

Trading Survey

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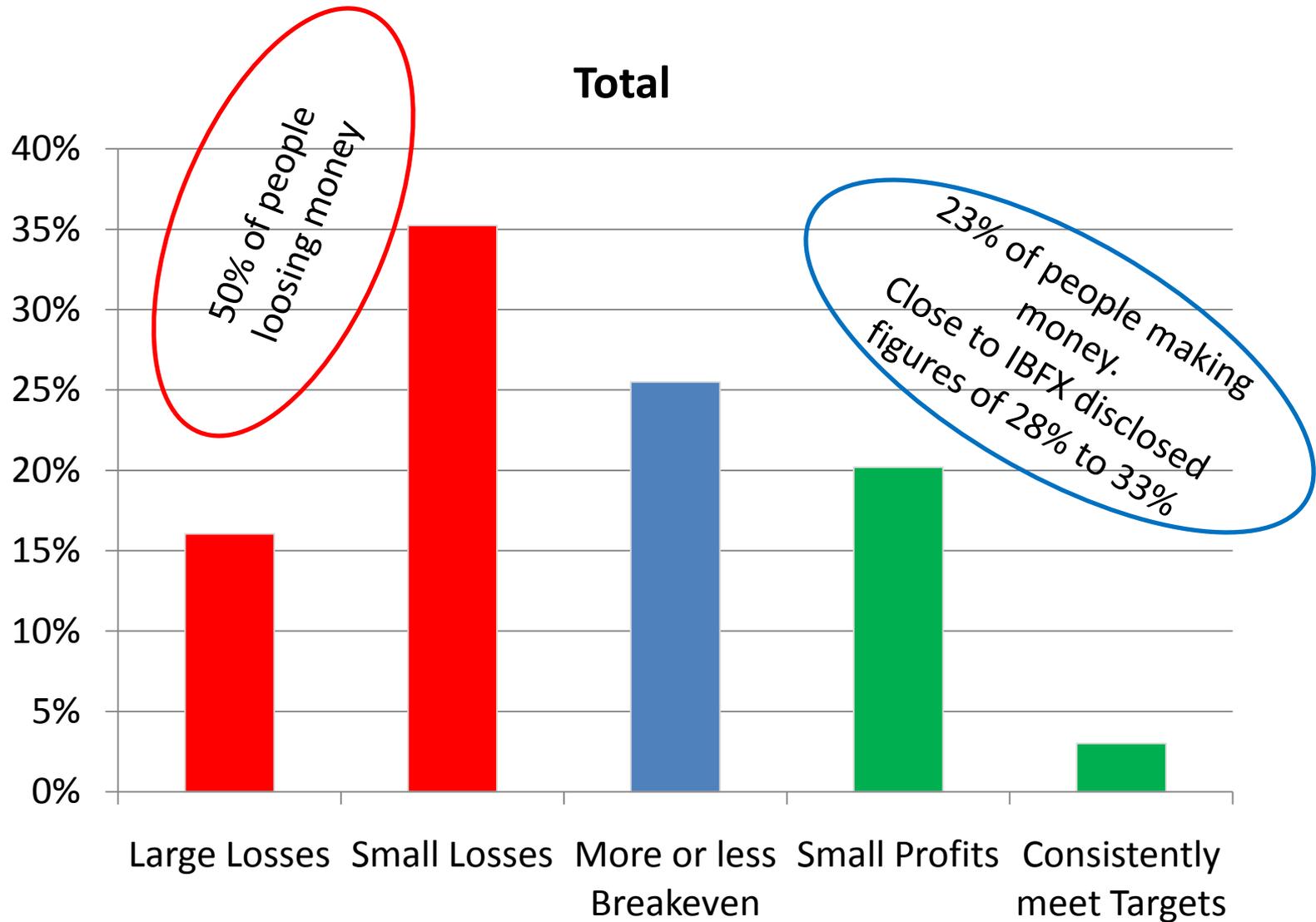
The Who

- 700+ Traders
- Capital from \$100 to \$50k+
- Trading goals from 50 pips to 800+ pips a month

