

Trading Through A Financial Metaphor

**My Investment
Philosophy**



**7 Steps To Becoming a
Better Trader**

**System Development
Secrets**



Market Update
Matthew Sharratt

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FROM The Editors



Welcome to Issue 24 of the **Your Trading Solutions** eMagazine.

In this issue I have written an article called "7 Steps To Becoming a Better Trader" where I look at the steps to guarantee improved trading. Gary Stone shares his philosophy on investing in "My Investment Philosophy". Part one of Louise Bedford's article "System Development" gives some insight into trading consistently. In the last part of "Trading Through a Financial Metaphor-Part III" Van K Tharp discusses raising your consciousness.

We have our regular Market Update with Matthew Sharratt from SCM Equities. Matt is offering all YTS eMagazine readers a full review of your portfolio and he will put a comprehensive investment plan together for you free of charge.

We hope you enjoy the current issue of the **Your Trading Solutions** eMagazine. If you have any comments or feedback, please direct them to: support@yourtradingsolutions.com

Your Trading Solutions is committed to assisting Traders to gain the right knowledge and to educate themselves to make informed decisions about financial matters.

All our love and best wishes to you for a continued happy and profitable 2012!

Graeme and Natalie Pearson



Note: Articles have been reprinted in the English language supplied

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Markets Report for July 2012

July Review

S&P 500	+1.24%
XJO	+4.17%

US markets edged up in July with main indices showing moderate gains.

Australia outperformed by almost 3%; we have been suggesting for a while to position for a recovery in Australian blue chips in the near term and this is now playing out.

What were the main drivers?

There were 4 main focuses driving the world equities market:

U.S. Earning Season

So far the earning season has not been excellent. Earnings have been flat at best on weak revenues, a slowing global economy, the strong US dollar over the period and domestic 'fiscal cliff' uncertainty. A few major corporations such as Apple missed the consensus estimates. Given all the macro economic uncertainties such performance was in line with the market expectations.

We are still watching for a few answers from this earning season:

1. How companies with foreign exposure perform vs. companies with US local exposures only
2. Consumer discretionary earnings – an insight into the health of economy vs S&P500
3. Profit margin trends – we expect profit margins to drop, however we need to see another earning season to have a clearer picture on whether profit margins have peaked

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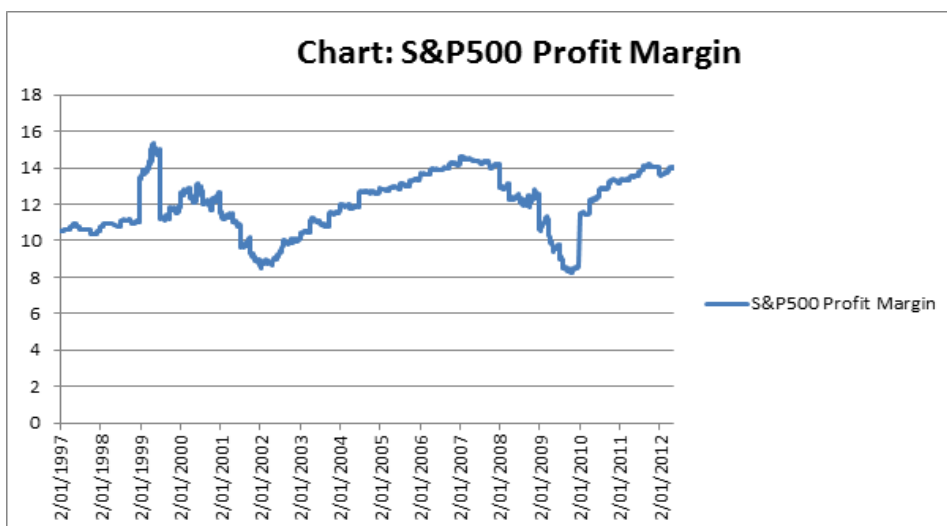
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Source: SCM, Bloomberg

Developments in Eurozone

Markets fell heavily for the first half of the month due to a surge in Spain and Italian government bond yields and slow reactions from the European Central Bank and policy makers. Ten-year Spanish bond yields jumped back above 7% and euro fell below 1.21.

The turnaround came on the 26th July following the comments made by the ECB president Mario Draghi. He said 'within our mandate, the ECB is ready to do whatever it takes to preserve the euro, and believe me, it will be enough'.

The market anticipated another round of LTRO (long term refinancing operations); ESM and ECB are likely to purchase government bonds directly. European markets and euro surged from the bottom.

We believe the new development is material and likely to push the European markets higher for next a few weeks. If ECB and the policy makers act together, implementing some program such as LTRO the market is certainly going to experience some upside pressure.

