

# Trading Survey

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# The Who

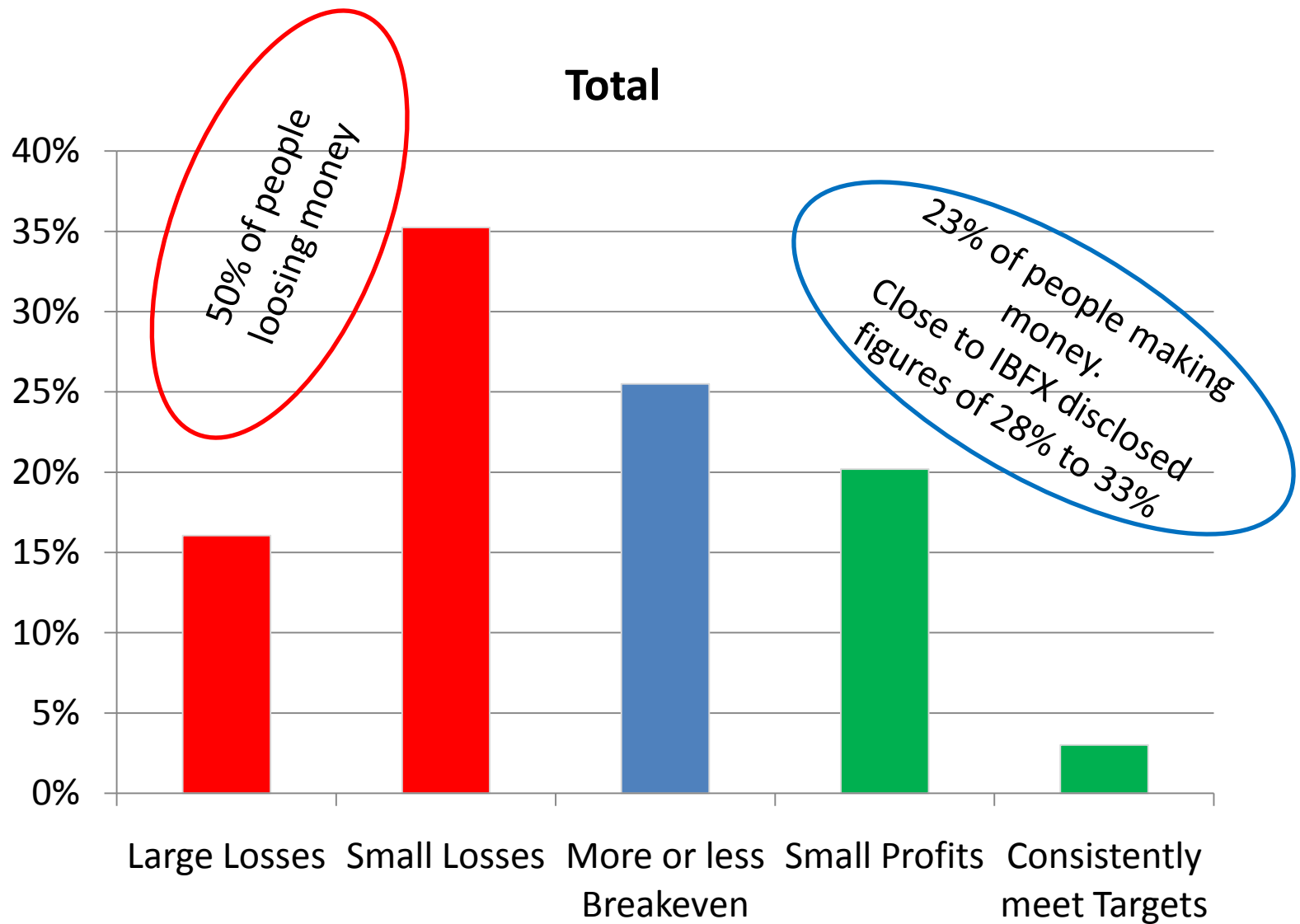
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- 700+ Traders
- Capital from \$100 to \$50k+
- Trading goals from 50 pips to 800+ pips a month