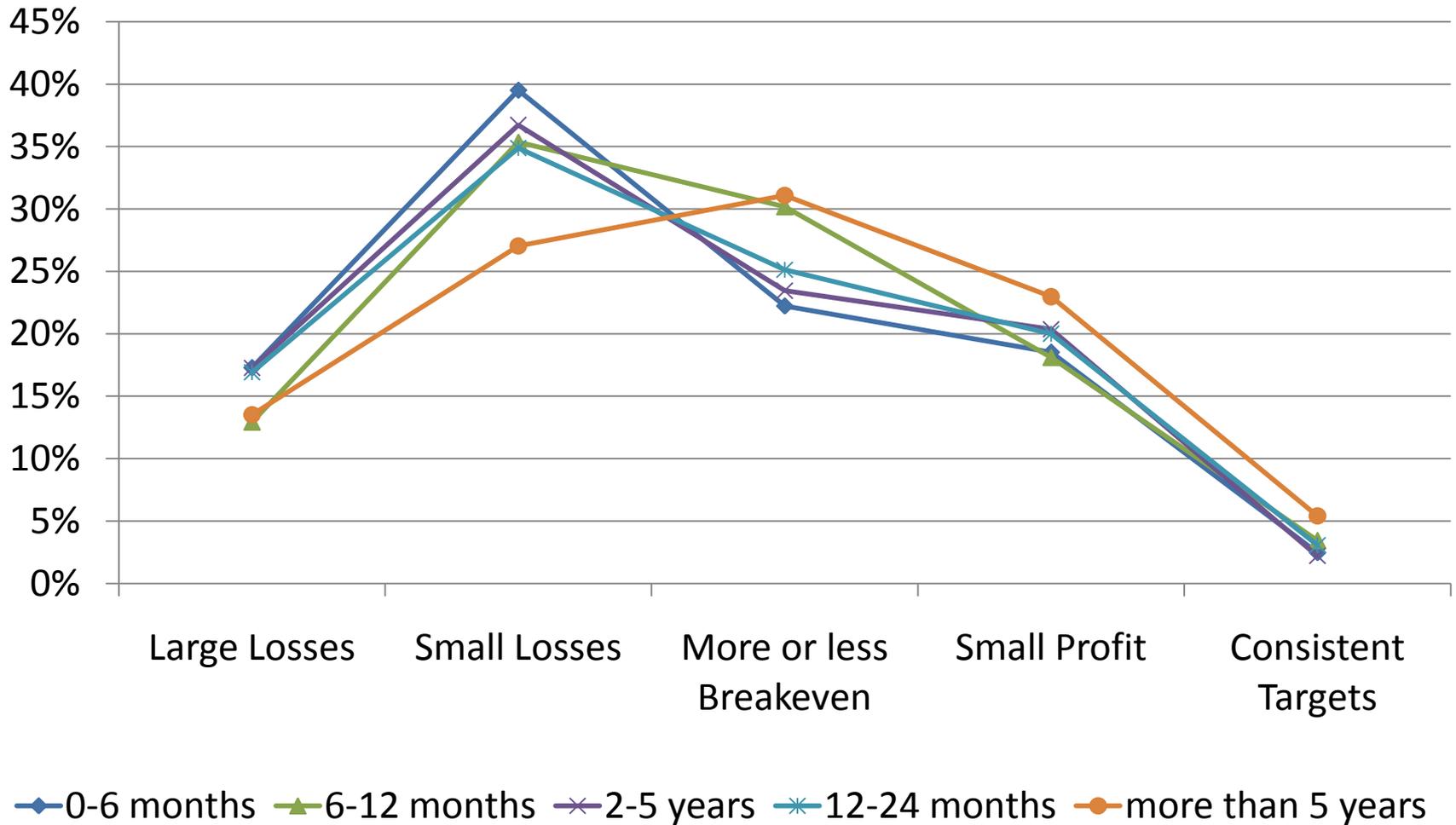


- Amount of capital did not change the trading goal
- 90% of traders said: trading is a **skill which takes time to learn**
- 85% of traders said: they really **believe they have what it takes** to succeed as a trader mentally and emotionally

