LOCKE IN YOUR SUCCESS, LLC is NOT a Broker Dealer. LOCKE IN YOUR SUCCESS, LLC Training engages in trader education and training. LOCKE IN YOUR SUCCESS, LLC offers a number of products and services, both electronic (over the internet through smbtraining.com) and in person. LOCKE IN YOUR SUCCESS, LLC also offers web-based, interactive training courses on demand.

The seminars given by LOCKE IN YOUR SUCCESS, LLC are for **educational purposes only**. This information neither is, nor should be construed, as an offer, or a solicitation of an offer, to buy or sell securities. You shall be fully responsible for any investment decision you make, and such decisions will be based solely on your evaluation of your financial circumstances, investment objectives, risk tolerance, and liquidity needs.

This material is being provided to you for **educational purposes only.** No information presented constitutes a recommendation by LOCKE IN YOUR SUCCESS, LLC or its affiliates to buy, sell or hold any security, financial product or instrument discussed therein or to engage in any specific investment strategy. The content neither is, nor should be construed as, an offer, or a solicitation of an offer, to buy, sell, or hold any securities. You are fully responsible for any investment decisions you make. Such decisions should be based solely on your evaluation of your financial circumstances. Such decisions should be based solely on your evaluation of your financial circumstances, investment objectives, risk tolerance and liquidity needs.

No relevant positions

Please note: Hypothetical computer simulated performance results are believed to be accurately presented. However, they are not guaranteed as to accuracy or completeness and are subject to change without any notice. Hypothetical or simulated performance results have certain inherent limitations. Unlike an actual performance record, simulated results do not represent actual trading. Since, also, the trades have not actually been executed; the results may have been under or over compensated for the impact, if any, of certain market factors such as liquidity, slippage and commissions. Simulated trading programs in general are also subject to the fact that they are designed with the benefit of hindsight. No representation is being made that any portfolio will, or is likely to achieve profits or losses similar to those shown. All investments and trades carry risks.”

-Part 1 – Slide 1-

The Trading Triangle Hawaii
The Art of Becoming a Long Term Successful Trader
Part 1 – Overview

Combining System, Business and Psychology to Create Outstanding Results.

John Locke

Locke in Your Success, LLC.

"Know what you want, make it happen!"

-Part 1 – Slide 2-

Locke in Your Success, LLC.

"Know what you want, make it happen!"

- John Locke

  ◦President of Locke In Your Success, LLC

  - Success and Life Coaching

    -Trading Performance Coaching and Mentoring

    -Retail Trader

    -Professional Trader on Options Desk

◦Self Development Certifications:

-Strategic Intervention Coach – Robbins Madanes Training

-Master NLP Practitioner and Hypnotist – Richard Bandler and Society of NLP

-Neurolinguistic Re-patterning, Ericksonian Hypnosis and Transformational Coaching – Chris Howard

-Part 1 – Slide 3-

What About Business?

- The success or failure of a business often has little to do with the technical skills of the owner nor the product they happen to be selling
- Businesses with talented owners and great products fail every day
- Many businesses experience surges of success early on
- Some businesses with <u>not so talented</u> owners and garbage products thrive for decades
- Where the business ends up is largely determined by the owners psychology and business skills

-Part 1 – Slide 4-

What is The Trading Triangle?

- The process of becoming a successful trader

◦A trading methodology that works for you

◦Modifying thought processes to maximize performance

◦Long term sustainable business model

-Part 1 – Slide 5-

Trading Systems, Psychology, and Business Practices

- Which is MOST important?
  - ◦Trading methodology
  - ◦Psychology
  - ◦Business model

-Part 1 – Slide 6-

Perfect Trading Methodology

Do you need proper business practices with the Holy Grail?

-Part 1 – Slide 7-

Perfect Business Model

Can you have the perfect business model and still fail?

-Part 1 – Slide 8-

Perfect Business Model

- Should recognize flaws, innovate new products and adapt to the market place
- Have sufficient financial reserves
- Should be able to overcome the failure of a particular trading methodology
- Most traders hang their success on a single methodology and hope it keeps working
- Cannot overcome an owner who cannot follow the business plan

-Part 1 – Slide 9-

Perfect Psychology

Set SMART goals	

Positive, “growth” mindset	
Willing to learn and adapt	

-Part 1 – Slide 10-

Perfect Psychology

- Failure is NECESSARY for success
- Fall in LOVE with FAILURE

- ~~Methodology~~
- ~~Business plan~~

-Part 1 – Slide 11-

Finding a Trading Model

- Finding a model:

  ◦ Gain profitability more quickly

  ◦No need to figure it out on your own

  ◦Can be extremely detrimental long term

◦ Huge DISadvantage psychologically

◦I couldn't find a profitable model or mentor so I had to create my own system…Unlike today…

-Part 1 – Slide 12-

Fear

- Why would a trader actually fear a loss?
- Where does fear come from?