QE3

Second quarter US GDP estimates is 1.5% growth, ahead of 1.3% economist consensus.

As has been the case more than once recently for some the GDP result could be construed as disappointing. Wall Street is looking to the Fed to introduce QE3 and hopefully to do so as early 1st August following the FOMC meeting. A weak GDP result would have increased the odds of just that. The estimated result has most assuming nothing will happen before September.

Either way, Wall Street is aware the 'Bernanke Put' is still in place, Fed will certainly implement another round of unconventional monetary policy if they see any signs of weaker economy.

Chinese GDP Data

China's June GDP fell to 7.6%, in line with expectations. The market rallied upon the news although there are still plenty worries in the market place about the Chinese economy slowing down.

We consider the growth number to be excellent given:

- The target rate was 7.5%, as Beijing tried to slow the economy down and achieve a soft landing; and
- China's largest export customer, Europe, is in recession.

We are not hugely bullish about Chinese economy in the short run but given the urbanization trend is still in play (China is moving 20-30 million people into town every year), the EM (Emerging Markets) story is far from over.

Investment Opportunities

There are a lot of economic problems in the developed countries:

- Growth slowing down
- Deleveraging
- Excess government debt

We believe the growth rate is going to be under 2% for the next 3-5 years and equity market returns are likely to be low, so where are the investment opportunities?

We believe the best place to invest in for the longer term is still emerging markets:

- Economic growth in emerging markets is faster. The developed world is going through a deleveraging process and GDP is going to grow at around 2%. Emerging markets should grow at around 5%
- Ongoing stimulation in developed world will greatly benefit the emerging markets - they can increase the exports/GDP with little inflation pressure
- There is an increasing reserve currency shift from the debtor countries (US, EU, Japan) to creditor countries (emerging markets)
- The technology gap is closing faster than ever (e.g. Taiwan Indian)

Given the political uncertainty in some of the emerging markets, we do not want to have direct equity exposure; however companies in developed countries selling into EM are the best buys.

AAPL- still undervalued

At 14x earnings Apple is cheaper than it's even been. Although it is the largest company in the world, it is still a great growth story at a great valuation.

- 2011 Apple has \$35 EPS, Emerging Markets (EM) can bring another \$21 EPS by 2015.
- China has 58% demand of Apple's EM sales.
- Apple's PC share is 11% in North America while only 2% in EM, so there is still plenty of room to grow.
- China Mobile has 675 million subscribers, but to date they haven't taken part of any iPhone business. By 2013-14 the 4G infrastructure will be built and companies like China Mobile can start supplying Apple products to end users, this could generate huge earnings growth for AAPL.
- Apple is running a very high profit margin and people have concern this might revert to the industry mean; however AAPL's fashion status should brand more than a technology company.

We have provided a table for where we expect the market is heading for the near future, to access more updated reports please contact us.

Timing	US reporting season	3 Months	6 Months
US Equities	Moderately Bullish	Moderately Bearish	Neutral
Australian Equities	Neutral	Neutral	Moderately Bullish
European Equities	Moderately Bearish	Strongly Bearish	Strongly Bearish

Have a great month

Alan Liao
Portfolio Manager
SCM Equities

About SCM Equities

SCM Equities are specialist in Australian and International investment services; they run Individual Managed Portfolio's for their clients and provide comprehensive economic and company specific research and recommendations. As a special offer for Your Trading Solutions subscriber, if you mention you are from YTS, they will conduct a full review of your portfolio and put together a comprehensive investment strategy for you free of charge.

Contact Matthew Sharratt or Alain Liao for further information.

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7 Steps To Becoming a Better Trader

By Graeme Pearson

If you want to become a better trader then you are going to have to make some changes to how you are approaching your trading. The changes required may have to do with both you and or your trading system. Some people are afraid of change and will go our of their way to avoid it. If your are wanting to improve then change is an absolute prerequisite.

A big reason for why change is feared is due to how it is framed. Change can be framed in either a positive or negative sense and it is usually done through the questions we ask ourselves. Here are some examples of negatively framed questions, we may ask - What if it doesn't work out and I lose all that time I spent? What about all that work I need to do and skills I need to learn? What if I go to all that effort and it still doesn't work? If we reframe those same questions in a positive way then they may look something like this - What if I put in all the time and it does work out? What about the satisfaction I will feel and the skills I will learn when it does work out? What if I go to all that effort and it does work out?



If you treat change with optimism and curiosity instead of seeing it as a source of pain then you will make more progress towards what you want. With those foundations in place what I am going to go through below are the steps, that if followed, will guarantee you in becoming a better trader.

