



---

**ENGINEERED  
TRADING  
MINDSET**

**FOR SUCCESS**

**CHALLENGING BELIEFS**  
TRANSCRIPT #1

**LESSON 1**  
© **Les Meenan**

**RightMindTrader.com Academy**

## **Engineered Trading Mindset Beliefs #1**

Welcome to Part 2 and let me say you are doing great, and with the knowledge, insights and refinements you have learned and applied to your trading behaviours from the training lessons in Part 1 you will already be making a difference to your future trading success.

I'm Les Meehan, founder of the RightMindTrader.com Academy and I want to share with you right now a serious problem that many traders don't know about, or don't realise the full power of, that affects your ability to succeed and achieve the life you dream about!

The problem I am referring to is your 'unconscious belief system'; and what it contains that is holding you back from success.

In particular, it is those unhelpful beliefs about yourself, about money, and about your trading that are hidden away in the shadows of your unconscious mind which will be negatively impacting on your trading results.

I have coached many traders that have significantly increased their trading success simply by changing one or more of the restricting beliefs lurking in the depths of their mind just waiting to sabotage their efforts at success.

This is likely to be happening to you too, without you even knowing it!

In this part of the program then we will explore an important key to trading success...

### **Part 2 - Challenge Your Trading Beliefs.**

I promise to teach you everything I know you need to understand about your *belief system* and how it impacts on your trading success.

I will also teach you how your *limiting beliefs* will be influencing your trading behaviours and consequently your trading profit potential.

It has been proven many times by researchers that what you believe has a direct impact on what you do, or don't do, and on what you can or cannot achieve.

This applies to any area of your life, including your trading from which you want to achieve your richest dreams.

To illustrate the importance of your beliefs, let me take a moment to tell you about an email that I received a few days before writing this lesson from one of my private coaching clients.

To protect his privacy I will call him Jim, although this is not his real name of course.

After losing his trading pot completely, Jim didn't believe he could succeed as a profitable trader.

This belief had been created by a consistent run of big losses that finally and inevitably wiped out his trading pot.

By working with Jim to change this belief and some other related limiting beliefs, he began trading with a different mindset and quickly started making consistent profits.

For the next three months after simply re-tuning both his trading actions and his belief system, Jim made 3,000 each month surpassing the 2,000 a month target we had installed in Jim's mind as 'believable'.

And to his amazement, his new email tells me for the following three months he consistently made 5,000 plus.

Not bad for someone who only a few months ago was left believing he couldn't make it as a trader.

Now I cannot promise or claim you will achieve what Jim has, everyone's results will be different, but I can tell you that there is plenty of research to prove that your beliefs affect your results in life - that's why it is important for us to challenge any that may be working against you.

The power of your beliefs must be taken seriously and any beliefs that are holding you back need to be identified and changed, or eliminated for you to achieve your trading dreams.

Once the old limiting beliefs have been cleared away, then new beliefs can be created that will support your trading success.

This is the objective of the second key to trading success, and in these content-rich lessons for Module 2 of the program I will teach you some simple but powerful techniques for discovering any of your beliefs that will be negatively impacting on your trading profit potential.

I will also teach you how you can take these old beliefs and easily change or eliminate them, and then I will teach you how to create new powerful beliefs that will support you on your future trading journey.

Since your beliefs can make or break your success, I will share with you a quick and easy method to test whether your beliefs are helping or hindering your trading success.

Changing your beliefs is one of the most powerful and easy ways to move to the next level on your trading success journey and towards the life you really want.

## **The 5-Step Belief Discovery System**

Let me take a moment to explain the easy and logical '5-Step Belief Discovery System' for challenging and dealing with your unhelpful beliefs that I will teach you in this second series of lessons.

### **Step 1 – Belief Fortress**

Step 1 is to learn how your belief system works, what I call your *belief fortress*.

You will learn how your beliefs are formed and how they are working outside of your conscious awareness in Lesson 2.

I will also teach you a simple technique to uncover your 'hidden' beliefs.

### **Step 2 – Beliefs about YOU!**

In Step 2 we will concentrate on discovering beliefs about You and particularly those that don't support you in your trading.

A common 'belief' I have noticed many times is similar to the one in my example of Jim, many traders simply don't believe they can achieve what they want from trading - especially if they have had a bad run at some point.

Beliefs about You are dealt with in Lesson 3.

### **Step 3 - Beliefs about Money**

Many people have a very poor 'relationship' with money and this often originates in what they believe about money.

You will learn about your own *money relationship* in Lesson 4.

Once you have a good understanding of your beliefs about yourself and about money, we then move to...

### **Step 4 - Beliefs about Trading.**

Step 4 is where you will learn your beliefs around trading.

I often ask my private coaching clients "What do you believe about what you do?" and the look of surprise that usually follows the question tells me they have never considered the question before, or even that they had beliefs about what they do.

What you believe about what you do has a strong influence on how you will behave and on the likelihood of achieving success in what you do.

This is why it will be important to your trading success to investigate this set of beliefs.

### **Step 5 Challenge and Change Beliefs**



The final step in this part of the program is Step 5 in which I teach you how to challenge your beliefs and teach you how to change those that don't support your success with a powerful, and easy to use, practical technique.

The powerful techniques I will teach you also allow you to create new beliefs as needed.

The first 4-Steps are important as they will deliver the information and understanding needed for Step 5 to be as effective as possible for you to realise your trading potential.

**Please do not skip these crucial first steps!**

By the time you reach the training lesson in Step 5, you will know which beliefs from the three key areas: You, Money and Trading, are negatively impacting on your profit potential and that need to be changed.

So, let's get started on the second key to making your trading psychology work for you and start to *challenge your trading beliefs*.



## **Journeying Farther & Further - Journeying Together**

For most traders, trading as an activity can be a singularly solo, and perhaps even lonely, journey toward your future dream of financial freedom and ultimate happiness.

The programme you have just taken will have moved you along on your trading development journey of discovery that will have a positive impact on your trading – and possibly on your entire life and those around you.

Most journeys have a point of departure and a point of arrival – or do they?

Certainly, the journey you have been on in this programme has a clear departure point – that is to increase your development as a trader - and it has a clear objective to provide the tools to help you...

...but it doesn't have a clear destination because it is but one positive stepping stone forward!

### **Why?**

Because your trading psychology has many facets and needs and this programme is only one aspect – albeit a crucial aspect - of your whole trading psychology development to improve your daily trading experience.

Now African wisdom says:

**“To journey far, travel with others.”**

So, to travel farther and further with your trading I invite you now to continue our journey together towards a new objective and your own desired destination.

### **FREE 1-On-1 Coaching Session**

Begin the next part of your success discovery trading journey now by setting your next big objective, which I strongly believe should be, to have a COMPLETELY FREE 30 minute...

### **[Trading Behaviour Strategy Coaching Session](#)**

...directly with me.

This is the logical next step on your journey to realising your trading profit potential and creating the abundant life of your dreams.

Let me be your personal development guide on the next exciting exploration into your trading psychology.

To find out more about your next trading journey watch my complimentary '[TBA](#)' video that will explain how we will analyse your current trading behaviours to uncover any success blocks lurking in your unconscious mind.