Engineered Trading MindSet

For Success

Fear of Missing Out

Workbook

RightMindTrader.com Academy

Engineered Trading Mindset
The Fear of Missing Out

Session 1 – Symptoms & Scenarios

Discover Your Personal Symptoms

You now know the commonest symptoms you can expect to experience when your Black Rider of the *fear of missing out* comes a calling.

Although you are likely to recognise some or all of the symptoms I have already made you aware of, there may be others unique to you since everyone is different.

Let's uncover any individual symptoms that your *the fear of missing out* may be creating within you. The following exercise is designed to help you with this physiological journey of symptom discovery.

Exercise #1 - My 'Black Rider' Symptoms

This exercise is best done during actual trading so that your reactions to your Black Rider's emotional games are as real and in-the-moment as possible.

Although the two scenarios we will use are *when you don't have a live trade in place*, there is always the risk that your Black Rider will win and you might be tempted into an unplanned trade.

Since you need to be focused on your mind and body as it reacts I suggest you DO NOT USE A LIVE ACCOUNT FOR THIS EXERCISE!

Please use a demo/dummy account or if you do use a live account and your Black Rider does win and you enter a trade, at the most use the *smallest trade stake* you can – I don't want you losing money doing this and I cannot accept any responsibility or liability if you choose to use a live account!

Since we want to use the two commonest trading scenarios identified in the first training session for this module:

1. When there is a big and rapid move in the market AND you are not in on the action.
2. When you miss a profitable trade and you see others taking a trade that you are not involved with.

It may be necessary to do this exercise in two or more trading sessions. Don't try to rush it; the most important thing is having the patience to gain the most from the exercise.

Scenario 1

Step 1. Wait for the circumstances when you have recently had a winning trade and you see the market making a large and rapid move.

Step 2. Emotional awareness – as the market moves without you record your thoughts and feelings in Table #1 below as they happen.
These thoughts and feelings are likely to come thick and fast so you will have to be alert and stay 'present'. If your mind wanders off you will miss the changes we want to notice and record.

Step 3. Now you need to wait for the next scenario to occur. Again, wait until after a recent winning trade and then when you miss a profitable trade. If you are a member of a trading service that provides service trades, then you will likely have good opportunities to find yourself in the required scenario – even without trying!
As before, record your thoughts and feelings this time in Table #2 below.

Step 4. Assess and distinguish your personal symptoms.
Once you have the tables completed, use the information from both tables to compile your own 'personal list of thoughts and symptoms' that the fear of missing creates in you and record them in Table #3.

Ex 1. Table #1 – Big, rapid move without me	
What thoughts/Inner Voice did I have/hear?	**What did I FEEL?**
1.	1. I felt…
2.	2.
3.	3.
4.	4.

Ex 1. Table #2 – Missed profitable trade others won	
What thoughts/Inner Voice did I have/hear?	**What did I Feel?**
1.	1. I felt…
2.	2.
3.	3.
4.	4.

Ex 1. Table #3 – My Symptoms of the Fear of Missing Out	
Thoughts/Symptoms	**At what point did I feel this?**
Thoughts/Inner Critic Voice **1.** **2.** **3.** **4.** **5.** **Emotional symptom e.g. frustration, guilt** **1.** **2.** **3.** **4.** **5.** **Physical symptom e.g. racing heart, pressure in head** **1.** **2.** **3.** **4.** **5.**	**I felt this when…** **1.** **2.** **3.** **4.** **5.** **1.** **2.** **3.** **4.** **5.** **1.** **2.** **3.** **4.** **5.**

Session 2 – Underlying Psychology

The following question-based exercise will help you identify important aspects of your self-image that relate to your trading and the topics discussed in the training session.

Exercise #2 – Self-Image Questionnaire

Step 1. Simply write your answers in the relevant table below for each category.

Step 2. Once all of the questions have been answered, take some time to reflect on your answers and relate them to your trading behaviours to discover any unresourceful influences.

Ex 2. Table #1 Self-Image - Community
Q1. How do you spend your leisure time?
Q2. In what way do you spend time helping others i.e. voluntary work?
Q3. How does it make you feel when not involved in activities?
Q4. As a child, how much were you involved with other children?
Q5. How do you feel when people appear to shun or ignore you, especially when you want to be heard?

Ex 2. Table #2 Self-Image - Having less than others
Q1. How do you feel about rich people i.e. millionaires?
Q2. What do you think and feel when you see someone young driving a super desirable car?
Q3. How does it make you feel when you have no money on you?
Q4. How does it feel when your neighbours or friends buy something expensive?
Q5. Do you compare your life to others in a materialistic way, and if so how does that make you think and feel?

Ex 2. Table #3 Self-Image - Missing Opportunities
Q1. How do you react when another trader tells you about a big win?
Q2. What do you think and feel when you hear from your friends about an exciting event that you can't attend for some reason?
Q3. How do you feel and what do you say to yourself if you miss the first good trade of the day?
Q4. How do you react when someone gets something you also wanted?
Q5. How do you feel when other people appear have more luck than you?

Ex 2. Table #4 Self-Image – Three Basic Aspects
BE SEEN AS A WINNER **Q1. When you tell other traders about your wins, how does it make you feel?** **Q2. If you purposely avoid telling others, especially your partner, about your losses how does that make you feel?** **PRESTIGE** **Q1. When you are with others, do you try to impress them in some way?** **Q2. What do you do to earn someone's respect and admiration?** **SELF-SATISFACTION** **Q1. How do you know when you have done a good job?** **Q2. When you have finished a trading session, apart from gaining profit what, do you need to feel satisfied?**

Session 3 – Impact on Trading

You learned in the training session that your Black Rider, and all his brothers in the 4-Horsemen of Fear clan, have a big bag of psychological tricks up their collective sleeves.

