



# TECHNICAL TRADER WORKSHOP

# I Can Be a Professional Trader



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I often get asked the question "Akil, do you think I can be a full-time trader?" Although my response is usually "of course" the answer I should be giving (and that I'll start giving from now on) is "it doesn't really matter what I think, do you believe that you can?" Understand this, trading is a skill not a talent, which means that absolutely any and everybody can become a successful trader. None of us were naturally born with the talent to trade, where you see the difference is in the training we received, the time and effort we put into that training, and most importantly the belief that we can indeed become great at it.

*"Beliefs are not limited to impacting our emotions or actions. They can literally change our bodies in a matter of moments. I had the pleasure of interviewing Yale professor and best-selling author Dr. Bernie Siegel. As we began to speak about the power of belief, Bernie shared with me some of the research he'd done on people with Multiple Personality Disorders. Incredibly, the potency of these people's beliefs that they had become a different person resulted in an unquestioned command to their nervous system to make measurable changes in their biochemistry, The result? Their bodies would literally transform before the researchers' eyes and begin to reflect a new identity at a moment's notice. Studies document such remarkable occurrences as patients' eye color actually changing as their personality changes, or physical marks disappearing and reappearing! Even diseases such as diabetes or high blood pressure come and go depending on the person's belief as to which personality they're manifesting (Robbins, Awaken the Giant Within)."*

I found the passage above to be very interesting and I agree entirely with the notion that beliefs indeed have an effect on the nervous system and can cause people to change. What we have to do though is break down the limitations that we put up for ourselves in order to stay in that comfort zone. This means taking away the doubt and taking away statements like "I can't." We need to fully buy into what we're trying to achieve if we ever want to achieve it fully and this process starts with creating and consistently using positive affirmations.

Affirmations are positive statements that describe a desired situation. These statements should be repeated consistently in order to impress the subconscious mind and trigger positive actions. For example, the first thing I do before even thinking about opening a chart is to read through the psychology and philosophy sections of my trading plan. Those sections feature many positive affirmations such as "I am a professional currency trader" and "I will be successful because..." When I first started trading, reading these statements would pump me and transform me into the confident trader that I needed to be, especially when I was at the point where I had little to none. However, the impact of reading these affirmations to yourself will only last for so long. Eventually you have to take steps in that direction so that your mind can start to create true beliefs from the statements you're telling yourself.

*"What is a belief, anyway? Often in life we talk about things without having a clear idea of what they really are. Most people treat a belief as if it's a thing, when really all it is, is a feeling of certainty about something. If you say you believe that you're intelligent, all you're really saying is, I feel certain that I'm intelligent. That sense of certainty allows you to tap into resources that allow you to produce intelligent results. We all have the answers inside of us for virtually anything-- or at least we have access to the answers we need through others. But often our lack of belief, our lack of certainty, causes us not to be able to use the capacity that resides within us. A simple way of understanding a belief is to think about its basic building block: an idea. There are a lot of ideas you may think about but not really believe... How do we turn an idea into a belief? Let me offer you a simple*

*metaphor to describe the process. If you can think of an idea as being like a tabletop with no legs, you'll have a firm representation of why an idea doesn't feel as certain as a belief. Without any legs, that tabletop won't even stand up by itself. Belief on the other hand, has legs (Robbins, Awaken the Giant Within)."*

So once you get comfortable with using these positive affirmations try attaching something from your recent experience to them in order to create that true belief. For example the statement "I am a great trader" can be turned into "I am a great trader because last month I didn't break any of my trading rules." Or, "I will have a good trading day because I am confident in my system and it has proven to be profitable over time." Here's one more example that came from my personal trading plan before I ever executed a live trade, "I will be successful because I have successfully completed a professional trading course. With this experience, discipline, knowledge of the markets, and the hard work put into mastering my craft, I know that I will be successful and that I deserve to be."

Our brain is a powerful tool. We've seen athletes transform on the field of play, we've seen soldiers transform on the battle field, we've seen parents transform in order to protect their children in dangerous situations. If this is all true, then shouldn't it be possible to will ourselves into becoming successful traders? I certainly think so.