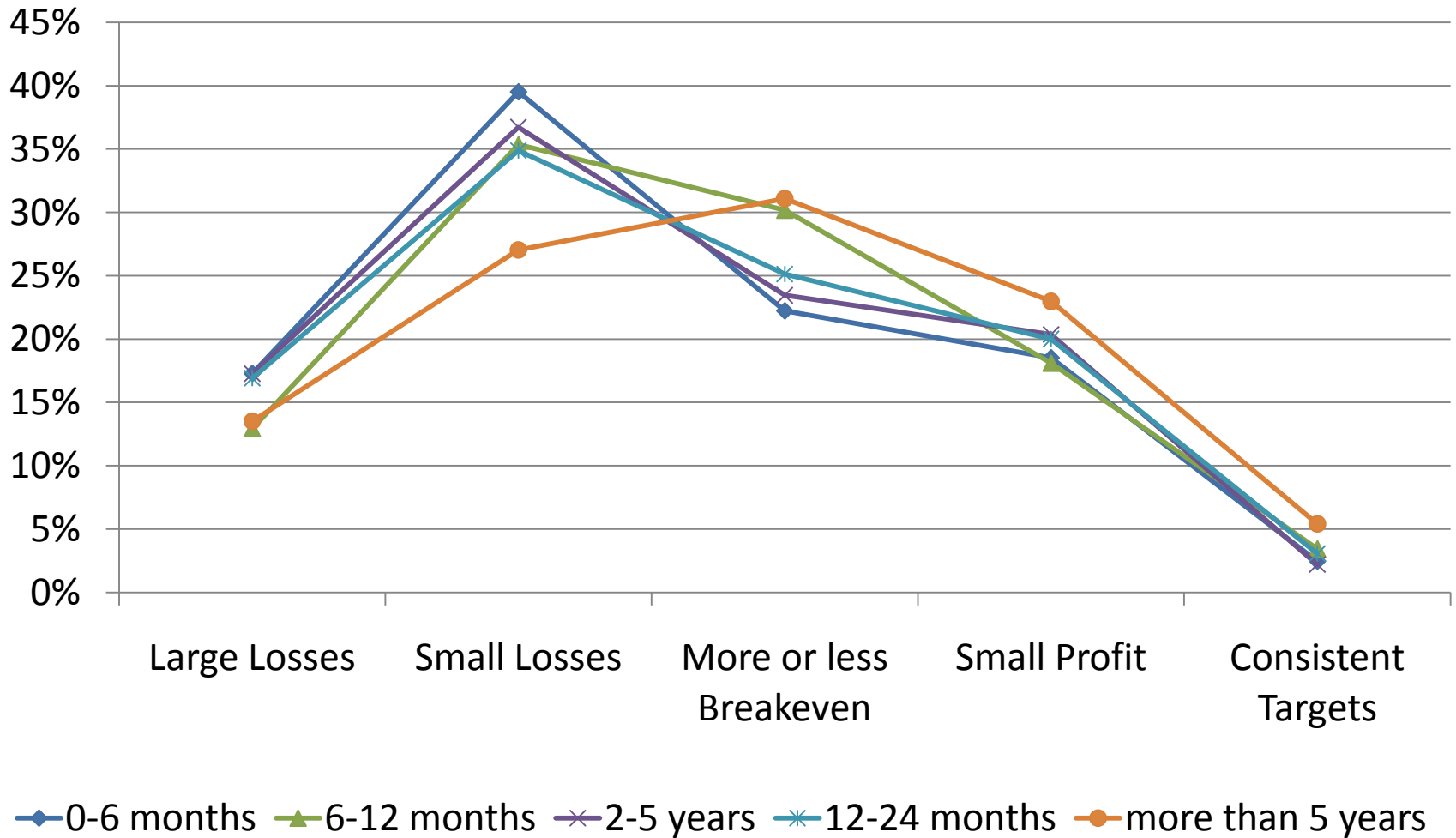


- Amount of capital did not change the trading goal
- 90% of traders said: trading is a skill which takes time to learn
- 85% of traders said: they really believe they have what it takes to succeed as a trader mentally and emotionally

