

Can You Win as a Trader?

I am often asked as a trading coach the question: “Can anybody win?” Underlying this question there are three subtexts that I want to explore with you. These are the subsidiary questions. 1: “Does anybody win?” 2: “Who wins?” and finally the crunch question 3: “Can I win?”

1. Does anybody win?

By winning what we mean is making consistent and substantial profits by trading in financial markets. The irony is that although many people ‘trade’, that is buy and sell financial instruments, only about 10% actually make profits. 70% of the participants lose and 20% break even, not losing but not making substantial profits either. Although these figures are only common estimates, they tell us that winning is possible but on the other hand most who come to ‘trade’ the markets have their desires frustrated. Their outcome is exactly the opposite of what they set out to do.

2. Who wins?

The wonderful thing about markets is that they are completely open and free. Anybody can participate in the continuous auction that is the market. The market is not interested in your gender, sexual orientation, age, or the colour of your skin. You could be a paedophile or a saint; the market is oblivious to who you are or your experience. What it does absolutely require of you is your ability to stand behind your decisions. Its simple question is: Can you pay your margin on this trade? If the answer is yes then you can trade it.

So what does the market require of you to profit consistently? Again the answer is simple: you have to agree with it. You will win, the market must pay you, if you are long while it is going up. If you are short and it is going up you pay. If you are flat, that is not in any position, the market can’t pay you.

One of the reasons that most fail is that they have opinions and predictions about the market, often based on analysis, that militate against their capacity to perceive the reality of what the market is actually doing now. The market doesn’t care about or respect your opinions and predictions. To win you have to forgo your opinions and actually conform to the reality of the market in each moment of time. In other words your opinions can’t pay you. Being in harmony with the flow of the market does. This is what winners do and they profit handsomely for it.

3. Can I win?

Can you drive a car well? If the answer is yes you then to can trade well, if you have the commitment and passion to do so.

In my professional life as a trading coach I have assisted hundreds of traders all over the world to join the top 10% and then to really go on with it to achieve outstanding profits. I do this by enabling and encouraging clients to take on the mantle of a professional, to operate with their edge in the Peak Performance Zone. This is the Zone that is experienced by top professionals in any field. Think of Tiger Woods winning a string of Majors, an opera singer giving a virtuoso recital, or a surgeon doing open heart surgery.

The Zone is not an exclusive club. You will have experienced being in the Zone many times in your life. This is when you have practiced a skill so much that it becomes second nature; for example when you are driving your car. When you drive you flawlessly execute the actions required by the road conditions and the information flow (traffic)

moment by moment. You are working unconsciously competently in a super conscious state, the Zone. When you drive your car well you are functioning beyond cognition. You don't analyse the velocity difference or relative kinetic energy between you and the vehicle you are overtaking. You just do it. That's the Zone.

Driving a car is far more dangerous than trading. Every time you take the car on the road you put your life at risk. But this does not inhibit good performance; rather it enhances it. It's a must that you operate your vehicle in the Zone without fear and anxiety but with the very positive expectation that you will achieve your destination.

Similarly, to trade with consistent profitability it's a must that you operate in the trading Zone without fear and anxiety, and with the expectation that you will achieve your destination. You must be up to responding intelligently, skilfully and spontaneously to the market traffic.

Learning to drive a car is a much more complex and dangerous activity than learning to trade. Yet almost all who want to learn to drive succeed. Then we must ask this question. If 99% learn to drive a car well then why is it that only 10% succeed at trading?

When you drive you release yourself of you opinions and predictions about what the traffic should be doing to what it is actually doing. You may have used your road map (analysis) to orient yourself for your journey, but you achieve your destination by actually driving skilfully while competently negotiating each moment in the Peak Performance Zone.

Can you profit at trading? Yes, I think so, if you are prepared to learn and flawlessly execute the enabling skills with discipline and resilience. If you are prepared to consistently act in the Zone to harmonise with the flow of the market traffic, not only can you win, but you **will** win.