Create Your Vision



First you need to create your vision for your trading. Paint the picture of your ideal life as a successful trader. You want to make this as clear as possible. Imagine what you will be doing, having and being when you achieve your goal. Get clarity around not just you as a trader but also what your ideal trading system looks like. What returns will your system generate, what time frame and markets does it trade. It can also help to define what you don't want your outcome to be. For example you may want to

trade an intra-day system but you don't want it to consume your day screen watching.

Compare To Reality

The next step is to compare your ideal vision of your trading with your current reality as a trader. This will work best if you break you as a trader and your trading system down into

elements or components. For example for you as a trader you might break that down into qualities which you think are important in the make up of an ideal trader. Then compare each of those qualities with your current against your ideal. For your system you could break it down into the key elements of set up, entry, exit and money management and compare your current system with your ideal.

Identify Strengths and Gaps

In your comparison between your ideal and reality you want to first identify the current strengths in each of the areas. Look at where reality is close to the ideal you have in mind. Consider what steps you have taken to achieve those strengths. Then identify the gaps between reality and your ideal. These are the areas you want to target to work on to close any gaps.



Create a Learning Plan

The next step is then to structure a learning plan around the strengths and gaps you have identified. With your understanding of your strengths and how you established them design a plan to eliminate any gaps. Determine what you need to learn and what resources you need to close any gaps between reality and your ideal.



Action and Feedback

With all the main analysis and planning done it is now time to take action. With your learning plan set you now need to start following it. It is a good idea to keep a diary of your activities in this step as it is important to review your actions and feed any information back into your learning plan. You'll want to continually give feedback on what has worked well and what can be done better to be on the path to continual improvement and closing the gaps.

Establish System

Once you have gone through a number of steps of trial and feedback you will have a good idea of what works and what doesn't and you will have a good understanding of what your best practices are for your trading. It is then a matter of creating a system around that so that it is repeatable and predictable into the future.

Get Support

The last step is not necessarily the last in sequence and is probably more of an over arching step which is important to do along the way of the whole process and that is to have support in your change process. This support can be in the form of a coach, mentor or fellow trader. Ideally this is someone that you can trust and also be able to give you honest feedback. It is also best to find someone who has succeeded in achieving what you are striving for.



If you would like more information on becoming a better trader or would like support on your trading journey then free to contact me at graeme@yourtradingsolutions.com to help you become the best trader you can be.



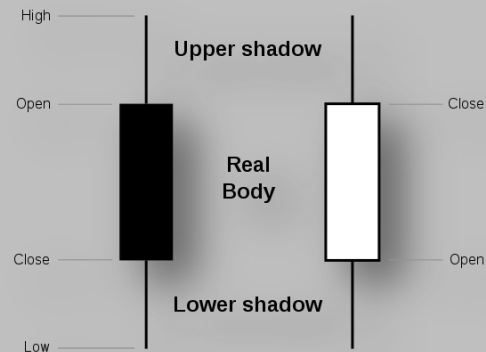
About the Author: Graeme Pearson is a Professional Trader and Trading Coach for Your Trading Solutions. Since resigning from his Full-time job as a Mechanical Engineer back in 2006, Graeme realised that although he had reached his goal of financial independence something was still missing. Graeme found that he gained great pleasure in helping others and particularly when that help involved trading. Graeme now utilises his trading experience, Neuro Linguistic Programming and coaching training to combine mindset and methodology to help other traders become the best they can be. For more information about coaching contact Graeme at: graeme@yourtradingsolutions.com

DID YOU KNOW?

Candlestick Charts

A candlestick chart is a style of bar-chart used primarily to describe price movements of a security, derivative, or currency over time.

It is a combination of a line-chart and a bar-chart, in that each bar represents the range of price movement over a given time interval. It is most often used in technical analysis of equity and currency price patterns.



Candlesticks are usually composed of the body (black or white), and an upper and a lower shadow (wick). The wick illustrates the highest and lowest traded prices of a security during the time interval represented. The body illustrates the opening and closing trades. If the security closed higher than it opened, the body is white or unfilled, with the opening price at the bottom of the body and the closing price at the top. If the security closed lower than it opened, the body is black, with the opening price at the top and the closing price at the bottom.

Candlestick charts are thought to have been developed in the 18th century by Munehisa Homma, Japanese rice trader of financial instruments. They were introduced to the Western world by Steve Nison in his book, *Japanese Candlestick Charting Techniques*. Nison believes it was more likely that candle charts were developed in the early part of the Meiji period in Japan (in the late 1800s).

http://en.wikipedia.org/wiki/Candlestick_chart

System Development Secrets

- Part 1 By Louise Bedford

People are attracted to the markets to make money. They have high expectations about making this money using skills and techniques mostly learned from the experiences gained from other endeavours.

