Engineered Trading MindSet

For Success

Challenging Beliefs

TRANSCRIPT #7

LESSON 7

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Beliefs #7

Welcome to the final step of the 5-Step Challenge Trading Beliefs process and let me congratulate you for achieving so much by arriving at this point.

I'm Les Meehan, founder of the RightMindTrader.com Academy and because this last step of the process is so powerful, and the training so full of great content, I have divided Step 5 into two lessons.

In this first lesson for Step 5, I want to teach you how to challenge those of your beliefs that you have identified as harming your trading profit potential.

But don't worry, I will soon teach you how to change these harmful beliefs quickly and easily using a powerful psychological technique in the second part of this training lesson.

Also in the second part, I will teach you how to create new beliefs using the same technique.

But that's for later, let's start right now to challenge your beliefs by first organising all of the beliefs you have identified on your various lists into just two lists because they will be easier to work with.

Consolidate belief lists

At the top of a clean sheet of paper write...

'Helpful beliefs'

Now copy to this *helpful beliefs* list all of the beliefs you have written down from the various exercises that, because you have analysed them in the previous lessons, you know are useful and helping you towards maximising trading potential.

Be careful as you add beliefs to this list and do not assume it will only be 'positive' beliefs that are helping you.

Sometimes what may be perceived as a 'negative' belief may actually be performing a useful function in your trading and you will know if this is the case from the results of your previous in-depth analysis.

Once you have added every helpful belief to this list, use a second sheet of paper and repeat the process for...

'Harmful beliefs'

Now create a list of all the *harmful beliefs* you have identified from the various analysis exercises.

You now have all your beliefs collected into just two convenient lists so it is time to learn how to challenge those beliefs.

Step 5a – Challenge Trading Beliefs

To do this take one belief from the 'harmful beliefs' list and answer the following four 'Belief Challenge' questions about this specific belief.

Q1. Is it really true?

This may seem an obvious question but it is amazing how often we simply don't challenge the 'truth' of our various beliefs.

As we have learned in the previous videos in this series, we often accept things as true without checking the evidence (if there is any) because we trust the source.

How often have you said to a friend, when they ask you to check something they have done, "That's OK, I trust you."

To begin the belief change process, you must first challenge the truth of your beliefs in order to be clear about the evidence you are using to support this belief; is there factual evidence or was it something you were taught through indoctrination, or some other unverified method?

The point is, do you know without a shadow of a doubt that this belief is true?

The answer is all too often, "No!"

Q2. What is the cost of believing this?

As I have taught you in this program, your beliefs manifest in what you do and this usually has a cost to it.

So, with the belief you have selected, what does believing this to be true cost you in your trading or even in your life?

And, if you hold on to this belief what will it continue to cost you in the future?

When you learn a belief is costing you too much, i.e. too much time, too much money, too much energy, too much pain, you know it is time to drop that belief, don't you?

You may be paying a high price for your *false* beliefs.

Q3. Who would I be without this belief?

If this belief was not in your life, imagine who would you be without it?

If you dropped this belief, would you be more like your 'Ideal Self', the best person you aspire to be.

Many times people are afraid to let a belief go because they feel the belief is part of who they are, part of their identity.

This is not the case, your beliefs do not define you and the proof of this is that we learn and release beliefs all of the time but we are the same person.

Your beliefs are about your behaviours and not about the authentic you!

Q4. OK, if this is my belief how could the opposite of this be true?"

State the opposite of your harmful belief and explore how this opposite belief could be true.

For example, if you have the belief "I believe I'm no good at trading", imagine how your trading would change if you had the belief "I believe I am great at trading."

How does it feel to say this new belief, how would your trading change if this belief manifested throughout your trading sessions?

These four belief challenge questions are the first step towards changing your harmful beliefs.

The questions give you the opportunity to take different perspective views of the belief and how releasing the belief would improve your trading.

The last question also allows you to 'try on' the opposite of the belief to make you aware that there is a better choice.

These 'Belief Challenge' questions are opening your mind in order to allow the harmful belief to be resolved.

Now you have completed the questions for one specific belief, how do you feel about the belief now?

Has anything changed in the way you think or feel about the belief?

Does the belief feel like it is something you want to change or release?

This is another easy to use process on your journey to 'Challenge Trading Beliefs' and should now be applied to each of the beliefs on your 'Harmful Beliefs' list.

Let me tell you, you are doing great!

This has been an incredibly in-depth set of exercises for you so far and I want to say how much I appreciate and honour you for your discipline and dedication in keeping going because you know the future trading success you desire will benefit from you completing this journey.

Please take time now to apply these easy 'Belief Challenge' questions to your complete list, one belief at a time to get the most out of this process.

Be patient and please resist the temptation to jump ahead without completing these processes first.

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.