



**ENGINEERED
TRADING
MINDSET**

FOR SUCCESS

FEAR OF MISSING OUT
TRANSCRIPT #4

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RightMindTrader.com Academy

Engineered Trading Mindset Fear of Missing Out #4

Fear of Missing Out – Deep-Mind Techniques

Welcome to Session 4 and in this session I promise to teach you some easy to use practical techniques for dealing with your fear of missing out.

I'm Les Meehan, founder of the RightMindTrader.com Academy and let me say right now that although most traders suffer from the fear of missing out; the real problem is that the majority of them aren't aware they have this fear.

Of those that are aware of this fear, very few have the psychological tools to deal with it.

The good news is that although the impact of this fear on your trading can be apocalyptic, the psychological tools you need to deal with it are fairly simple to learn and easy to use.

Deep-Mind Fear Busters

In this session I will teach you *3 powerful but easy techniques* that you can *apply right away* to start dealing with your Black Rider of the fear of missing out.

Let's start right now as I teach you how to send him galloping into the far distance of your trading experience from where his power to disrupt will be too weak to matter.

Since the psychological tricks used by your Black Rider tend to predominantly target either your thoughts or your feelings, I will teach you a technique for dealing with unwanted thoughts and a also technique for dealing with unwanted feelings or emotions.

But first let's take a closer look at one of the predominant components of several of the tricks used by your Black Rider - the powerful emotion we call 'Greed'.

Although most often thought of negatively, greed is one of the two great human motivators (the other is fear in one or more of its many guises).

I believe that everyone has experienced greed at least once at some point in time and at some level of intensity.

So what is greed?



Greed is simply the positive emotional desire to want more of something you consider of value to you. Looked at in this way you can understand why greed is a positive motivator; it helps you get what you need to live your life.

However, greed also acts as a negative emotion when it creates a negative physiological state of mind and body driven by obsession.

Greed becomes unhelpful when your mind becomes too focused on wanting more of something just for the sake of having more or because of some deeper issue. The strong desire created by greed can be applied to any object but for many people their greed is associated with the accumulation of money and this certainly applies in trading.

When a trader is in the grip of greed, it can manifest as an obsessive desire to gain profit from every trade but it may not be limited to gaining profit.

Remember, greed is about wanting more of what you value and it might not only be money that is desired. Greed can easily be applied to the non-materialistic needs you value such as respect from peers, the need to be admired, needing to be a winner and so on.

The bottom line is that when the emotion of greed has gone beyond being simply a good motivating force, it has become dangerous to your trading rather than being useful - just like any other overly intense emotion.

So, how do we deal with high-intensity emotions such as greed?

Developing Emotional Awareness

The first and most important step is to become more emotionally aware.

It takes practice to develop emotional awareness and the simple technique I will share with you very soon will make this easier. Being emotionally aware presents a challenge to many people, especially men who are often raised to keep emotions in check.

I believe it is fair to say that most women are more connected to their emotions than are most men. This does not mean women are more emotional than men but that women are generally more aware of their feelings at any given time.

So, the first step is to increase your own emotional awareness.

Let me be clear here for you tough guys out there that emotional awareness has nothing to do with 'getting in touch with your feminine side' or any of that but it

has everything to do with reconnecting with your true self, your true inner being, which you may have been separated from by a macho upbringing.

To be able to recognise when an emotion has started and then be able to identify the specific feeling by name, and also assess the level of intensity of that specific emotion is a powerful and easy to learn skill that everyone should develop.

Why? Because when you have learned this easy skill and can readily identify your current emotional state, it puts you back in the driving seat of your mind and more able to control your actions.

In this way you gain command of your emotions rather than your emotions being allowed to overwhelm you. This is not the same as shutting off your emotions, which many people do, but quite the opposite.

This is about actively identifying and acknowledging your current emotional state, and its intensity level or 'emotional charge', so that you can make choices in your life rather than continuing to be a victim controlled by your unchecked emotions.

"This skill will be vital when you are riding the emotional roller coaster that is trading."

