



**ENGINEERED
TRADING
MINDSET**

FOR SUCCESS

FOUNDATION 2
TRANSCRIPT

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RightMindTrader.com Academy

Engineered Trading Mindset Foundation #2

Getting Acquainted with Your FEAR

Welcome to Session 2 and in this second session of this foundation module of the program I promise to teach you some in-depth knowledge about your most destructive trading emotion - fear.

I'm Les Meehan, founder of the RightMindTrader.com Academy and I want to start this session by sharing with you a problem the majority of traders don't realise they have and that is holding you back.

The problem is that you may not yet be aware that your fear operates in different ways than many of the other emotions experienced during your trading such as greed, excitement, frustration, and anticipation I mentioned in session 1 of this module.

You already know that fear in trading is a major hurdle for you and if not addressed it will continue to have a big negative impact on your trading profits and success. Having fear working against you more often than not simply results in you losing money or at least not gaining as much profit as you should.

Let's get right into this now so I can teach you to more fully understand your fear and how it will be negatively impacting your trading.

Understanding Fear

Since we know that one of the key underlying aspects of much of human behaviour is FEAR, understanding how you get it, how it affects your trading behaviours, and what can be done to minimise its impact on your trading success is vital to building profits.

In later modules of the program we will explore your particular dominant fear in trading and it's related emotional drivers, anchors, and triggers that are adversely affecting your trading and I will teach you powerful deep-mind techniques to remove and minimise the influence fear has on your trading.

What is FEAR?

Let's begin by answering the question - what is fear?

In a very general sense you can think of fear as simply the emotional response created by your autonomic survival system's reaction to a perceived danger to your safety and wellbeing.

Fear is the psychological reaction that creates the physiological response we feel when our body initiates our auto-defence mechanism; popularly called the 'fight or flight' reaction of human survival.

Fear Chemistry

The almost instantaneous production of adrenalin and other fear related chemicals that are rapidly pumped around our bodies is initiated by the Cerebellum (the 'reptilian' part of your mind responsible for keeping you safe from danger).

These chemicals produce the physiological reaction you feel as a result of your psychological fear. It is the physiological reaction that lets you know you are feeling the emotion of fear. If this specific physiological state wasn't created by your mind, you wouldn't feel fear.

The greater the level of perceived danger the more you will react physiologically with feelings of fear. We have all heard the expression "I was sick with fear" which indicates just how powerful the affect from the chemicals you generate from your fear can be on your body.

Mild fear is very normal and necessary and is an emotional experience you have virtually every single day. There are not many days that go by without each of us receiving some little shock or surprise which causes us a moment (or more) of fear.

Just walking around a corner and suddenly bumping into someone is an example of an experience which might commonly result in a mild jolt of fear.

Usually, in these mild situations, our brain is quick to realise the lack of actual danger and rapidly returns us to a 'normal' physiological state which we experience as the easing of the feelings of surprise and fear.

However, if there is a continuing sense of real danger (or even of an imagined threat) then your mind/body continues to react and produce more 'fear chemicals' which heightens your fear level even more as your body prepares to escape or fight the threat.

This heightened state of adrenalin fuelled readiness can quite easily tip over into some form of *mild panic*. The panic state may be reached if there is a lack of additional information from the experience that would help your conscious mind to rationalise the fear. When there is no obvious danger causing the fear it leads to confusion which elevates the problem further causing us to reach a panic state more quickly.



Once you find yourself in a heightened state of fear arousal you are immersed in the thinking/feeling self-fuelling mind-body connection cycle discussed in foundation session 1. Your scared mind feeds your physical fear state with more doses of fear inducing chemicals; and because your fear state is increasing this creates more fearful thoughts in your mind.

The mind-body connection goes around and around pushing you toward the state of panic unless, and until something happens to break this cycle.

The combination of fear and confusion is what makes it difficult to control your logical thinking and take controlled action. The more intense the fear state becomes, the more important it is for you to be reassured that there really isn't any imminent danger in order for you to halt the fear cycle.

The only way to do this is to change your physiological and mental state.

Once this is achieved you are then able to bring your mind under control and subsequently your actions and behaviours. This is achieved by returning your body to a 'normal' state, by coming down from the adrenalin fuelled condition you are in.

I have prepared some powerful techniques to help you with this return to a normal state which I will teach you in later sessions of this program.

Now we know what fear is and how it works, let's continue as I teach you to identify the origins of your fears.

Where do your fears come from?

Most of your fears will be traceable back to a root cause. These root causes generally fall into three main categories of experience.

Let's explore the three categories now because this will help you to understand more about where your own fears have come from.

The three categories are:

1. A Traumatic Experience.
2. Learned Behaviour
3. Psychological Inducement

Let's take a brief look at each so that you can try and relate them to any of your own fears.

1. Traumatic experience

This is probably the most well known cause of fear and the one that a huge number of people will identify with.

Any traumatic experience that puts you in extreme danger, whether real or imagined, causes your mind and body to experience the fear response.