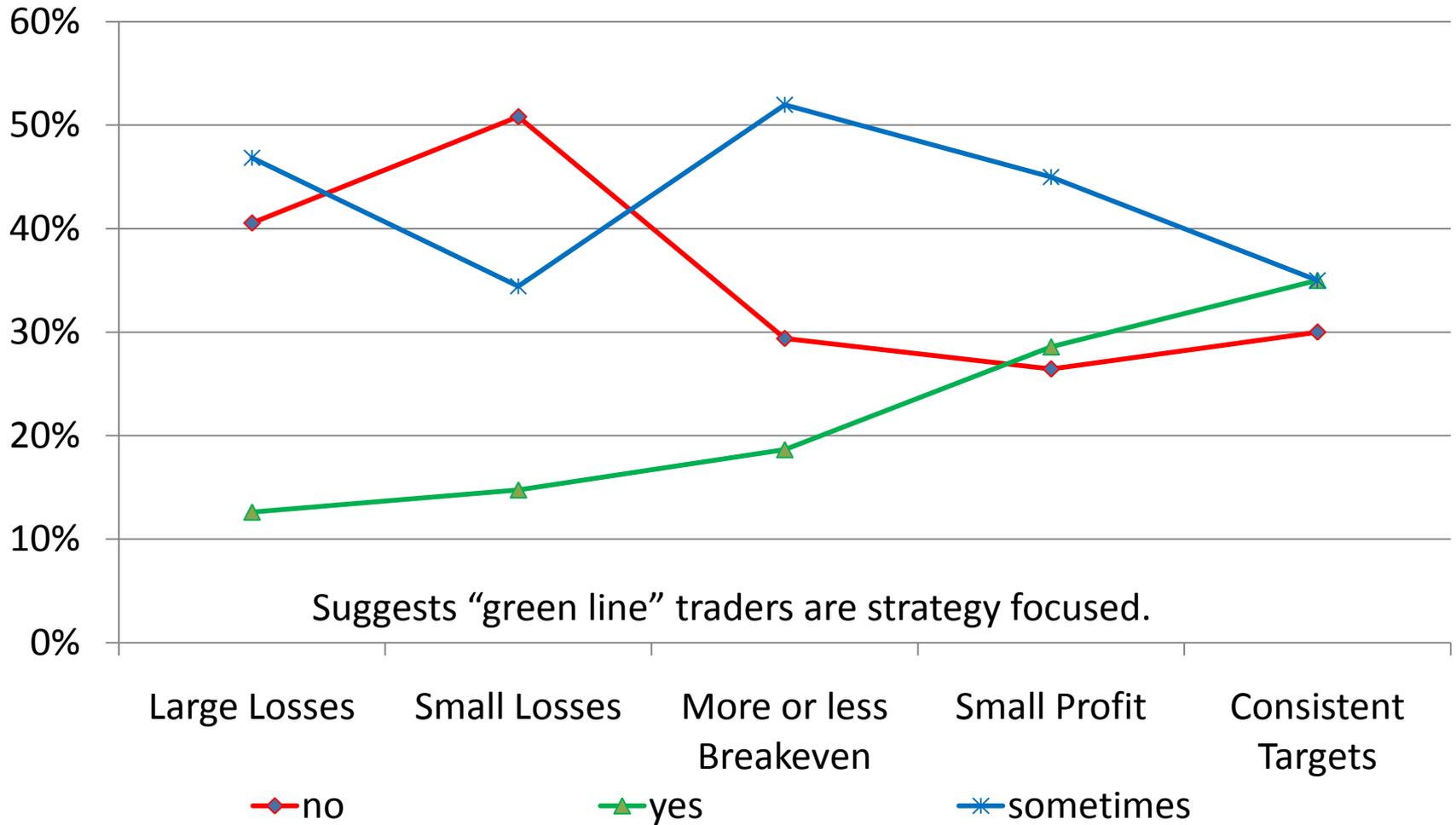
Profitable Trading?