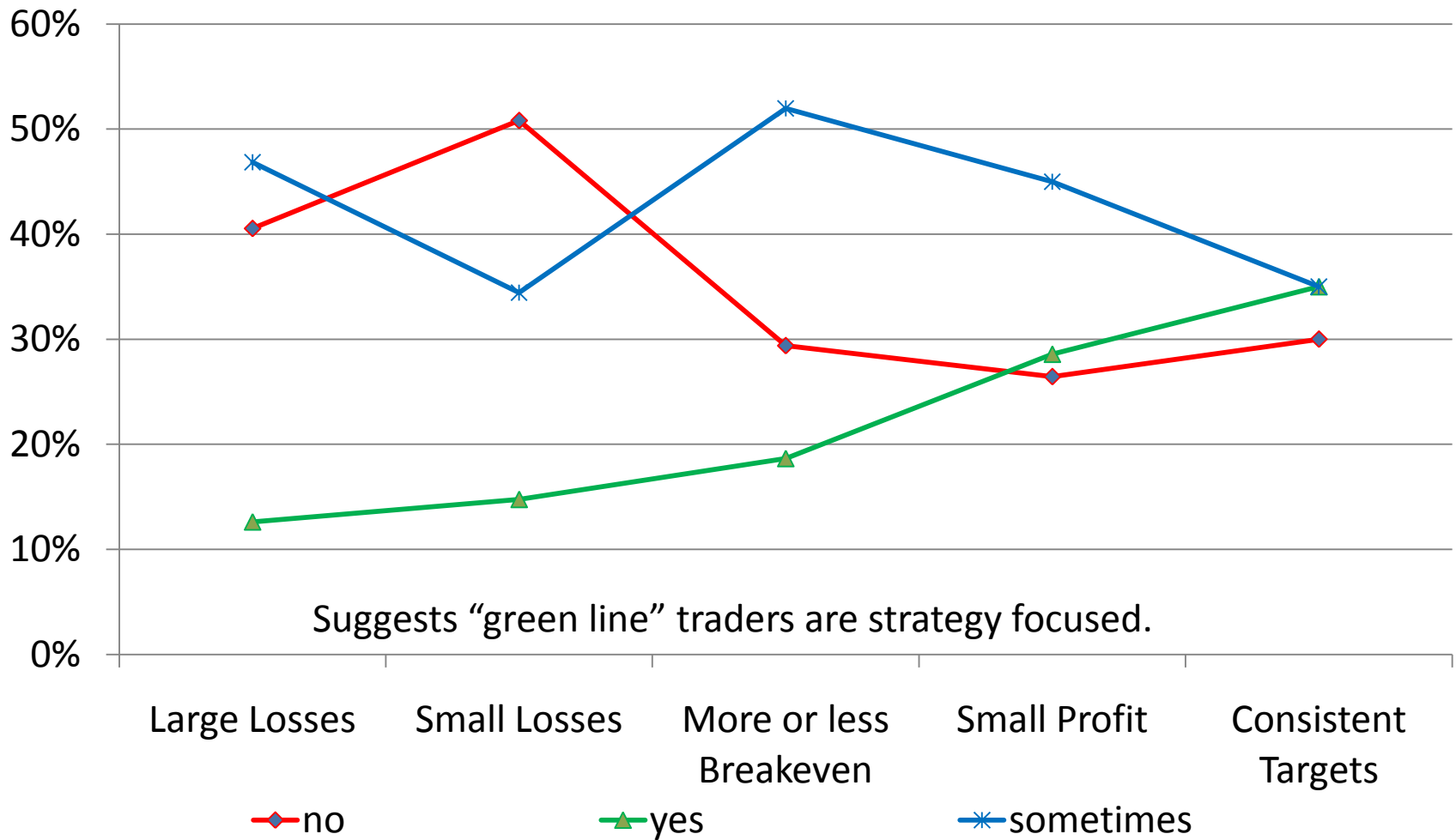
# Profitable Trading?