Part of the attraction of investing in the stock market is also the apparent liberty to do whatever they like while the market is open. This feeling of freedom coupled with their high expectations will last for as long as their account is not in drawdown. This may take a single trade or many trades, however, drawdown is inevitable. Drawdown occurs when your trading account value is less than the highest value that it reached (which is usually the opening balance). Things generally get worse from this point on as the novice trader starts to wrestle with their emotions, the market, their broker, and their tools. This generally leads to one outcome which can potentially account for all the trading mistakes and losses that follow – inconsistency.

If there is a single goal that a trader should have, novice and experienced alike, it should be consistency. Of course you must have a trading plan that sets out your financial goals and why you are taking on this role of being an active investor. You should also have some personal development goals. With respect to trading, your personal development trading goal must be to become consistent. This is true of many other pursuits including all competitive sports.



Consistency is required in deciding the conditions under which you enter trades, exit trades, how much capital you commit to each trade, what markets you trade, how many open trades you monitor, what term you trade, how much time you allocate to analysis, trade management and your trading paperwork, when you do these tasks, how they fit into your other daily tasks etc. The list goes on.

Eventually there is a realization that in order to achieve liberty in the markets, rules are required to make your behaviour consistent. Is this not a paradox? It certainly is. The market is full of them.

Achieving consistency is no mean feat. In this article, you will be provided with some suggestions for the starting steps on what you need to do to become consistent when engaging the market. The remaining details about other aspects of trading and your trading plan can be learned from other texts, including my book *Trading Secrets*.

Trading Methodology

A trading methodology is an integral part of your trading plan and consists of three integrated components: the trading system, risk management and money management.

The *trading system* deals with the trade entry and exit concepts.

Risk management deals with your risk profile. That is, how much you are prepared to lose on a trade before you can no longer hold on or how much of your portfolio you are prepared to



lose before you stop trading altogether, i.e. maximum portfolio drawdown. How much financial pain can you bear before you throw in the towel? The idea is to establish your trading approach so that you have very little chance of reaching that point.

Money management deals with how much capital you will invest in each trade as your portfolio value fluctuates. You must calculate how much of your capital to invest in each position. This is called position size.

Before you can answer the questions on risk and position size accurately you need to work out some basic answers for your trading system.

There are various ways of determining your trading system, i.e. entry and exit signals. These could range from using a dart on the Fin Review stock pages, getting advice, using your intuition, systematically researching historical data of the markets using newsletters, street talk etc.

Whichever method you use your aim is to be consistent. Consistent methods can be measured and repeated; inconsistency cannot.

Many traders aspire to be discretionary traders. Discretionary traders use consistent discretion – this is their personal trademark for success. Whilst there are exceptions, discretionary traders come through the ranks of the mechanical traders. The great majority of “wannabe” traders never reach the successful ranks of the mechanical trader. They remain in the trading wilderness for many years until eventually they give up because of lack of trading funds or too many emotionally painful market experiences.

Trading System

Most traders are mainly focused on entry signals that you could use when trading shares, as well as leveraged instruments. You do not have enough information to start trading if this is all that you understand about putting money into the sharemarket. Even though it is essential to articulate your own personal set-ups and triggers, you must also consider the other major aspects of a trading plan, or your success will be short lived. Entry signals will only help you to engage trades with a high probability of success. They will not tell you how to exit or how much money to place into a trade.

If you would like some more assistance on these concepts, you need to read my book *Trading Secrets. My Candlestick Home Study Course* available through my website takes it a step further by giving you specific exercises to complete.

This is the end of part 1. Part 2 will be continued in the next issue.

Want to get Louise’s free 5-part e-course so you can excel in the markets? Register your details right now at www.tradinggame.com.au and you’ll never look back.

Louise Bedford (www.tradingsecrets.com.au) is a full-time private trader and author of *The Secret of Writing Options*, *The Secret of Candlestick Charting* and *Trading Secrets*.

My Investment Philosophy

by Gary Stone



I was recently on the Sky News “Your Money Your Call” TV program with a fellow educator who suggested that investing money into companies that don’t make a financial profit is more akin to gambling than investing and that investors should only invest money into businesses that make a profit. Live on air, I harshly refuted his investment theory and challenged him to understand that making money in the market is not only related to a company’s profits, rather it’s about stepping into the opportunity flow on offer from all listed companies and about managing risk.