Let's find out now how many of them you have experienced but perhaps haven't really been consciously aware of until it was too late!

Exercise #3 – Black Rider 'Dark Weapons'

Step 1. Think carefully about your recent trading sessions – say for the past month – and for each of the 'dirty tricks' listed in Table #1 below, try to clearly identify when and how each of these dark weapons of fear was used against you.

If you keep a trading journal or records (you do don't you?) then it might help to refer to this to help you remember.

Also, it might not only be 'losses' you want to reflect on because you are quite likely to have also experienced some of these 'dark weapons' on your way to the wins too.

Step 2. Once you have identified where the emotional weapon was used in a trade, make a few notes in the table under the relevant title.

Identify 1) when it appeared, 2) how it affected you and 3) what your emotional reaction was at the time.

Then identify 4) what next actions you took as a direct result or consequence of this emotional attack by your Black Rider.

Step 3. Once you have all the information, start to look for any patterns or repetitive actions/behaviours.

This self-reflection will increase your conscious awareness of these weapons and help you to be better prepared next time one is used against you.

Self-reflection is important!

Don't ignore the self-reflection aspect of the exercises since this will help build your self-awareness. As I say quite often in the training sessions, and it is worth repeating here, the more self-aware you are the sooner you will notice these 4-Horsemen attacks and the faster you can take positive action to combat them using the tools you will have learned in this programme.

Ex 3. Table #1 Black Rider 'Dark Weapons'
Risk Blindness - causes you to ignore risk management
High Expectation - is a powerful motivator for good or bad
Get in Quick for Greater Returns - makes you hasty and reckless
It isn't Too Late - which feeds on desperation
Chasing a Move - causes 'should have' thinking
Trading at a Larger Size - the danger of 'greedy eyes'
Holding a Losing Position - is fuelled by false hope
Moving your Exit Point - from the fear of missing a few points
Ignoring your Trading System - your emotions are now trading

Session 4 – Deep-Mind Fear Busters

Below you will find tables in which to record your results when following the step-by-step instructions for the deep-mind techniques that I teach in the fourth training session.

This is to give you a reference to use when practicing the techniques.

Remember also you have the 'sound bites' audios which you can use to help you practice later as needed.

Deep-Mind Technique #1 - Emotional Check-In

Use the table below to record your responses as you work through the process in the training session.

Technique #1 - Emotional Check-In
Q1. Right this instant do I feel positive or negative?
Q2. What is the name of the dominant emotion I have at this moment?
Q3. On a scale of 0-10, with 10 being maximum, how intense is this feeling right now?

Deep-Mind Technique #2 - Spinning Feelings

Use this technique to deal with physical sensations in your body caused by the fear of missing out (or in fact any other cause)

To start, think of one of your trading losses now – pick a serious one!

Technique #2 - Spinning Feelings
Start of Process **To start, think of one of your trading losses now – pick a serious one!**
Process Pass #1 **Emotional Check-in #1** **My physical reaction feels: Positive/Negative/Neutral** **Name of my emotion/feeling:** **My SUD intensity number:**
Process Pass #2 - Note the physical reaction caused by this memory. **Origin** – *where in your body can you feel the reaction right now?* **I can feel it…** **Destination** – *where in your body does it want to go?* **It seems to want to go to…**
Process Pass #3 - Direction of movement (circle answer) **Rotation: Upward/Downward Clockwise / Counter-Clockwise** **Spiralling: Upward/Downward Clockwise / Counter-Clockwise**
Process Pass #4 – Change direction of movement **a) Reverse the direction of movement as a mental movie.** **b) Make it move faster, and faster.**
Process Pass #5 - Assess the changes **Emotional Check-in #2** **My new SUD intensity number is now:**

Deep-Mind Technique #3 – Deconstruct 'Inner Critic' Voice

Use this technique when you are plagued by your 'inner critic'. The only reason it has power over you is because you keep listening to it in the same way.

Now you can change that with this technique.

To start, think of one of your trading losses now – pick a serious one!

Technique #3 - Deconstruct 'Inner Critic' Voice
Q1. What did my inner critic say to me during that trade (or best guess)?
Q2. What is the speed or tempo of this voice? **Fast** **'Normal'** **Slow**
Start of Process **Speak the sentence at Q1 out loud at the speed you normally hear it.** **Emotional Check-in #1** **My reaction to the voice: Positive/Negative/Neutral** **Name of my emotion/feeling:** **My SUD intensity number:** **Note any physical reactions you can feel:**
Process Pass #1 **Speak the sentence at Q1 out loud at one-third speed.** **Emotional Check-in #2** **My reaction to the voice: Positive/Negative/Neutral** **Name of my emotion/feeling:** **My SUD intensity number:**

Technique #3 - Deconstruct 'Inner Critic' Voice
Note any physical reactions you can feel:

Process Pass #2

Repeat the sentence more slowly with a 2-3 second pause between each word.

Emotional Check-in #3

My reaction to the voice: Positive/Negative/Neutral

Name of my emotion/feeling:

My SUD intensity number:

Note any physical reactions you can feel:

Process Pass #3

Repeat the sentence even more slowly with a 3-5 second pause between each word and breathe out slowing as you speak. Pause even longer for last two words.

Emotional Check-in #4

My reaction to the voice: Positive/Negative/Neutral

Name of my emotion/feeling:

My SUD intensity number:

Note any physical reactions you can feel:

Final Check - say the sentence normally once more and note any differences in the way you now feel:

Right Mind Trader

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.