# 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



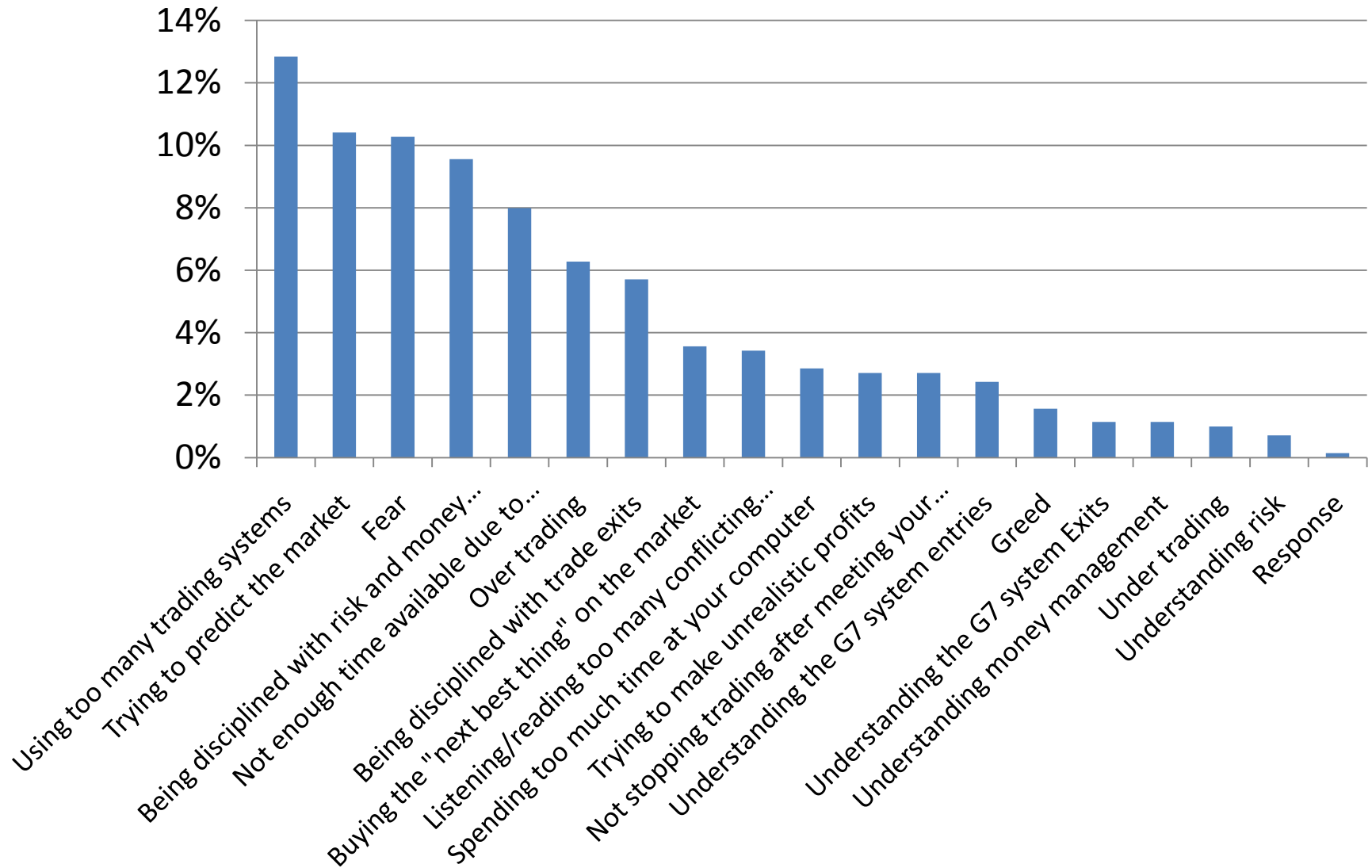
# Where it went wrong?