In the past I have challenged this same educator and asked what happens if the stock he invests in continues to fall in price, even though you think that it is fundamentally sound and it makes money? His response was along the lines of “I’ll just buy more.” This approach is a suicidal lesson that most investors only make once but for an educator to publicly make a statement like this, live and on air, I was shocked. Let me tell you, it does not matter how fundamentally strong you believe the stock you invest in is, what matters is that you have risk management processes that take into consideration how much money to put into the position and a well defined exit point that will limit a loss should the position go against you.

While our on air performance did get a little heated, it drove me to respond to an email I received from a prospective client who was interested in learning more about my own personal investment philosophy. His question said, “I listened to the business program tonight and I am worried about [the other panellist’s] assertion that your methods are a form of ‘gambling’. You argued that your methods are a form of risk management”.

Here is how I see the investing universe:

1. I have a Bachelor Science degree where I majored in Mathematics and Computer Science and also studied Statistics.
2. I started my investing journey as a fundamental analyst in 1990 and then added technical analysis progressively into the equation over the following few years.
3. My fundamental grounding was based on the works of Dr Karl Posel, a former applied mathematics professor, and Richard Cluver, a long standing financial journalist, both of whom wrote many books on the subject. I then confirmed their principles with Jim Slater in his book *The Zulu Principle* and plenty of my own research. The challenge with conducting such fundamental analysis is continually getting access to timely clean historical company balance sheet and P&L data for all listed companies.

4. I absolutely believe that fundamental analysis has a role to play in analysing companies in which to invest. That is why we have a product called Intelledgence which, amongst other information, produces a Fundamental List that is updated every month using timely clean historical company balance sheet and P&L data that we purchase from MorningStar. We analyse historical adjusted EPS & DPS data, debt to equity ratios and return on shareholder's funds as our main filter criteria and update the Fundamentals List accordingly. Note that the raw company data is NOT distributed as part of our product, just the final analysed list.



5. I realised during the mid 1990's that the key skills goal of investing was to achieve consistency and objectivity and this had to be achieved in the following environment:

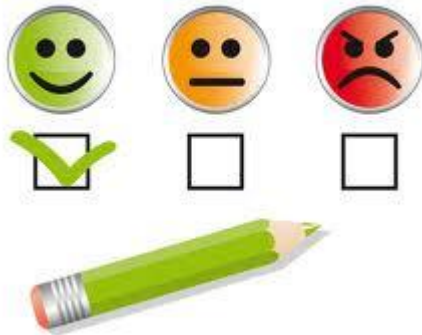
- Limited capital, in that not all the stocks in the market could be purchased within an individual's portfolio, i.e. the stock universe had to be filtered to just a few at any given time.
- The portfolio had to outperform the majority of managed funds and the market index by a decent enough margin to make it worthwhile for the effort exerted (unless it is just a hobby).
- The process for filtering which stocks to invest in had to be productive & efficient enough to be easily repeatable in the future such that the investor could do all the other things in their lives that they want to do without the investing process consuming them.

6. In the research that I have done over the years, starting with fundamental analysis from 1990 and then with technical analysis from around 1992 onwards, I have realised that:

- Different stocks in the market have different characteristics.
- No single stock analysis approach should be used for all market types and all stocks all the time. This means that there are times that positions must be exited and some portion of capital put into cash (or their asset classes), even all capital, for periods of time.
- That there is a constant opportunity flow in the market at all times in all types of different stocks that can be tapped into by the investor that is prepared to aim for consistency and objectivity.
- That Risk Management and Money Management play a far more important role than any stock selection process.
 - This means that how much you put into individual stock positions over a large sample of positions is more important than the stock selections themselves.

•Also, the exposure you have to certain types of markets (rising, falling, sideways), as measured by the overall market index, is more important than the individual stock selections themselves. When markets fall stock prices fall in just about ALL listed companies, regardless how good their fundamentals are.

•Sentiment has a far bigger bearing on the price movement than any analysis and the only way that sentiment can be measured is by analysing the stock price movement.



•Sentiment can be affected by countless variables that interact with any given stock at any given time. To view the potential for a stock price to rise or fall based on a single variable or group of variables, it's fundamentals, is simply naive as there will always be other variables that are not accounted for in any analysis that will effect the price of the stock. This is why the movement of

stock price MUST be used for limiting losses.

•Using fundamental analysis to determine when to exit a position is far too delayed and too subjective and hence totally ineffectual for this purpose.

•This means that some form of technical analysis has to be used in conjunction with fundamental analysis if a timely exit strategy is desired. But technical analysis could be used entirely on its own for entry and exit.

•Fundamental analysis should be confined to determining when and what to enter.

