Engineered Trading MindSet

For Success

Challenging Beliefs

transcript #3

LESSON 3

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Right Mind Trader

Engineered Trading Mindset
Beliefs #3

Welcome to this second part of Step 1 of the 5-Step process in which we are continuing your journey to 'Challenge Trading Beliefs'.

I'm Les Meehan, founder of the RightMindTrader.com Academy and I want to expand on how beliefs are created by exploring now how your belief system is organised in the unconscious part of your mind.

I have found the best way to explain this to people is to avoid 'brain science' and simply use the metaphor of a 'belief fortress'.

Step 1b – Your Belief Fortress

I use this metaphor because it allows you to imagine two important things: that your belief system can be a strong construction and that your belief system has plenty of room in it for all the different beliefs that reside there.

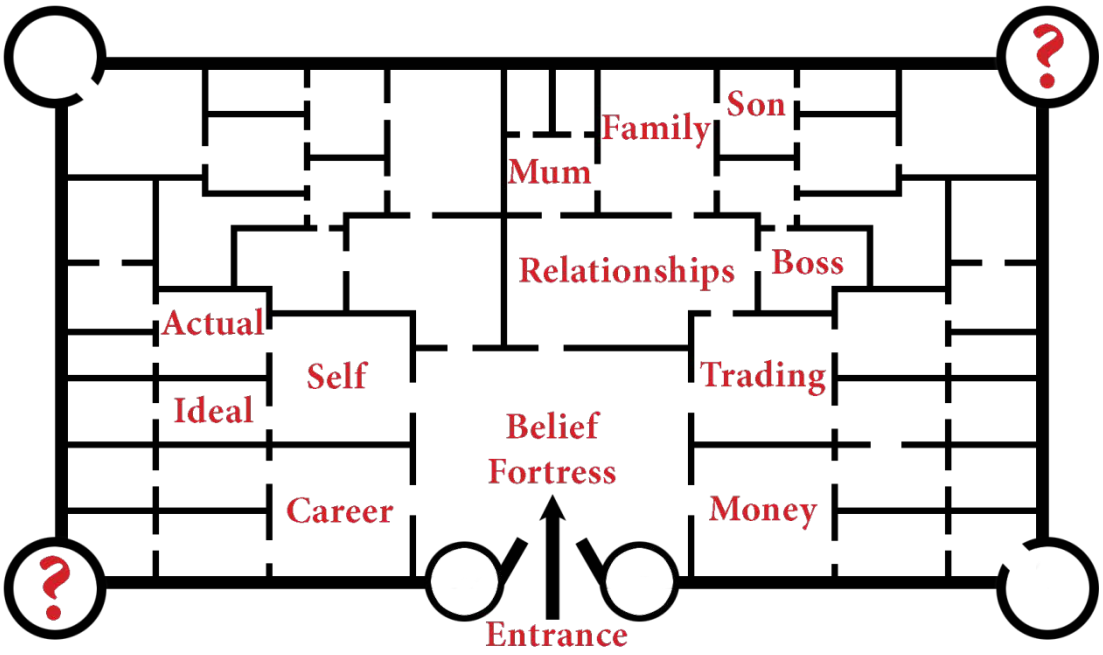
Your beliefs can be very powerful and this is represented by the solidity of your belief fortress.

There may even be some beliefs that are simply 'unshakeable'.

The simple fact is that you will have beliefs about almost everything: beliefs about self, beliefs about money, beliefs about relationships, and so on.

Choose almost any topic and you are likely to have beliefs related to that topic; and also a room to store those beliefs in your belief fortress.

Imagine now your belief fortress with it's many inter-connected rooms as shown below.



As you enter the main door you notice the first room has many exits leading off into other rooms.

And above the entrance to each room is a 'plaque' on which is written a 'topic name' such as 'Self' or 'Money' or 'Relationships'.

The plaque tells us what topic the room is used for and written on the walls of each room are your beliefs about that topic.

For example, the 'Self' room walls are filled with your beliefs about You.

Your 'Money' room walls contain your beliefs around money and so on for each topic that you have a room for.

As these first level rooms have names that are quite general the walls of these big rooms will contain general beliefs about the topic of the room.

Now, your unconscious, well-organised storage mechanism will also have chunked-down each of the main room topics into smaller rooms to allow for more specific beliefs.

These smaller rooms will also have their own name plaques above the entrance.

For example the 'Self' room may have smaller rooms off of it named 'Ideal' to contain the beliefs about the 'ideal you' that you imagine.

And 'Actual' to contain the beliefs about the 'actual you'.

Each of these smaller rooms may have even smaller rooms leading off to allow your mind to chunk-down your beliefs even more.