If your natural fight or flight survival instinct, which will have been triggered by the traumatic experience, is strong enough it can have a deep psychological impact which can later result in a permanent fear.

If this psychological trauma is really bad it may lead to the more extreme versions of fear such as phobias or PTSD (post-traumatic stress disorder).

Of course, traumatic experiences aren't always dramatic like a car crash, or some other life-threatening incident.

Long lasting emotional trauma and fear can also be caused by less dramatic but equally disturbing experiences.

Young children are particularly susceptible to fear since they don't have the maturity or experience to rationalise the causes of their fears that adults have.

Trauma and fear experienced by children often results in 'emotional scars' that can negatively impact the person for the rest of their life if not dealt with and resolved.

Anyone who has had experience of bullying as a child will know first-hand how the associated fear can cause lasting psychological trauma e.g. to self-confidence and self-esteem, long after any physical damage has healed.

Your natural method of dealing with traumatic experience is for the conscious mind to initiate a defence system against the shock to avoid sensory overload, while the subconscious mind activates your fight or flight mechanism that prepares the mind/body to deal with the situation.

Most of the time this works well enough for there to be no future consequences; most people get over a mild shock (like bumping into someone unexpectedly) fairly quickly and with no further thought.

It is when the impact to your system goes beyond this to the point where you feel in real danger of being harmed that your mind/body goes into overdrive and the lasting impact can be more dramatic and affect your life long after the original experience is a distant memory.

Once your fight or flight mechanism has activated all of your senses become more acute.

This means that everything that is happening during the experience is being taken in through your senses and bombarding your mind: the sights, sounds, smells, and possibly pain.

This sensory overload can be too much for the conscious mind which may block most of the stimulus coming through your senses to prevent any resulting trauma.

It is because of this sensory blocking mechanism of the conscious mind (think of it as a form of protection or mental shield) that many victims of trauma find it difficult to remember much about their experience afterwards.

However, the subconscious mind continues to receive this barrage of information and stores it away in your deeper memory along with any associated triggers it has created.

It is the stored data from the traumatic experience now in those deep memories that manifests itself later as a fear or phobia when one of the stored triggered is activated by some later experience or stimulus.

Once the traumatic memory has been triggered, perhaps years later, you will experience the same or very similar physiological reactions you had during the original traumatic experience.

2. Learned Behaviour

It is quite natural for young children to learn by copying the behaviour of the people they see around them as they grow.

Naturally, close family members are the source of much of that early learned behaviour.

However, because of the survival instinct all young children have they also learn a lot about what they should and should not do to avoid danger or prevent hurting themselves.

In the majority of cases this learning is absorbed without the element of fear being too obvious or too emphasised by the adults.

However, if the adult or another young person in the family just happens to have a fear or worse a phobia, themselves there may be times when the young child experiences the other's fear being manifested.

When a child witnesses episodes of irrational fear, coupled with irrational behaviours, such as a mother screaming at the sight of a spider and jumping on a chair, this irrational response can be absorbed by the child.

As the mind of the young child is exposed to this type of irrational fear and behaviour it evaluates these reactions of the adult as something important the child needs to learn and imitate as part of his/her education to avoid danger and so memorises the reaction and behaviour along with the associated trigger stimulus.

The child's mind, knowing no different, accepts this as the natural way to react in those circumstances or when that particular stimulus is present i.e. seeing a spider.

If this happens, then the likelihood is that the child will develop the same fear or phobia as the influencing adult.

It is quite common for a child to have the same or a similar fear/phobia and similar reactive behaviours as the Mother or Father.

3. Psychological Inducement and Indoctrination

Psychological inducement is similar to the learned behaviour detailed previously except that the child doesn't witness irrational behaviour by a parent.

In this case the fear is instilled into the child by repetition of warnings and/or scolding's relating to a particular thing or scenario.

For example, a fear of water may be psychologically induced in a young person by a parent giving constant warnings about the danger of water in an effort to protect their child from falling into a nearby river or lake and maybe drowning.

The protective nature of the parent fearing for their child's safety may be so strong and emotionally charged that the child is constantly made to fear the water.

This indoctrination by the parent teaches the child to perceive water as dangerous or life-threatening and as something to be feared and avoided.

The result of this type of over-protection is often an irrational fear in the child of even ordinary things and situations.

If the warnings are sufficiently powerful and repeated often enough the fear may develop into a full on phobia that the child carries into adulthood.

For example, constantly being told not to talk to strangers, or not to play with other children, might result in a social fear or phobia.

In this case, at the very least a child may become timid and shy or worst still become a withdrawn social outcast.

Because of the rather subtle and continuous effect this type of behaviour has on the child neither the parent nor the child may even be aware that a future problem may be developing; until it is too late.

In later years, neither the affected person nor the parent may have any idea where the fear came from and not understand why they have it.

Types of Fear

Now we have explored the three main ways your fears may have been formed, let's turn our attention to some of the commoner fears people have and to the more specific fears affecting traders.

