

In this guide I have done my best to give you some tools you can immediately put into practice. I hope I have made my point. Psychology is everything! If you learn nothing else from me...please master the material in this guide. It will ensure your success as a trader...regardless of what system you decide to implement. If you have a superior psychology, you will learn to adapt average strategies into winning systems.

Whatever system you trade, these guidelines will put you well above your competition...if you use them. Read this guide often and make a commitment right now to master your emotions when trading.

If you will apply the concepts I've taught you here, you will discover that trading can be incredibly enjoyable. Once you finally learn to take and celebrate small losses, you will be 3/4 of the way to winning the game.

Remember to consistently ask the questions I've shared with you. Apply the loss recovery formula and learn to manage the amount of money you trade with. Be stingy...with your profits and stop letting greed cause you to give them back to the market.

You don't have to get all the money...just focus on consistently getting a little of it. In the end you will come out a winner.

Here are some links that I like about Trading Psychology:


Finally, if you need psychological help in trading, please order the Mental Training CD TODAY! DON'T WAIT! For the money, it's the best way to overcome trading disabilities, foster good trading habits, and secure your confidence so that you can begin to automatically and effortlessly experience trading “IN THE ZONE”!

Click here NOW to order:

http://directyourmind.directtrack.com/ad/38/CD94/

To Your Success!

Cynthia Macy
Co-Author of The Day Trade Forex System
The Day Trade Forex Team