The amount of time you trade for doesn't determine if you are profitable



Profit increases over time ONLY if post trade analysis is done

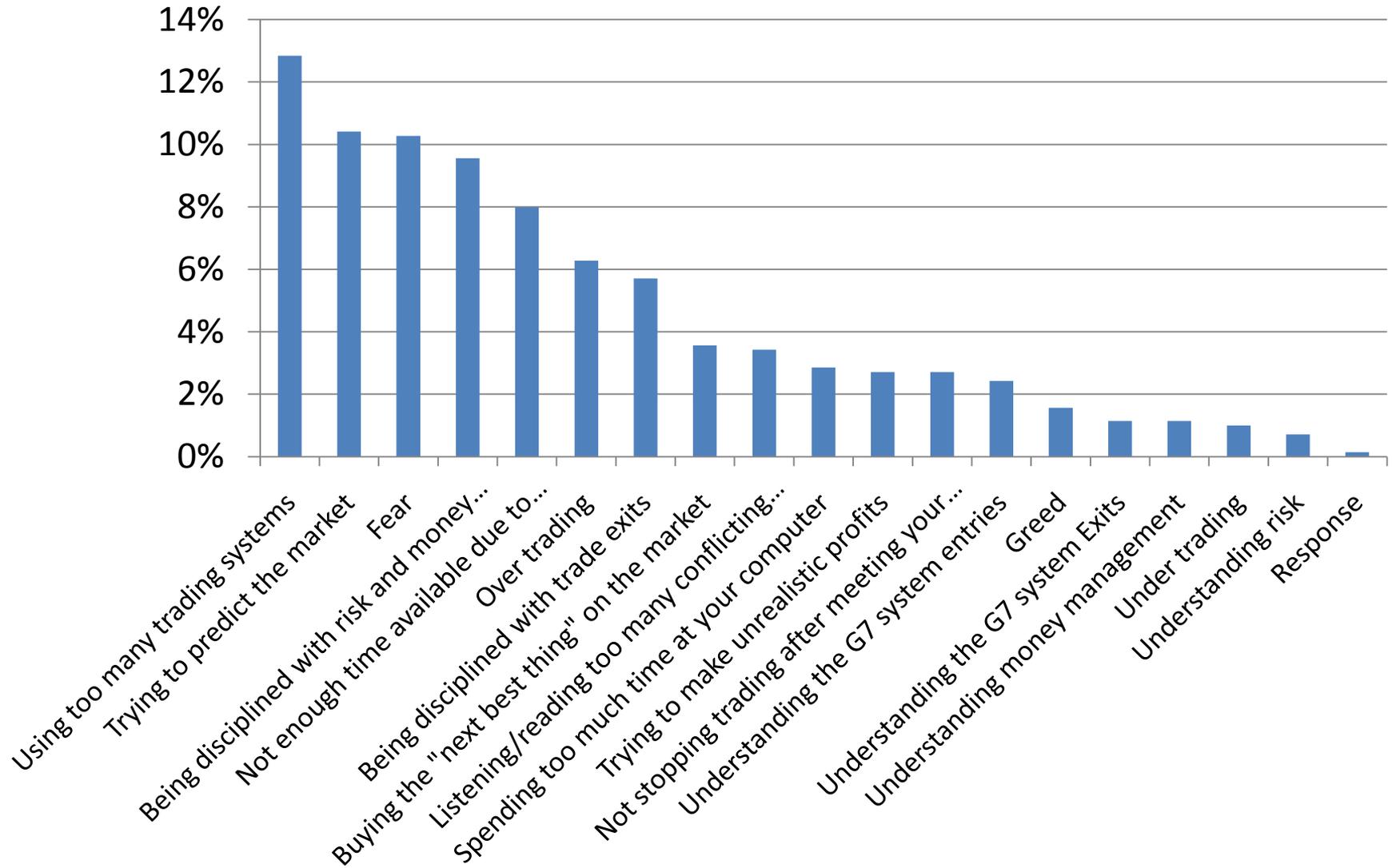


Where it went wrong?