Genetic fear

It appears from research that new born human babies (and many other mammals) have only two inherited genetic fears and both are connected directly to our basic need for survival.

The first of these instinctive fears is:

1. The Fear of Loud Noises

Why do many people fear blowing up a balloon to its fullest?

Is it that it will explode in their face or is it the resulting noise from the balloon bursting?

The exploding balloon is very unlikely to be perceived as dangerous or a threat so maybe it's our genetic fear of noise that makes this a scary experience for many people – including most adults!

I have personally seen this fear of exploding balloons in my own work as an energy psychologist.

I was once asked to help cure a 9yr old boy of his irrational fear of balloons.

His fear was severely restricting both his and his family's opportunities to enjoy parties and other celebrations involving balloons (which of course are very common at children's events).

The real issue for this child was the noise not the balloon itself, the sight of a balloon was the anchor/trigger, so I was able to cure the balloon part without affecting his instinctive fear of noise which he would need in his life.

The reason most people literally 'jump' at a sudden loud noise, especially if the noise is quite close, is that loud noises usually mean something dramatic is

happening which could be threatening to you and your unconscious mind wants you to be ready to take survival action.

As with the balloon example, even the most innocent sources of loud noise create the 'jump' reaction.

The second instinctive fear we seem to be born with is:

2. The Fear of Falling

The fear of falling was discovered to be genetic quite by accident during the well-known 'Visual Cliff' studies done in 1960 by psychologists Eleanor J. Gibson and Richard D. Walk, in which crawling babies refused to cross a 'glass floor' even when called by their Mothers.

The consistent refusal to cross the glass floor by all of the children, despite trying various coaxing methods, supported the idea of the existence of this genetic fear.

The actual experiments were originally conducted to test for depth/spatial awareness in the young toddlers.

However, the distress these experiments clearly caused the toddlers indicated there was something else going on.

This led to the discovery of the innate fear of falling exhibited by all of the tested children.

We have since accepted, and are appalled, that the toddlers in these studies were subjected to unnecessary discomfort and distress caused by this inherent fear of falling.

However, the cause of the distress was unknown to the original researchers at the start and only became apparent later from studying and understanding the fear behaviours exhibited by the children.

Aside from these two fears we all seem to be born with, the rest of our fears appear to come to us from one of the three methods I described earlier and most or all can be categorised as 'illogical' because they don't involve any real threat to your survival.

Illogical Fears

According to Google search data, the top ten fears commonly given to us by others or that develop due to our own experiences appear to be...

The fear of...

1. Public Speaking
2. Flying
3. Heights
4. The Dark
5. Intimacy
6. Death
7. Failure
8. Rejection
9. Spiders
10. Commitment

Even just a glance at this list shows that they can all easily be related to the experiences most people have had at some time in their life i.e. who hasn't felt rejected, who hasn't been afraid of the dark, who hasn't felt their legs tingle when looking down from a high place?

The reality is, if there is no real danger to your safety and wellbeing, all fears other than the two genetic ones are manufactured by your mind and therefore are not real.

I know you may be thinking "so what are the most troublesome fears for traders", so let me address that now.

I have mentioned that fear is the most dominant of all negative human emotions because it operates on various psychological levels.

This is especially true in the emotionally charged, high-stress world of trading.

The 4-Horsemen - your dominant trading fears

The 4-Horsemen of Trading Apocalypse, which I briefly introduced you to in the welcome session and which this program is named, after are actually the four most dominant trading fears.

As a reminder these four fears in no special order are:

- 1. The Fear of Missing Out**
- 2. The Fear of Being Wrong**
- 3. The Fear of a Profit Becoming a Loss**

4. The Fear of Losing

Each one of these dominant fears is the subject of its own module in which I will teach you everything you need to know about that unique manifestation of fear and provide you with deep-mind techniques for controlling and resolving that fear.

Summary

To summarise, in this foundation module of your program I have discussed what fear is, how fear is created, and identified the four most dominant trading fears that I like to call the 4-Horsemen.

As you have been reading I imagine your mind has been actively making connections between what you are reading and your own experiences?

This can produce valuable insights for you to heighten your own self-awareness!

As you can now imagine, fear in trading does affect your trading behaviours and these unresourceful behaviours ultimately reduce your trading profit potential.

As you reflect on the learning's in this module, I hope you will now have gained some insights not only about yourself but also your entire trading experience and how fear is manifest in that experience.

Connecting to an awareness of your trading fears is the first step toward making any kind of positive change to your trading success.

Please make it a focused goal during this program to be dedicated to eliminating your own trading fears in order to achieve your trading dreams.

If you don't do this it will make it more difficult, or even impossible as many thousands of failed traders prove, to rationalise why you are not achieving the trading success you really want.

This may then lead to increasing frustration and loss of even more money; and ultimately to you giving up trading altogether and throwing away a means of obtaining the dream life you desire.

Moving forward...

OK, you have now completed the foundation and are ready to take your next big step as we go to the second module of this program.

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.