OK, the first of the three techniques I want to teach you in this module is the simple skill of emotional awareness...

Technique #1 - Emotional Check-In

I call this technique your 'emotional check-in' and it simply requires you to pause a moment from whatever you are doing, connect with yourself by thinking about your own body and answer the following three easy questions.

You can do this right now as I take you through the process so grab a pen and paper or use the relevant section in your workbook for this module and follow along.

The first thing to do is stop any physical activity right now and 'go inside your mind' and direct your mind to your body.

Once you can feel this connection, answer this first easy question...

Q1. Right this instant do I feel positive or negative?

Take a moment to do that now and make a note on your paper, 'P' or 'N'.

This general question makes it easy to start the check-in because nearly everyone can know whether they are feeling positive or negative simply by asking themselves this question.

Next you name the feeling using the second question...

Q2. What name would I give to the dominant feeling I am currently experiencing?

Once you know whether you feel positive or negative you are already connected and aware of your feelings.

This second question simply asks you to name the specific dominant feeling you are aware of.

I use the term 'dominant feeling' because sometimes you may not be too sure what the feeling is because you are switching back and forth between two or more emotions e.g. anger and frustration.

Although you can never actually feel two different emotions at the same instant, you can very rapidly switch between emotions so it seems like they are all happening at the same time.

This is why people often use the expression "I have mixed feelings about that".

The dominant emotion will be the one your is mind focused on; the one you are thinking about the most.

Also, the dominant emotion will be the one with the highest intensity, it will feel stronger.

OK, do that now and write the name of the dominant feeling on your paper.

The third and final step of this emotional check-in is to assess the 'emotional intensity' of the feeling you have named.

It is important to assess the level of intensity because the more intense an emotion is, the less control you have over any actions resulting from that emotion.

We all know that a mildly irritating feeling is much easier to ignore or control than a raging, full on 'red mist' anger.

Now you have named the feeling or emotion, you can assess its 'intensity' using a SUD number scale.

SUD stands for **Subjective Units of Distress**.

The SUD scale usually uses the numbers from 0 to 10 or from 1 to 100 with higher numbers showing higher intensity levels

The SUD scale is used extensively in coaching and therapy and is a very useful and reasonably accurate way to know how strongly you are experiencing any particular emotion in the present moment.

To use the SUD scale simply answer question three...

Q3. On a SUD scale of 0-10 with 10 being the maximum intensity and zero being no emotion at all, how intense does this current emotion feel right now?

Don't over-think this one, just trust your 'gut reaction' and quickly write down a number that feels right for the level of intensity you are experiencing.

Of course, the more intense the emotion the higher the number.

The SUD number not only gives you a useful means of checking your immediate emotional intensity, it also provides a means of monitoring the change of intensity that occurs after using one of the several 'emotion control' techniques I will teach you in this program.

To rapidly get good at this skill, I suggest you do an emotional check-in twice during each morning at different times and again twice each afternoon.

It can be very helpful to immediately do the emotional check-in if you are involved in any negative incidents e.g. a disagreement with someone, to give you a chance to reduce the emotional impact of the event.

OK, now you have a simple but powerful method for determining which emotion you are experiencing in the present moment and how intense that emotion feels.

You will use this emotional check-in with all of the techniques I will teach you in these modules so it is well worth practicing with it.

Deep-Mind Techniques

OK, now you know how to check your emotional state at any moment, let's now turn our attention to learning the next technique in this module.

The first of two *deep-mind* techniques I will teach you now for combating your Black Rider of the fear of missing out is used to eliminate negative emotions.

This technique works because it changes the way your mind is representing the emotion you are feeling.

When you change a mental representation of something, you also change the unconscious significance or meaning of that representation.

In the case of emotions, once you know how the emotion is being represented in your body i.e. location, intensity etc., and you change a key aspect of this representation; you change the emotion and feeling as well.

In this way you have a powerful tool for dealing with unwanted emotions such as your trading fears.

Technique #2 - Spinning Feelings

This technique is called ‘Spinning Feelings’ and is based on the premise that when you connect with your feelings they often seem to be moving in your body, they aren’t static in one spot.