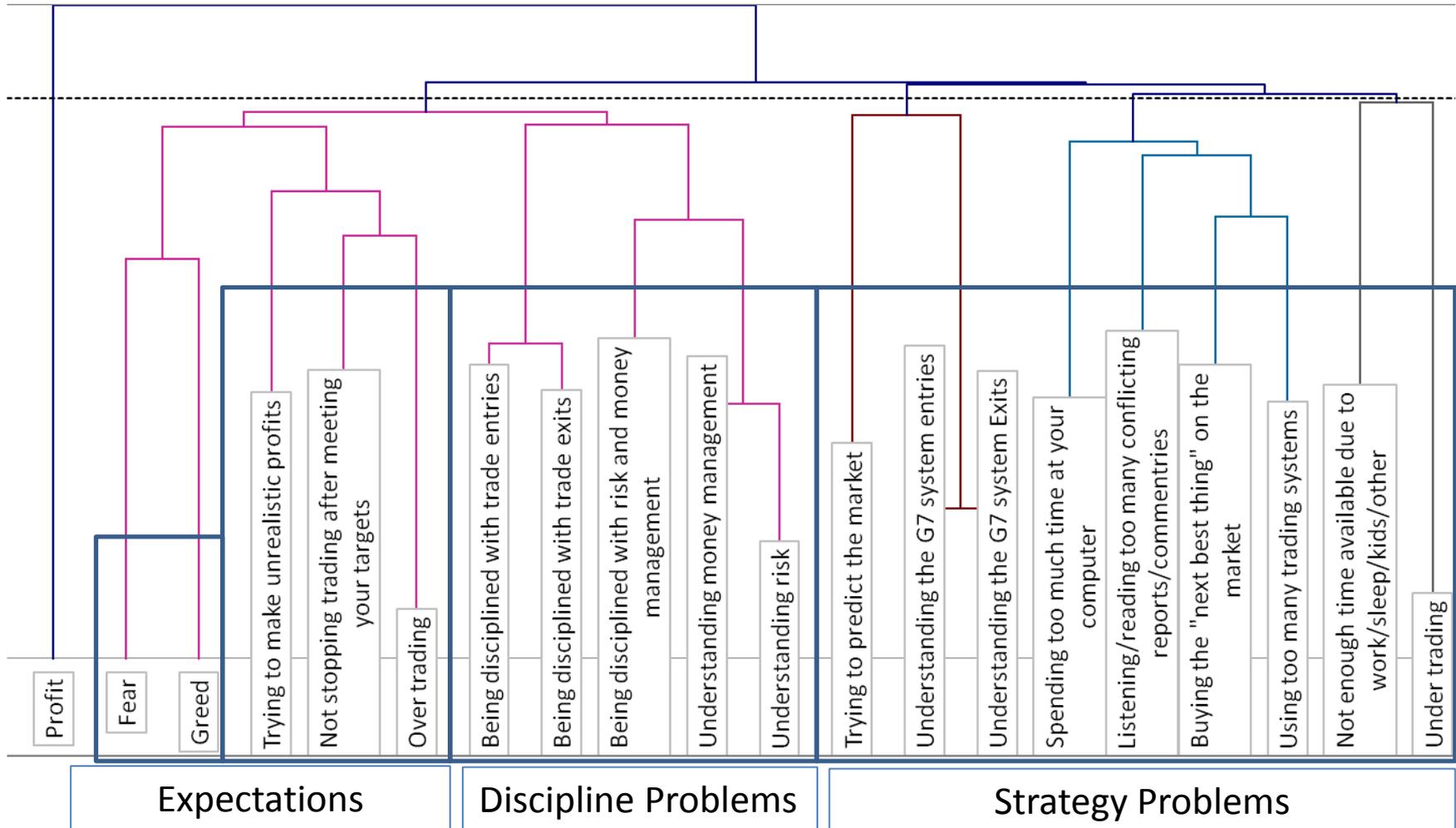
- 40% of traders did not know where they are going wrong.
- 20% knew some of what they were doing wrong.
- 40% said yes they knew.