Each room has the corresponding beliefs about that room topic written on it's walls, and the more rooms there are leading off one room the more that topic has been chunked-down by your mind into specific sub-topics.

There may even be some 'secret' rooms in your belief fortress where there are beliefs you don't even know you have.

Now you understand how the belief fortress is constructed, with it's many rooms covering chunked-down topics, let's take this metaphor a step further.

Imagine now standing in a typical room inside your belief fortress.

The walls of the room are very high and as you look upwards the light gets darker the higher up you look.

Also, you notice there are beliefs written everywhere on those walls.

The ones near the floor where there is plenty of light are the beliefs you are well connected to and think about regularly - they are 'visible' to your conscious awareness.

As the walls go higher and become even darker, you notice that the beliefs there are more obscured and difficult to read with your conscious mind but they are still there and they will still be influencing your behaviours and your life.

Close your eyes for a minute and really imagine being inside your belief fortress, move from room to room and notice your beliefs written on the walls.

Hidden Beliefs

Sometimes a belief can be so hidden at the top of the walls in the darkest shadows of your mind that you have completely 'lost touch' with the belief until one day it 'lights up' on the wall and affects your life.

One common way that 'hidden beliefs' can 'pop' into your life is when you do something new for the first time, such as trading, or come back to something you have done in the past.

New experiences can trigger hidden beliefs and make succeeding at the new activity difficult or even impossible - even without you knowing the cause!

Keeping with our 'belief fortress' metaphor, I said the rooms are inter-connected and what this means is that most of the time our beliefs do not exist in isolation from each other - they can be randomly connected.

These apparent random connections may only surface when a certain set of circumstances occurs.

Belief Conflicts

Now you have your belief fortress in mind let me illustrate this concept of connected beliefs by working through a simple example.

Imagine you are starting on your trading business but you have the following beliefs hidden deep inside your fortress.

High on a wall of your 'Money' room is written "I believe money is the root of all evil."

Lower down in the brightly lit part of the wall is written "I believe I can succeed and be rich."

On a wall over in your 'Ideal Self' room is written "I believe I am a good person."

As you trade, the fully visible (to your conscious mind) "I can succeed and be rich" belief will help and support your efforts in being successful with your trading, there is no conflict between the activity and the belief.

Now, imagine what might happen as you become very successful with your trading and money comes pouring in, yes you grow rich!

One weekend you are attending a Sunday service and your "I am a good person" belief is shinning bright when a friend congratulates you on your financial success and your frequent gifts to charity.

Now you have two of the three beliefs activated and shining bright - still no problem.

Another, slightly jealous, friend at the same time comments, "it is good that the 'easy money' from trading hasn't corrupted you".

Boom! As you hear this last comment, something uneasy stirs deep inside your uncscious mind and it is coming from your 'Money' room in your belief fortress!

Suddenly the "money is the root of all evil" belief, possibly given to you by an over-zealous care-giver when you were very young, lights up in your unconscious mind.

Now you become confused and shaken as these three beliefs go into battle with each other at a deep level of your unconscious mind.

The battle rages like this...

How can I be rich AND a good person when money is the root of evil?

"I am a good person BUT I have all this evil money!"

"This evil money will corrupt me AND I will no longer be a good person."

and finally, "It is evil to succeed and be rich so I must get rid of this evil money."

Over the following few months you find you suddenly lose focus on your trading, spend money recklessly, and soon go bust because your unconscious mind is trying to resolve this inner conflict by removing from your life what it perceives as the cause of the conflict - the money!

Once the money is gone, thinks your unconscious mind, you can go back to being a good person and start over.

Nobody is more surprised than you but you haven't a clue as to what just ruined your life.

In fact, it was the destructive power of the internal conflict of opposing beliefs!

When you have conflict in beliefs the impact on how you behave in the world in all areas of your life can be devastating as my example, which is actually based on a true story, shows.

This is the power of your belief system and why it needs to be overhauled and cleaned out regularly.

This could just be the key to your trading success, or the answer to your past trading disasters!

In the next three lessons I will teach you how to access your 'belief fortress' in order to visit the rooms most likely to be affecting your trading.

We begin this tour through your belief fortress in the next lesson by entering the room labelled 'Self' to discover your 'Beliefs about You'.

Congratulations on reaching this point in your trading psychology training!

I hope your journey so far through the program has provided you with some amazing insights and discoveries about your trading activities and about You.

Being this far into the program shows you are exceptional in many ways but in particular because you have demonstrated the tenacity and the courage to apply yourself to your trading success.

Many other traders can only wish for the dedication you have displayed so far and I want to encourage you to maintain that level of energy and commitment to your trading future and success.

Remember, be patient with yourself and keep going and join me in the next lesson to discover more amazing things - you deserve it!

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 beause 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 wth 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.