



**ENGINEERED
TRADING
MINDSET**

FOR SUCCESS

CHALLENGING BELIEFS
TRANSCRIPT #8

LESSON 8
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RightMindTrader.com Academy

Engineered Trading Mindset Beliefs #8

Welcome to the second part of Step 5 of the 5-Step Challenge Trading Beliefs process.

This is the final step of this incredible journey through your belief system fortress.

It's me, Les Meehan founder of the RightMindTrader.com Academy and in this lesson I will teach you a powerful technique that I normally only use with my high-paying private coaching clients.

I call this technique 'The Belief Theatre'

Step 5b – The Belief Theatre

We will use this belief theatre to test beliefs, change existing beliefs, and as required, create new beliefs.

The 'Belief Theatre' technique is so powerful I must issue this caution before teaching it to you.

This technique changes existing beliefs and can create new beliefs so you must be careful how you use it.

Always, always, ask yourself what will be the impact, not only on your trading but also to your life, of changing or removing a particular belief.

Many of our beliefs are there to protect us and should not be tampered with so always deeply consider the impact of not having the belief before you change it.

OK, now you know to be careful here is the technique.

Your Belief Map

Take a blank sheet of paper and turn it horizontal so the long edge is at the bottom.

Now, divide the sheet into four quarters by drawing a vertical line down the centre and a horizontal line across the middle.

Imagine you are now sat in the middle of a movie theatre looking through your own eyes at this screen in front of you divided into quarters.

This screen represents the visual space in your mind on to which your unconscious will project your response to specific statements.

The way this works is that when you say a statement out loud e.g. "I believe I am irresponsible", your unconscious mind will 'light up' somewhere on your mental screen in one of the four quarters or on one of the dividing lines.

It is important to say the statement out loud because this uses your sense of hearing i.e. it goes into your ears, which sends it to your unconscious mind whereas just thinking the words doesn't do this the same.

On the first go you may not notice anything but repeat the statement two or three times and be aware of where in your mind you 'sense' the response.

This response position can be marked on your sheet of paper in the same position.

To use this technique, we now need to establish three important locations on this belief screen:

1. **L1** - Where you project the things you believe
2. **L2** - Where you project the things that aren't important to you i.e. it doesn't matter if they are true or false
3. **L3** - Where you project the things you don't believe

L1 - MY BELIEFS

To find location **L1** repeat the following statement out loud and sense where on your screen you see the response...

"I BELIEVE THE SUN IS HOT"

We use a statement that you know for a fact is true (I use this one because most people truly believe the Sun is hot - you can feel it on your skin!).

If this particular example doesn't work for you try using one of your own 'unshakeable beliefs'.

If necessary close your eyes and repeat the statement several times until you are sure you have the exact location on your mental screen and then mark this same position on your sheet of paper.

This is a new process for you so be patient and it will become easier after a few attempts, you will learn what to be aware of in your mind.

Those of you, who think you are not imaginative or very visual, be assured this will still work for you so please keep trying and you will unlock the door to your mental theatre.

Now, you may sense the response in the front of your mind, to the side, or even towards the back, there is no one correct position for each of the three locations. Each person is unique so these locations will also be unique to the individual.

To help home in on the precise location just ask yourself; is it above, below or on the middle line, how far above or below the line is it, is it to the left, right or on the centre line, how far to the left or right.

These questions will locate the response quite accurately on your mental screen which can then be marked in the corresponding position on your paper.

Do that now, mark on your paper where in your mind you sensed the response to the statement "I believe the Sun is hot".

To find the other two positions we use the same procedure but change the statements.

L2 - MY DON'T CARES

For the second location, your 'I don't really care either way' position, repeat this statement out loud...

"I BELIEVE GOLD IS DENSER THAN SILVER"

Sense where that was projected on your mental screen and mark it on your paper (BTW if you are a jeweller you may care quite a lot about the density of gold and silver so choose something you know you aren't bothered about either way, something you are happy to be true or false as the case may be.)