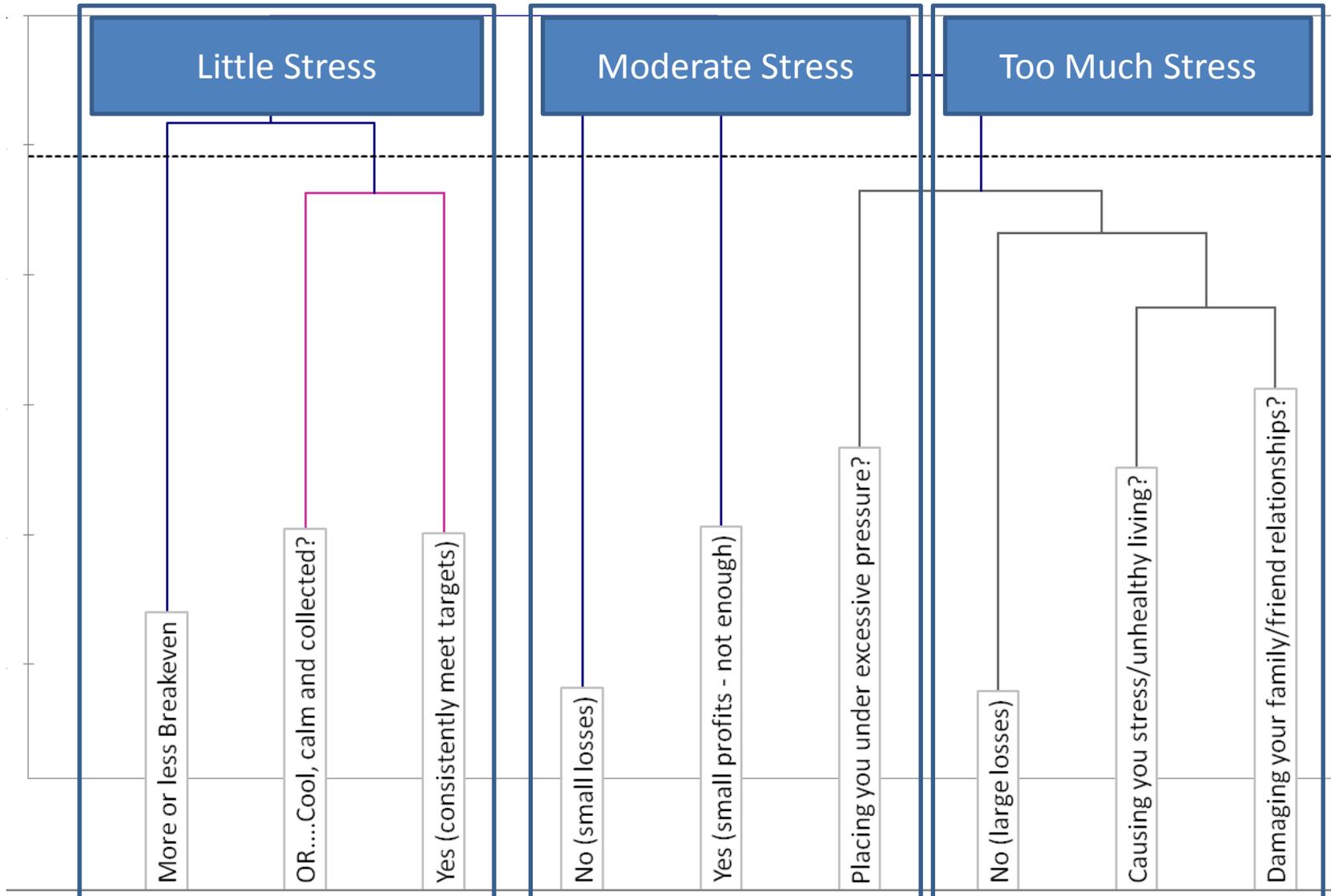
Where it went wrong?



Mistakes have a common root....



Profit proportion to trading stress....



Correlation – Struggles and Profit

Example: under trading has a slight positive effect (0.04) on profits while Greed is the most deadly to profit (-0.18)

Variables	Profit
Under trading	0.03
Not enough time available due to work/sleep/kids/other	0.01
Understanding the G7 system Exits	-0.01
Understanding the G7 system entries	-0.02
Understanding risk	-0.03
Being disciplined with trade entries	-0.04
Not stopping trading after meeting your targets	-0.04
Being disciplined with trade exits	-0.06
Listening/reading too many conflicting reports/commentaries	-0.08
Understanding money management	-0.08
Buying the "next best thing" on the market	-0.08
Trying to predict the market	-0.10
Spending too much time at your computer	-0.13
Fear	-0.13
Using too many trading systems	-0.14
Over trading	-0.14
Being disciplined with risk and money management	-0.16
Trying to make unrealistic profits	-0.16
Greed	-0.18

Conclusions...

- Since errors did not correlate well with profit...
- But Level of stress did

The harder we try and make money

The more (dis)stressed we get

The further we get from the money tree...



If there was a secret to trading...



Why we trade: to make money
How we trade: Execution a strategy

The **more in control** we are
the **less distressed** we are at losses
the **less over excited** we are at profits
the **more consistent** we are

In Control? Of What? Or Who?

We don't control the market, the profits or the losses – only ourselves to execute...

