



**ENGINEERED
TRADING
MINDSET
FOR SUCCESS**

**FEAR OF
PROFIT BECOMING LOSS
TRANSCRIPT #1**

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RightMindTrader.com Academy

Engineered Trading Mindset Fear of Profit Becoming a Loss #1

Fear of a Profit Becoming a Loss – Scenarios & Symptoms

Welcome to Session 1 and in this session of the program I want to teach you about a deceptively devious horseman of trading apocalypse I call the 'White Rider of Conquest' who represents your Fear of a Profit Becoming a Loss.

I'm Les Meehan, founder of the RightMindTrader.com Academy and I want to use this metaphor of the White Rider of Conquest because that's what winning a trade can feel like - a conquest over the market forces.

However, this same White Rider will undermine your conquest efforts by using your 'fear of a profit becoming a loss' against you.

Please note – an abbreviation

Before we get deeper into this I want to abbreviate the phrase '*profit becoming a loss*' into the shorthand '*PBL*' to make it easier to use throughout this module and to prevent me wearing out my only two typing fingers!

From this point on, whenever I use 'PBL' you will hear that as 'Profit Becoming a Loss', OK!

The problem for many traders is the fear of a 'PBL' creates the painful feeling that something you value will be heartlessly wrenched away from you at any moment without any concern for your feelings and giving you no say in the matter.

Your White Rider's cruellest weapon is to use your fear of a PBL to make you afraid that you won't be allowed to keep something you have gained and that you feel should rightfully be yours.

The most obvious thing of value you will be made to feel you will lose, and what most traders will think of first, will be the immediate profit in a currently winning position.

But your White Rider knows this is just one aspect of the fear of a PBL and that there are other psychological levels of hurt that this fear can impact on and which your White Rider will not hesitate to use against you.

White Rider – Trading Scenario 'In Profit'

Let's begin by exploring the trading scenario in which your White Rider of fear will operate most powerfully and effectively if not stopped in his saddle.

Later we will examine the symptoms you can expect to experience as a result of your White Rider arriving on your psychological trading scene.

Since this is the fear of a PBL, it is logical to conclude that your White Rider will be most obviously present when you have an open position that is currently in profit and you would be right.

However, as we shall see throughout this module your White Rider's first appearance, and negative influence, may be felt even before this stage is reached.

As mentioned, your White Rider of the fear of a PBL will be evident when you have a winning position currently on your screen.

However, at what point will you become aware of the White Rider's influence?

You will know your White Rider is present and active because you will feel your fear rising within you, but this point is likely to be different for each trader.

Some of the factors that will determine this point of awareness of your fear are:

- Your 'Expectation' for the trade
- Your 'Desired' result
- Your 'Needs' in the moment
- Your 'Attitudes' to the trade and trading
- Your current 'Physiological state'

These are just a few of the variables that may be involved in determining when you will become consciously aware your White Rider has arrived.

For example, when you are feeling great about yourself and your trading, perhaps after two or three nice quick wins, your attitude to winning and losing will be vastly different than it would be after two or three losses.

In the first case, after a string of winners, you may not worry about a PBL until the profit available in the current trade has reached quite a high amount.

Whereas in the second case, after a string of losses, even a small amount of profit in the current trade may trigger the fear of a PBL and see your White Rider come galloping into your mind to disrupt you and your trading.

Even though there will be individual variations it is fair to say that most traders will have what I call your **'minimum profit threshold'** that you use at an unconscious psychological level as a *comfort point*. Once the profit in a trade passes this 'minimum profit threshold' you can expect to hear the sound of galloping hooves rapidly approaching as your White Rider comes charging into the action to cause havoc and mayhem with your emotional mind.

For some traders the 'minimum profit threshold' may not actually be reached before the fear of a PBL kicks in because, as the current trade starts to move in the direction of a potential profit, they begin imagining a PBL happening even before the current trade has entered the profit state.

This is what I meant when I said earlier that the White Rider's influence may be felt even before the profit stage has been reached.