Normally, an emotion starts in one place in your body and then feels like it wants to move to another part of your body.

This sensation of movement can seem to be bouncing back and forth between the two places creating a sense of rotation or spinning.

Also, the more intense the emotion is, the greater the sense of movement (or speed of movement) may be.

This Spinning Feelings technique is a simple 5-step process...

Step 1 - Emotional Check-In

To start this process, first do an emotional check-in to identify your current emotional state and the level of emotional intensity.

This is important because this is how you will measure the changes brought about by the technique.

Once you have the emotion named and the current SUD number recorded...

Step 2 - Identify emotion origin and destination

Step 2 is to determine where in your body the emotion started and where is it moving to i.e. where is it coming from and where is it wanting to go to.

Simply think about where you are feeling this emotion the most and it will be apparent where it starts.

Then sense where it wants, or is trying, to go.

For example, you may sense the origin of the emotion is deep in your stomach and that it seems to want to rise up to your throat.

Alternatively, you may sense the origin is in your chest and it wants to move to your arms.

These are just possibilities and you should really use your innate senses to determine your own origin and destination for your current emotion.

Once you have located the origin and destination we need to know...

Step 3 - Direction of movement

The third step is to establish how the feeling is moving from its origin to its destination.

So the question we want to answer is, in which direction is the feeling spinning?

As you sense the feeling do you visualise it spinning clockwise or counter-clockwise?

If the origin is in your stomach is it moving upward and outward (as seen from the side) so it is moving clockwise.

Or, if the origin is higher in the chest, is the movement downward and outward making it counter-clockwise.

It might also feel like the movement is spiralling like a corkscrew, again though is it clockwise or counter-clockwise?

It is important to establish the direction of movement because in the next step we will work with that movement and we don't want to get it wrong so take your time.

Once you have established the direction of movement...

Step 4 - Reverse the direction

Step 4 is to simply use your mind to imagine reversing the direction of movement.

So, if the movement is from below and moving upward and outward in a clockwise manner, visualise the movement changing direction to start moving counter-clockwise.

You may find it easier to start by slowing down the existing movement until you stop it and then restart it in the reverse direction.

Once you have the direction reversed, gradually increase the speed of movement until it is spinning faster and faster in the new direction.

It can also be useful to use your hands and arms to recreate the actual movement of the feeling.

Continue visualising the new movement for about 10-15 seconds and then...

Step 5 - Assess the Change

Step 5 is to do another emotional check-in to assess results.

You already know the emotion you are working on so all you need to do is check the intensity level change using the SUD scale of 0-10.

Connect with the feeling once more by thinking again about what caused the original emotional reaction and ask what new number does the feeling have now?

If the intensity has reduced below 3 then you have made a significant change and the emotion you feel now should be much less intense than before.

Repeat steps 2 through 5 until your SUD number is 0 or 1, that is you can't feel the emotion now and have no physical signs of it.

Once the SUD number is 0 the emotion has been contained and eliminated.

This spinning technique may seem unusual at first but it is very effective when used on any negative emotional reaction you may be having during your trading and is a powerful weapon against all of the 4-Horsemen of Trading Apocalypse.

As with all of the techniques I will teach you in this program, practice them regularly so they become second nature and a good habit.

The quicker you are conscious of a destructive emotion rising, by being keenly aware of the symptoms, the quicker you can apply this or one of the other

techniques you will learn to squash it before it can help your Black Rider kill your profits.

Technique #3 – Deconstruct ‘Inner Critic’ Voice

The third practical technique for this module, and the second deep-mind technique I want to teach you here, is used to ‘eliminate unwanted thoughts’.

It can also be effectively used to neutralise the effect of the voice of your ‘inner critic’.

You know the one, the voice of your ‘inner demon’ who constantly reminds you of how bad you are doing.

Your negative thoughts, which you hear as a voice in your mind, and inner critic voice are favourite weapons of your 4-Horsemen of Trading Apocalypse, and is used by your Black Rider in most of his favourite tricks that we have previously discussed and that you are now well aware of.