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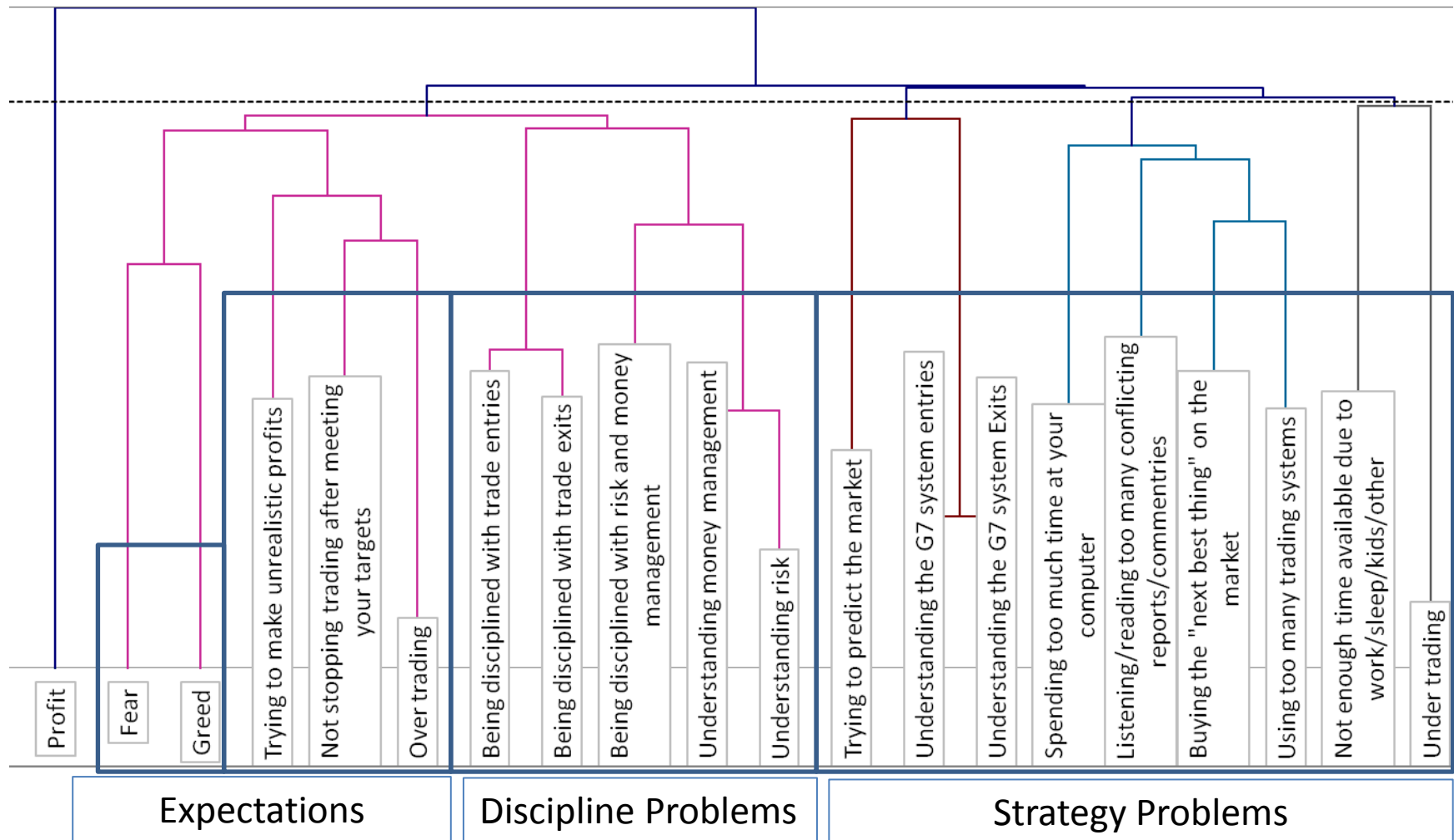
- 40% of traders did not know where they are going wrong.
- 20% knew some of what they were doing wrong.
- 40% said yes they knew.