White Rider - Symptoms

OK, now we know *where* to expect the arrival of your White Rider of the fear of a PBL, let me teach you the *main symptoms* that will tell you he is on his way or has actually arrived.

One of the main skills of all of the 4-Horsemen of Trading Apocalypse is the ability to sneak up on you and become very active so fast you don't notice until they have a good grip on your trading mind.

Don't expect to hear them come galloping in and actually announce they are here because they won't. You will have to learn to recognise the subtle signs and symptoms that will be your early warning bell that your White Rider is moving in on you and that you need to take action to deal with him.

I will teach you how to deal with him in later sessions but first what do you need to be aware of to hear your early warning bell ringing?

The most powerful weapon used against you by your White Rider will be...

Trading Anxiety

The main cause of trading anxiety is the 'anticipation of hurt' from a future event and this applies perfectly to the fear of a PBL so let's examine in more depth this abhorrent beast called 'trading anxiety'.

Emotional Symptoms

Let me start with some of the *emotional symptoms of trading anxiety* and then later the *physical symptoms*.

I want you to have a good understanding of both types of symptoms and this is important because each person will be more sensitive to and aware of one or the other at various times.

The more aware you are of both types of symptom, the sooner you will recognise when one or more begin and the faster you can take positive action to stop it continuing.

The first of the most common emotional symptoms of trading anxiety is...

1. Apprehension or Dread

Apprehension or dread is usually felt when your White Rider plants the thought that some misfortune is about to come crashing down on you.

You may often feel this way when your winning trade gets stuck as the price action falters and starts playing yo-yo i.e. going up a bit then down a bit then up a bit again and so on.

The longer the price movement remains unclear, the stronger your apprehension of misfortune will grow.

The apprehension symptom may trigger the next symptom which is...

2. Anticipating the worst

I mentioned earlier that anxiety is caused by the expectation of some future hurt and this always creates an anticipation of the worst possible outcome and never the best outcome.

When your emotional state becomes one of anticipating the worst result then any price movement that seems to confirm your worst expectation will intensify this feeling.

The third emotional symptom is...

3. Hypervigilance

Hypervigilance is an enhanced state of sensory sensitivity, usually accompanied by an exaggerated intensity of behaviours, whose purpose is to detect threats.

Hypervigilance is also normally accompanied by increased anxiety which causes physical and mental exhaustion.

This 'intensive looking for threats to your profit' is fed by the previous two symptoms.

When you are in the state of anticipating the worst result, and this is driven by the fear created by your White Rider, your mind will focus on looking for signs that your anticipated 'self-prophecy' is coming true.

Your hypervigilance can cause you to place too much mental focus on only a selected portion of the market, the part your mind thinks the threats will come from, creating 'information blindness'.

While you maintain this hypervigilant state, you will not be able to take in and process all the helpful market information available to you in the moment.

This 'looking for trouble' focus of your mind will surely find something to confirm your anticipation of disaster and lead you to take 'escape' action, or at least an action less beneficial to you.

The fourth symptom used by your White Rider is...

4. Disrupt concentration

When you are monitoring your trades you want to be 'in the moment' with your mind open to the information you are receiving from the market and this requires a special 'relaxed concentration'.

This state of relaxed concentration is often called 'being present' and 'having flow'.

You may already know this state of relaxed concentration because you would be using it if you were engaged in a pleasurable pastime such as playing a musical instrument or some other skilful activity.

A favourite weapon of your White Rider of the fear of a PBL is to mess with your ability to concentrate and cause distraction.

Pay particular attention if you become aware that your mind has started to 'jump around' from one irrelevant thing to another rather than maintaining your 'relaxed concentration' while monitoring the market information, as this is a sure sign your White Rider is riding rough shod over your concentration.

The trading anxiety caused by your fear of a PBL can also manifest as feelings of irritability, restlessness and tension putting you 'on edge' and may even lead to the feeling that your mind has gone 'cloudy' or even blank leaving you unable to function properly.

Physical Symptoms

Now you know the major emotional symptoms to look out for when your fear of a PBL has been triggered, let's now check in on some of the typical physical symptoms you can expect to experience.