•Consistency and objectivity are achieved through applying rigorous and well researched processes that include stock selection, risk management and money management. Not just stock selection. Stock selection on its own also does not solve the problem of how to manage a portfolio of many selections with limited capital.

•That there will be losses and there will be profits but through risk and money management of a positive statistical edge any investor can outperform the market over the medium and long term.

7. I don't see myself as a fundamental analyst or a technical analyst. I see myself as a risk and money manager in the environment of the market.

QUOTES To Inspire



"He that can have patience can have what he will."

~ Benjamin Franklin

"Look for circumstances that you want and if you can't find them, make them."

~Bernard Shaw

"There is a strong irony in developing simple methodologies. Certainly, in my experience, the simpler a strategy is, the more robust it is, and the more robust, the better. The irony is that usually the simpler the methodology, the rougher its equity curve. The rougher the equity curve, the harder it is to trade!"

~ Brent Penfold: The Universal Principles of Successful Trading

"Want more success? Start believing the opposite to your excuses."

~Graeme Pearson

"Progress always involves risk; you can't steal second base and keep your foot on first."

~Frederick Wilcox



Our Mission at the Van Tharp Institute: Part III of Trading through a Financial Metaphor



by Van Tharp, Ph.D.

In the last two weeks, I have written about the mission of my company: transformation through a financial metaphor. The Van Tharp Institute actually offers three levels of transformation with the first two being transformation of the trading game and transformation of Self. Now we come to the final level of transformation: Changing Your Level of Consciousness. This kind of transformation is initiated during the Oneness Awakening Course, the Advanced Peak Performance 202 Workshop, and Peak Performance 203: The Happiness Workshop. Transformation at this level allows people to move toward a level of consciousness in which happiness and abundance are the norm. I think this third level happens in two stages, so I broke it down into two sub-levels:

1. Raising one's consciousness dramatically, which I have seen already in some of my Super Traders.
2. Actual awakening, which I have yet to see.

Level IIIA: Raising Your Consciousness

Dr. David Hawkins was one of the most successful psychiatrists in the world. He had a very high level of consciousness and performed miracle cures on his patients. He eventually closed his practice to pursue a Ph.D. in psychology in which his thesis was on levels of consciousness.

In his book *Power Versus Force*, Hawkins describes human consciousness using a log scale from 1 to 1,000, with 1,000 being the highest level of consciousness achievable by a human being.

Hawkins postulated that only a few (i.e., Jesus, Buddha, Krishna, etc.) ever achieved the 1,000 level. He goes on to say that human consciousness as whole is just below 200—200 is the level that separates the positive from the negative. According to Hawkins, Gandhi had a consciousness of 700 and was able to defeat the British Army whose collective consciousness was 175. That's the power of the log scale difference between power (high consciousness) and force.



I've included Hawkins's consciousness scale from *Power Versus Force* below.

	Level	Scale (Log of)	Emotion	Process	Life-View
P O W E R	Enlightenment	700-1,000	Ineffable	Pure Consciousness	Is
	Peace	600	Bliss	Illumination	Perfect
	Joy	540	Serenity	Transfiguration	Complete
	Love	500	Reverence	Revelation	Benign
	Reason	400	Understanding	Abstraction	Meaningful
	Acceptance	350	Forgiveness	Transcendence	Harmonious
	Willingness	310	Optimism	Intention	Hopeful
	Neutrality	250	Trust	Release	Satisfactory
	Courage	200	Affirmation	Empowerment	Feasible
F O R C E	Pride	175	Dignity (Scorn)	Inflation	Demanding
	Anger	150	Hate	Aggression	Antagonistic
	Desire	125	Craving	Enslavement	Disappointing
	Fear	100	Anxiety	Withdrawal	Frightening
	Grief	75	Regret	Despondency	Tragic
	Apathy	50	Despire	Abdication	Hopeless
	Guilt	30	Blame	Destruction	Condemnation (Evil)
	Shame	20	Humiliation	Elimination	Miserable

Our goal at the Van Tharp Institute is to help traders take large leaps forward in consciousness. Think about last week's article on beliefs and imagine again the impact of getting rid of around 5,000 non-useful beliefs in a year. That probably would raise your consciousness several hundred points.

A few of my Super Traders have reached such levels. Without going into too much detail, I'd like to share some of their experiences.

Super Trader Transformations

I had one Super Trader—through an exercise in one of our workshops—reach a deep, profound state of mind. When she told me about it, I suggested that she trade through that state. Just by trading in that state, she was able to make 134R in the month of November 2010. During that month, she made money on 86% of her trades and she made no mistakes.