This is location **L2** and again, you may need to close your eyes and repeat the statement out loud several times.

Now for the third location L3.

L3 - MY DISBELIEFS

To find the third location, your "Disbeliefs" position on your mental screen, say out loud...

"I BELIEVE THE MOON IS MADE FROM WOOD"

Again, do this several times until you have the correct location.

This process is the first part of this powerful 'Challenge and Change Beliefs' technique.

You have now created your personal 'belief map' on your paper and it can be used now to test your beliefs, to change your beliefs, and to create new beliefs.

Don't worry if your map is completely different from others, that is normal and OK.

For example, your **L1** may be in the top left quadrant, or in the centre high up on the centre line.

Your **L2** position might be below and slightly to the right of the centre line and so on.

Remember, your map is unique to you.

Now we come to the fun part.

Challenge an Existing Belief

Let me teach you now how to use your 'belief theatre' and 'belief map' to challenge and test a belief using your belief theatre and belief map.

Choose one of your 'true beliefs' about your trading and say it out loud "I believe...etc".

Say it again and this time feel how true it felt and rate this truth feeling from 0 to 10, with 10 meaning totally true, and 0 meaning not true at all.

This is your 'Truth Gauge' and the number is your 'truth number' - write the number down.

Now, where did you sense the response on your mental screen?

Mark this location on your paper belief map.

Now if this is a belief you thought you really believed in, it will have a high 'truth' number and it will be positioned near to **L1** on your belief map.

If it isn't near your **L1** and the 'truth' number is lower than say 7, this is indicating that at your unconscious level your belief is not as strong as your conscious mind is telling you.

Repeat this two-step process with a different belief and check how well the results compare to what you expected.

Do it again, but this time use one of the beliefs from your 'harmful' list and test that.

In this way you can test and challenge the validity of any belief.

The 'truer' your unconscious mind thinks the belief is, the closer it will be to **L1** and also have a higher 'truth' number.

If you think you have a particular belief but your unconscious mind disagrees, when you say it out loud and check the results you will probably find the truth number is below 5 and the position on your mental screen is more towards **L2** or **L3** rather than **L1**.

It is important to believe your unconscious mind because that is where the real belief will be stored and used to influence your trading behaviours.

When you repeat this on other 'beliefs' you may get some surprises, I have often seen looks of amazement and even shock on the faces of my private coaching clients when they do this procedure to test their beliefs.

Change an Existing Belief

The second way we can use this technique is to change an existing belief.

Choose one of your negative beliefs about trading, e.g. "I believe I can't make money from trading" and say it out loud.

How true did that feel, rate the 'truth' of this statement and give it a number from 0 to 10, write the number down.

Where did you sense the response on your mental screen? Mark this location on your belief map.

Now if your unconscious mind accepts this belief to be true then you should have a high 'truth' number and it should be positioned near **L1** on your 'map'. Is that the case?

If not, then you may not actually believe this as much as you thought but assuming you do really believe it and your results agree, let's change it now.

Close your eyes and say the belief out loud again and as you do notice the response on your internal screen.

Now, keep that screen image in mind and imagine your own virtual hand reaching out to grab a hold of that belief on the screen and drag it to where your **L2** position is on your internal screen.

Hold it on the **L2** position and imagine a giant weight holding it down - really see a huge weight sitting on top of that belief holding it on the **L2** position on your screen.

Be creative when you imagine the huge weight holding your belief down, I once had a private coaching client who started by imagining a large rock on the belief but that wasn't enough, he then tried a house but still not enough, finally he imagined a giant hump back whale sitting on the belief to make it stay in place.

That worked!

Break state

Open your eyes and say "ONE HUNDRED AND TWENTY" out loud (this clears the mental picture from your mind and is called 'breaking state').

Test Changes

Now say the belief out loud again "I believe I can't make money from trading" and check the truth number (write it down). It is probably somewhat lower than before indicating you are less sure how true this is now.