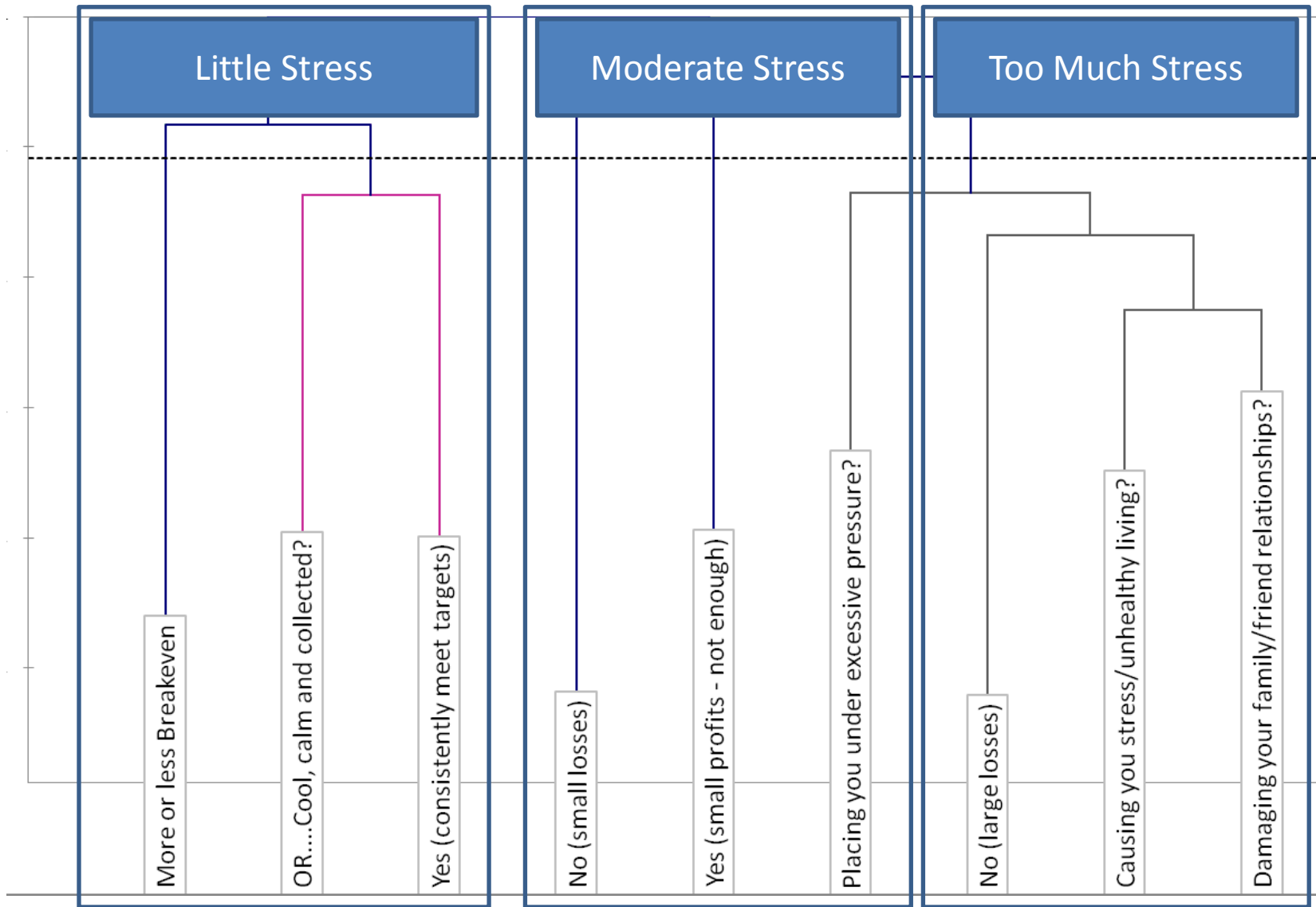
# Where it went wrong?



# 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)**

<b>Variables</b>	<b>Profit</b>
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...

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- 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...

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**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?

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