Another Super Trader entered the program with a Ph.D. in engineering. He completed the psychological portion of the program in less than a year and through his personal evolution his concepts of trading became simpler. Furthermore, his purpose totally changed from making money as a full time trader to spiritual evolution with trading success being a metric for his spiritual advancement.

One of our Super Traders also became one of the first Oneness trainers and he was a co-trainer for the first Trading in the Now Workshop during the Super Trader Summit last year. After becoming a trainer, he went from 70% efficiency in his trading to better than 95% efficiency. He fulfilled his longtime desire to quit his job and trade full time.

There are a number of others I could talk about, but I just selected these three as examples.

Level IIIB: Awakening

I once had dreams of forming a company with a few other like-minded people to change the world; however, those dreams faded quickly. At some point, I realized that nothing would change until I changed; this is the basic idea of performing well in the matrix and going beyond it.



In the process of my personal transformations over much of my adult life, I have pursued many directions and methods of personal development. Most recently, I became a Oneness Blessing giver and Oneness trainer a few years ago. Nothing I've done in my 30 years of personal transformation has been as powerful as my experiences with the Oneness Process over the last few years. Now, most of my staff members are blessing givers and while all this has been happening, the business has grown in success

I originally had no intention of making Oneness part of the VTI curriculum. All this seemed very "far out" to me when I started, but for some reason I was drawn to it. I'm constantly looking for what works and helps people. And as I've watched the transformations that have occurred as a result of the process, I've been amazed. The few articles that I have written on the topic were among our best received articles ever. In addition, most of our Oneness Awakening workshops have sold out and some traders are making it the first VTI workshop they have ever attended. Moreover, people are reporting significant changes through the blessing and that's why I offer it for those who are interested.

The final level of transformation is simply a state that I aspire to attain: awakening. In this state, the following are true:

- Thoughts occur but you do not identify with the thoughts at all.
- Seeing and listening occur but there is no one there as the seer or the listener.
- Doing occurs but it is automatic, there is no doer.
- The body is there but you realize that it is not you. You are not your body.
- The mind is there but you realize that it is not you. You are not your mind.
- Everything happens automatically.
- You understand that you have (or had) many personalities (what Libby Adams calls little i's) but none of them are you. In fact, you now understand that there is no person there at all.
- You are existence, consciousness, bliss.
- The whole world is your family.
- And when I say "you" in this statements, it is misleading because that is just who you formerly thought you were. You no longer exist because you are one with everything.

If you want a perfect example of how an awakened being lives, read Byron Katie's *A Thousand Names for Joy*.

I am now a Oneness trainer and we offer the *Oneness Awakening Course* through VTI. Through it people become Oneness Blessing givers—meaning they are channels for the energy (from the divine), which accelerates transformation. Right now I know of about 20 people who have permanently awakened through this process, although I am sure there are many more. I feel like I've seen glimpses of awakening in myself as well. My internal guidance, which has become very strong and personal, assures me that I will be awakened through this process.

What's important about this level of transformation is that anyone who achieves this (and it's not so much an achievement as a realization) will be able to trade effortlessly and make money easily. However, by then, money will no longer have any importance.

My next book will be about trader transformations. The book will cover the three levels of transformation and include stories from five or six different people who have accomplished a major transformation on each level. We are accepting submissions now, and we'll be paying \$250 for any chapter that we publish in the book. If you think you've made a major Level III transformation, as described in this article and would like to write a chapter-length article (3000-6000 words), we would love to see it. Submit articles in MS Word to book@vantharp.com.

About the Author: Trading coach, and author, Dr. Van K. Tharp is widely recognized for his best-selling books and his outstanding Peak Performance Home Study program—a highly regarded classic that is suitable for all levels of traders and investors. You can learn more about Van Tharp at www.vantharp.com.

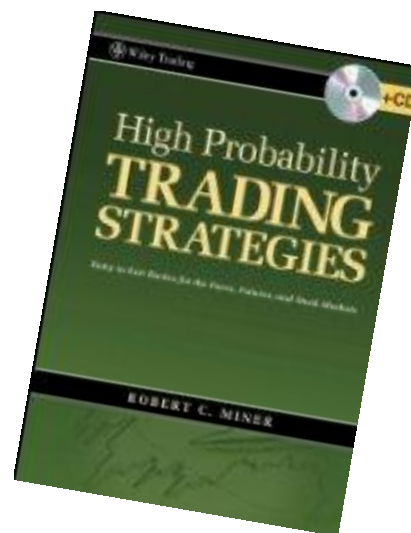
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High Probability Trading Strategies: Entry to Exit Tactics for the Forex, Futures, and Stock Markets

By Robert C. Miner.