All of the 4-Horsemen will happily use negative thoughts and your inner critic against you whenever you allow them the opportunity.

The 4-step deep-mind technique I am about to teach you changes the mental representation of the critical voice in your head to eliminate the negative impact it has on you and your trading.

As with all of the techniques I am teaching you in this program, it is deceptively simple but very powerful.

Now as a trader, I guess up until this point you have experienced on a number of occasions the intense feelings that the fear of missing out can create when you are in one of the typical scenarios we have discussed related to this particular Black Rider of fear.

You will also have heard your critical voice or had negative thoughts as part of those experiences so let’s work with a technique to deal with them both.

Step 1 is to...

Step 1 - Recall negative voice

Bring one of your negative trading experiences to mind now, and in your workbook for this module write down ‘exactly’ what you are either thinking or saying to yourself as the memory replays in your mind.

It may help to imagine one of your fear of missing out trading scenarios being part of a story in a comic book with you in the picture.

Imagine seeing that the artist has drawn “thought bubbles” above your head, what should the artist write in the bubble to indicate what you thought at this precise moment?

At this point you may be saying, "But I don't know what I think or say to myself".

Don't worry if the exact sentence doesn't immediately appear but if you did know, guess what it might be or a very close approximation.

For this technique the exact content of what the voice says is not too important.

Now we have established what your inner critic is saying, we want to know how fast the voice is speaking so step 2 is...

Step 2 - Establish the Voice Tempo

Step 2 is to establish the speed or tempo of the inner voice as it speaks to you.

Think now when you have said this to yourself, do you say it in your normal conversational speaking voice, or is it said at a faster tempo?

Play the voice again and really discover the speed it works at.

OK, now in step 3 I am going to ask you to do three things...

Step 3 - Change the Tempo

The first is to say or think this phrase exactly as you have done to date and notice how you feel in response to doing so.

When you sense the reaction, do an emotional check-in to establish a SUDs number.

Secondly, now I want you to say your sentence again but this time slowed down by about one third and notice what's different.

Check the new SUD number now.

Now, say the same sentence again but even slower with quite long pauses of say 2-3 seconds between the words and recheck your SUD number.

For third and final time, slow down the tempo more dramatically, allowing long pauses between each word of at least 3 to 5 seconds and breath out as you say each word.

Also, pause even longer between the next-to-last and last word of the sentence (at least double the length of the previous pauses).

This tempo shift effectively 'deconstructs the meaning' of these critical voice sentences and thoughts, and this changes the emotional response you feel.

The fourth and final step in this process is...

Step 4 - Note Differences

Step 4 is to notice differences so now when you try to think of this same sentence as you used to, what are you noticing that is different?

Write down these differences in your workbook so they really sink into your unconscious mind.

Again, practice the technique with other negative 'inner voice' sentences and thoughts so it becomes easy and fast and you will be ready to use it exactly when you need to during your trading.

As soon as you are aware of that inner critic voice, apply this tempo change technique to dissolve the potency of the voice.

OK, that's it for this second deep-mind technique and completes the set of tools for this module (there are lots more in other modules).

Summary

To summarise, in this session you have learned more about the powerful emotion known as 'greed' and how it works together with your fear of missing out.

You have also learned and practiced a technique for developing your emotional awareness, the Emotional Check-In', which you should use several times a day as a way of being more present and connected.



Next I have taught you the first two powerful deep-mind techniques for combating and resolving the negative effects of your Black Rider of the fear of missing out.

Moving Forward...

I want to congratulate you on reaching this far with the program and having the dedication and desire to deal with your own 4-Horsemen of Trading Apocalypse.

This shows the level of personal commitment and engagement that will be needed to take you into that top 5% of successful traders.

Let's maintain this momentum as we dive into the next module where I will teach you in-depth everything I know you need to learn, together with some new deep-mind techniques, to deal with the next of the 4-Horsemen of Trading Apocalypse - the Red Rider of War that is the 'Fear of Being Wrong'.

Join me over there soon!

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.