Also, where did you sense the response on your internal screen? Was it still at the new **L2** position?

If so, excellent! You have changed the belief to make it more of an 'I don't care either way' statement, and it will feel like that when you say it.

If it seems to have gone back to its original position or close to it, simply repeat this process several times (use more weights and break state between each go) until it stays at **L2** where you want it.

We have now reduced this from a 'belief' to a 'don't care', and the next step is to change it into a disbelief.

We do this by repeating the process but this time we move the response on your internal screen from **L2**, 'don't care' to **L3** 'disbeliefs'.

Go ahead now and say the belief again, and when you see it on your internal screen, grab it with your virtual hand and drag it kicking and screaming to position **L3** and weight it down with something huge and heavy!

Break state by saying "ONE HUNDRED AND TWENTY" out loud, and then test by saying the belief out loud and rating it with your truth gauge. Has the number gone down below say 3, and has it stayed at **L3** in your mind.

If not, keep repeating the steps until it stays at **L3**. Remember to break state between each go.

Congratulations you have changed a harmful belief into a disbelief and any behaviours that were being affected by this harmful belief will also change the next time you do them - be aware of this when doing the behaviour or activity.

One word of caution, to move a belief from **L1** to **L3**, or from **L3** to **L1**, it must go through **L2** first.

It is too big a jump to go straight from **L1** to **L3**, or from **L3** direct to **L1**, and the result will probably not last.

Always work in two steps,

1. Move from **L1** to **L2** and make sure it sticks and then
2. Do the move from **L2** to **L3** and make sure that sticks too.

Now work through all of your 'harmful beliefs' one by one over the next few days and change them using this technique.

How to 'reverse' a Belief

If you have something you don't believe because it shows up near **L3** on your mental screen and you want to believe it more, first move it to **L2** and then over towards **L1**.

The same goes for a belief that you don't want but in the reverse direction.

Subtle Belief Adjustments

This belief change technique can be used in quite dramatic or quite subtle ways. For example, you may have a belief that you want but when you test it, it isn't as strong as you thought i.e. it isn't as close to **L1** as you hoped.

You can increase the strength of the belief by moving it on your mental screen closer to **L1** but you don't have to go all the way to **L1** if you don't want to.

On the other hand, you may want to reduce the strength of a limiting belief but not remove it entirely as it might be useful in certain circumstances.

In this case, you would move it closer to **L3** but not to the exact **L3** location.

The closer the belief is to **L3** the less you will actually believe it.

Sometimes it is better to make a disbelief into a 'don't care' rather than into a full belief and conversely, sometimes you will want a belief to be left at don't care rather than not believing it at all.

Creating a New Belief

Finally, to create a new belief (choose from your list of 'Beliefs I would like') simply say the desired belief out loud and notice where on your mental belief theatre screen it appears.

Then move the mental response you get for the belief towards and near to position **L1** on your mental belief screen (you may need to do this in stages to move from **L3** to **L2** and then to **L1**).

Restoring a Belief/Disbelief

Be careful and use your discretion and remember, if after changing some beliefs the resulting change in your life isn't what you expected then you can always restore the beliefs back again by reversing the steps you used to change them.

This makes the change process easy to test and if you don't like the change, simply change it back again.

Moving forward...

This completes Part 2 of your program and you have now come so far on your journey that I want to thank you and congratulate you once more.

It is a marvellous achievement and you should be as proud of yourself as I am of you.



Please continue your journey by using the 'Belief Theatre' technique you have just learned and applying it where relevant to your two lists of beliefs - 'Helpful Beliefs' and 'Harmful Beliefs'.

I suggest you change just three or four beliefs at a time and then test how things change in your thinking, behaviours, and trading based on those changes.

Then, change some more and test again and so on step by patient step.

Don't try to do too much in one go, that would be counter-productive, so just take things steady.

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.