Having a good awareness of the physical signs of activity from your White Rider will be useful to strengthen your early warning system. The physical signs of trading anxiety will vary from trader to trader so I want you to be aware of some of the commonest of these you are likely to experience.

You will also want to become aware of any other physical signs that your White Rider is galloping around in your mind that are unique to you.

The first physical symptom of trading anxiety is...

1. Pounding heart

Your anxiety often starts with the sensation of your heart pounding in your chest.

This is caused by a dose of your natural 'survival chemicals' being pumped into your system as a defensive reaction to the imagined threat you have started creating in your mind.

A 'pounding heart' is a sign that your body has started your survival process and this increase in heart activity is simply designed to rapidly supply more energy to your body via your blood stream so you are ready for physical action if needed.

If you suddenly become aware of an increase in your heart rate, pay attention as this will be a good indication your White Rider has arrived.

The next most common physical sign of trading anxiety for many people is...

2. Sweating

Sweating, perspiring or general sense of being uncomfortably warmer.

Many traders experience this symptom in their hands, the classic 'sweating palms' reaction to fear and anxiety.

You may experience sweating from your forehead, back of neck or even your feet, which are areas of the body where our sweat glands work very effectively.

Before any sign of sweating occurs, if you are well attuned to your body you may first notice an increase in skin temperature or an overall body heat increase which is then followed by sweating.

Another physical symptom of your trading anxiety is...

3. Breathing changes

When your natural breathing pattern changes.

As we now know, when your 'survival brain' detects a threat, real or imagined, it starts a chain-reaction of processes to prepare you for the classic 'fight or flight' and I discussed the increase in heart rate earlier as one of these processes.

Another important aspect of this natural process is an increase in the level of oxygen in your blood.

This provides essential additional energy for your body and this is obtained by changing your breathing pattern.

You will experience this as an increase in your rate of breathing, creating a pattern of 'snatching breaths' into your upper chest.

This is 'anxiety' breathing and for most traders, these two physical changes are the first signs of an increase in your level of trading anxiety and the appearance of your White Rider of the fear of a PBL.

Other possible physical symptoms your White Rider will use against you include:

4. Other physical symptoms

- **Stomach upset**

Due to an increase in acid from the stress of the anxiety.

- **Bowel movement**

Bowel movement or diarrhoea as your body prepares for 'fight or flight'.

- **Muscle tension**

Muscle tension which can cause headaches, especially above the eyes, bunching of the muscles at the back of the neck and around the shoulders, or tightness across the chest.

- **Muscle trembling/twitching**

Also, be aware of any muscle trembling or involuntary twitches around the eyes, hands or legs (or the 'shaking leg' syndrome).

Any involuntary twitching of the fingers, which is common, can be very dangerous if you have your finger resting on your computer mouse button at the time.

I'm sure many a trader has had a finger twitch at a crucial moment and inadvertently clicked the mouse button without meaning to, and then suffered the consequences - a sure sign of fear, anxiety or nervousness.

Summary

OK, I have now shared with you the emotional and physical symptoms you need to be aware of as a sign that your fear of a PBL has triggered and that your White Rider is now active.

These various symptoms, at both the emotional and physical level, don't operate in isolation so you can fully expect to feel more than one of these when your trading anxiety rises.

The key is that the earlier you can become aware of any one of these emotional or physical symptoms the faster you can take corrective action with the various techniques you are learning in this program.

The sooner you can use the tools I am teaching you to neutralise these symptoms the faster you can banish your White Rider of fear and return to the 'relaxed concentration' that allows for successful and enjoyable trading.

Moving Forward...

As we come to the close of this first session, I want to take this opportunity to say how much I appreciate you taking this journey and how happy I am to be a part of your team.

As you continue to develop the necessary fear-free psychology for successful trading, you can move closer and closer to your trading goals and ultimately your dreams.

Moving forward, in the next session I will teach you more about the underlying psychology and possible origins of your fear of a profit becoming a loss so that you will more fully understand this particular horseman of trading apocalypse and be prepared to vanquish him on the battlefield of fear that exists in your mind.

I look forward to seeing you there very 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.