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Product Description

High Probability Trading Strategies teaches traders step by step a unique and practical approach to analyzing market behavior, identifying profitable trade setups, and executing and managing trades from entry to exit in a way that both preserves and grows one's capital. In it, well-known trading educator Robert Miner draws on the theories of legendary trading gurus W.D. Gann and R.N. Elliott to teach his own practical and easy-to-learn high probability trade strategies developed over the past 20 years.

With this book as your guide, you'll quickly learn how to recognize high-probability trading opportunities, pinpoint exact entry and stop prices, and manage a trade until it's completely closed out. You'll discover how the four key factors of dual-time-frame-momentum, pattern, price, and time can guide you down the path to trading profits. As you become familiar with the proven strategies and techniques taught in *High Probability Trading Strategies*, you'll also come to understand the type of market information you can use to make specific trade decisions and how to execute those decisions from start to finish.

Customer Review By Jackal

Before we get started, if you are looking for a mechanical trading system, give this book a pass.

The author presents four very useful tools for trading stocks, commodities, or currencies. These are: two time-frame momentum indicators, Elliott waves, Fibonacci with price, and Fibonacci with time. You can use these four tools as a discretionary trading system, but the Fibonacci discussion is especially valuable in and of itself. The author has been around 20 years providing trading advice - an indication of some quality.

I appreciate that the author isn't trying to hard sell his software and newsletter. You can apply the ideas in the book without buying anything more from the author! That is an honest touch that is appreciated. Still the author sells a software package that make things slightly easier, I would imagine. UPDATE: Many people comment negatively that the book is just a sales pitch for the software. Since the book discloses all the four tools, I think such a statement is untrue. However, some of the tool will require you to print out the charts and do manual calculations if you don't have his software.

The style of the text can be somewhat annoying at times; it is repetitive and has too many comments about not-so-good advisors out there somewhere. (No need for the author to point this out unless he wants to name the offenders.) It would have been good if the author told the reader how this book compares to his earlier book *Dynamic Trading: Dynamic Concepts in Time, Price & Pattern Analysis With Practical Strategies for Traders & Investors*. My take is that the current book introduces the two time-frame momentum and streamlines the other information on Elliott and Fibonacci, but it would have been useful to get this information from the author. Is the previous book superceded in his mind or does it still have value?

All positive reviewers (13 of them at the time of writing) have only reviewed this book and nothing else. Clearly the author has a fan club. Irrespective, I can really this book. I am not part of the fan club and I try to give out as many one star and five star reviews.



Melbourne Trading and Investment

Seminar & Expo

5-5th October 2012

Venue: Melbourne Convention and
Exhibition Centre

2 Clarendon St, Southbank, Victoria,
3006

Times: 10am – 5pm Daily

Discounted Tickets available online at

<http://www.tradingandinvestingexpo.com.au/>

Brisbane Trading and Investment

Seminar & Expo

1st-2nd June 2013

Venue: Brisbane Convention and Exhibition Centre

Cnr Merivale and Glenelg Streets, Southbank, Brisbane, 4101

Times: Saturday 1st June: 10am – 5pm

Sunday 2nd June: 10am – 4pm

Discounted Tickets available online at

<http://www.tradingandinvestingexpo.com.au/>



Trading skills can be one of the most difficult skills to acquire, yet how many traders take on a coach to help them with their trading? If we were to talk about any sporting endeavour which you wanted to achieve your best in then you would hardly think twice about taking on someone to help make it work for us, but trading, no, that seems to be different. Of course trading coaches may not be cheap, but in most cases they are a lot cheaper than the losses which many make in the markets.

A quote by Derek Bok sums it up nicely **“If you think education is expensive, try ignorance”**.

It is not difficult to make money in the markets, but there are many things you need to learn and you also may need to “unlearn”. It is learning to do what you learn intellectually, that ultimately proves so difficult. Knowing what you should do is not enough. That is where the coach comes in to help you not only to know what you should do, but actually do it.

A large number of losses exist through not following a profitable trading system and this is where the coach comes in to find out what is stopping you working in your own best interest.

Your coach will give you methods to follow to help strengthen your internal discipline and continues to work with you until it works for you. That is when the fees charged will be dwarfed in comparison with the money you can make from the markets.

Winners go for what they need. **If you think there is scope for improvement in your trading then you should do something about it. The first step is to decide that you are going to be a winner, and then just do it.**

Become the Best Trader You Can Be!

When would now be a good time become a successful trader and make massive profits from the market? Pick up the phone and CALL NOW on +61 400 482 653 or email me on graeme@yourtradingsolutions.com for more information on our transformational coaching. Graeme Pearson.

As Anthony Robbins says **“Never leave the scene of a decision without taking the first step”**

