

# Members Only Article – [Learn To Trade The Market.](#) SO YOU WANT TO BE A TRADER? By [Nial Fuller](#) and Jody Martens

Trading will probably be one of the most difficult things you attempt to be successful at in your life. And yet it is not difficult to put on a winning trade. I am sure you have done it on many occasions and said to yourself 'this is easy! What is all the fuss about?' But then you give it ALL and more back to the market! How often has this happened to you? If you are reading this article and a member of this site, then I would guess many times. Being a CONSISTENTLY successful trader is NOT about placing a good trade or two that pan out. It is about producing a steadily rising equity curve with only a few bad days which are the normal statistical consequences of an edge that did not work. Are you achieving this?

If you are like most traders, you will have first come to the trading table having been successful in other areas of your life. Being confident in your own abilities, you will naturally have thought that this would carry over into the world of trading. Some novice traders have beginners luck, others do not. Irrespective to which group you belonged to, inevitably somewhere along the line you will have started to incur losses and in shock you realised that something had to change. In all likelihood then began a journey of ups and downs, resulting in your account being in minus or if lucky break-even. You tried this system and that methodology. Each new one raised your hopes and you thought 'this is the one! I have finally found the answer!'. You implement it and it may work for a while but gradually you slip back and you yet again begin to lose money on a regular basis. The more you learn, the less successful you are. Gradually you wake up to the idea that perhaps you are looking in the wrong place.

Some say trading is 20% skills, 80% psychology. I would even say that it is 10%-90%. But have you really thought about what the psychology aspect encompasses? Yes we talk about emotions and you know all about those..having patience, self-discipline, self-control, consistency etc etc. Blah blah. You have thought about them, perhaps made up a trading plan, perhaps even followed it sporadically. You keep yourself under control for a while. But eventually it all breaks down and you can't seem to stick to anything. You get angry, you get tired, you revenge trade. You start to feel helpless and hopeless. WHY oh why does this cycle keep repeating itself over and over?

Success at anything does not come by chance. It is a process and it requires hard work on your part. You have to be prepared to go that extra mile. If your dream is to become a consistently successful trader, then remember, all dreams are in the mind of the believer and the hands of the doer. If others can do it, YOU CAN DO IT. If you want something badly enough, then you will do ANYTHING to achieve it, to make it yours. All obstacles will melt in front of you. Your path is clear and the prize is already in sight.

Let us begin the journey. If you can say 'I am a consistently successful trader' and truly BELIEVE it then you have made it. Try it. Say out loud to yourself I AM A CONSISTENTLY SUCCESSFUL TRADER. How does this make you feel? Truly FEEL? Does it fill you with excitement? Or dread? Do the images of how often you have lost and how much emotional pain this has caused you flash before you? Are you feeling sick to the stomach? A fraud? Then you DO NOT BELIEVE IT! And you are not - yet - a successful trader. You may want to be and try and convince yourself that you are, but if you don't believe it then success will allude you over and over again.

To be successful you have to be able to say 'I am a consistently successful trader' with such power and conviction, truly believing in every cell of your body that you are. It is not put on like a hat. It is so much a part of you that IT IS YOU. It is not something that you just want and desire, which you have done for ages so far, it is a fully integrated component of your personality and character. When you have reached this stage, trading will be easy. It will come naturally. In

that it is - for the moment - not, means we have some work to do. On you.

The first step is to realise that although we might wish so desperately on a conscious level to become a successful trader, our subconscious can and does undermine us and sabotage our success. Trading is like the proverbial carrot in front of the donkey. The market offers us seemingly unlimited opportunities to make money. But just because the money is in front of our eyes, and we see the potential there is in getting it, that does not necessarily mean we actually believe we are worthy of it. You may have heard this idea before and I am sure you have if you are serious enough about becoming successful and read books on the subject. And you have probably said 'yes yes I agree' and then moved on to the next chapter. But this is serious stuff and I want you to think about it again.

If your desires on a conscious level and your beliefs on a subconscious level are not the same, then there is a conflict, one which will appear in your thoughts, feelings and then actions. For instance, if you think 'I am hopeless at this, I always lose' or 'as soon as I enter the market turns, it must have seen me coming' these thoughts will filter down into the actions you make when trading. You will sabotage your desires. This can happen quite subtly so that you blame bad luck or market conditions but if you think long and hard, you will see that you yourself are at the bottom of it. For instance you may have made a rule whereby you refuse to be disturbed whilst trading. You have patiently been monitoring the market for the right entry price on a set-up you have spotted and you take a telephone call from a friend, or you quickly pop down to the store or write a couple of emails. When your focus returns you see that the market has taken off without you and you beat yourself up for being so stupid. Or, even though you have another rule that stipulates you only take the best set-ups, you plunge into a mediocre low-probability trade, giving way to your yearning to be in the market at any cost. The list is endless and I am sure you can write one a mile long. And you say to yourself 'those darned emotions! I MUST learn to be more self-disciplined, more patient and less impulsive' without realising that the core issue is that you do not 100% believe

that you are or can be a consistently successful trader. Because if you do not, then you will always act as if you are not. And if you do, self-discipline, fear, self-control and patience will fall into place because there is no longer an internal conflict between what you desire and what you believe.

I want you to sit down with pen and paper and really work out what your subconscious is telling you. I can hear you say 'oh I can't be bothered at this! I can do this without writing it down. What a hassle!' Ok, then don't do it. But if you want to be a successful trader, to be successful at anything in life, you are going to have to go that extra mile.

Success is hard work. No ifs or buts. So - I want you to focus intensely on your beliefs about allowing yourself to be successful and on your relationship with money and whether your desire to make it for yourself is really in line with what you believe and whether you feel you deserve it. Because if you don't work this out, you will never succeed as a trader. You may build up your account but eventually you will blow it over and over again.

There are very few of us who have been brought up in an environment within which there were no negative connotations attached to achieving success or earning a lot of money. I want you to write down the voices in your head, voices which may have said 'you will never achieve anything in life, you are a loser!' or 'Your father was a loser, what can anyone expect of you!' and on and on. Teachers at school may have ridiculed you. Other children may have teased you. Your feelings of self-worth, ie self-concept, are so low that you feel you do not deserve to be successful or wealthy. You may believe you are a bad person. But babies are not born bad nor unworthy. They are born with a potential as yet unfulfilled. But others get in the way and nip the bud before it can open and blossom forth. Whatever the circumstances, the end result is the belief that you are inadequate in some way, a failure. And these beliefs, because they are painful, are pushed deep down into the subconscious. But although they are tucked away from view, that does not mean they

have gone away or lost their power over your thoughts, feelings and actions.

You may have been brought up in a household where money was a dirty word, or where your parents had so little that having more makes you feel guilty and you feel you are betraying them. You may believe that 'the best things in life are free' and indeed they are, such as love and kindness and compassion, but this conflicts with the knowledge that it is a very cold world out there if you do not have money. You may have rubbed shoulders with people who led you to believe you had a price but no value. Whatever the reason, being successful and attaining money for yourself is so tainted with negativity that sooner or later you give it all back to the market and sabotage your success until you reach the level of poverty which aligns with your beliefs of your own worthiness.

List the negative beliefs you have about success and money. Then list the positive ones and compare them. Beliefs once formed do not disappear but you can remove their power over you if you can identify them. For you cannot change anything unless you first become aware it exists. And then you have a choice.

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