◦Imagining we're going to lose something important, that we can't get back

◦Imagining that we are going to experience massive pain

- When we fear losing a trade ……………

-Part 1 – Slide 13-

Fear

- When you simply follow someone else's decisions, you do not develop the skills and confidence you need in order to be certain you can actually get what you might lose, back.
- When you create your own decisions, you gain confidence in yourself that no matter what happens in the market, no matter what challenges come your way, no matter what you lose, you have the power to fix it

-Part 1 – Slide 14-

Finding a Trading Model vs Creating One

- What is the difference in the mindset between…

◦Someone who has proven they can create a winning methodology out of virtually nothing

◦Someone who found a trade that back tested well and worked live for a couple years… Or worse…

◦Someone who’s following trade alerts

-Part 1 – Slide 15-

Psychology is the single most important factor when it comes to your success as a trader

- Many of the challenges that we face that on the surface appear to be psychological issues are in fact process issues
- Stress is appropriate when trading with…

◦Incomplete processes

◦False expectations

◦Poor planning

◦Lack of preparation

◦Lack of experience

◦Trading with too much money

-Part 1 – Slide 16-

Process Issues

- Process issues

◦Are often, and appropriately, the cause of fear and anxiety

◦Are relatively straight forward to correct

- You need to have some sort of system to identify and correct process problems in order to improve as a trader – APM^2 Debrief Process

-Part 1 – Slide 17-

Psychological Issues

- Traditional Psychotherapist Approach
    - ◦Study the “why”
        - Psycho the rapist
- NLP
    - ◦Study the “how”
    - ◦How do you code it in your neurology
    - ◦How can we code it differently

-Part 1 – Slide 18-

My Grand Vision

- Make you NLP experts
- How
    - ◦ Techniques we use to create change
- Presenting problem is rarely “THE PROBLEM”
    - ◦What specifically is the “real” problem, not the presenting problem
    - ◦What specifically is the “real” or underlying desired outcome or goal
- “A problem well defined is a problem half solved” – Charles Kettering

-Part 1 – Slide 19-

Behaviors

- In order to change our results, we must change our behavior
- Traditional Trading Psychology focus directly on behaviors

  ◦Follow your plan

  ◦Have a plan

  ◦Control your emotions

  ◦Be disciplined

- Unfortunately, we often have a belief that conflicts with the behavior we're trying to change

-Part 1 – Slide 20-

Beliefs

- Beliefs are a driver of behavior
- A behavior that conflicts with beliefs or higher level driver can only be maintained through the use of willpower
- Will power is a limited resource and takes a tremendous amount of energy
- When the beliefs change, your behavior changes automatically…UNLESS…

-Part 1 – Slide 21-

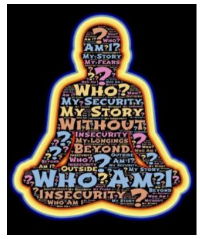
Values

- Values operate on a higher level than beliefs
- Even if you truly believed a new behavior would get you your result, if the result or the behavior goes against your values then the behavior will not change
- If your belief goals and values are all in alignment, your behavior will change instantly… UNLESS…

-Part 1 – Slide 22-

Identity

Our identity is the ultimate driver of our behavior



The strongest driving force we have as human beings is the need to maintain our identity

-Part 1 – Slide 23-

Review

- We can control short term behaviors through will power
- When will power is depleted our behaviors will support our beliefs, unless it conflicts with a value
- Our behaviors will naturally support our values over our beliefs, unless it conflicts with our identity
- Our ultimate behavior will ALWAYS support our identity
- At any given time our external circumstances either match our identity OR we are unconsciously doing everything humanly possibly make our external circumstances match our identity

-Part 1 – Slide 24-

How do we know if our wants, beliefs, values and identity are in alignment?

- In alignment

    ◦Decisive

    ◦Focused

    ◦Relaxed

    ◦Confident

    ◦Feel compelled to do the behaviors that will get you what you want

- Out of alignment

◦Indecisive

◦Easily distracted

◦Stress

◦Anxiety

◦Fear

-Part 1 – Slide 25-

Achieving Alignment
Wants/Goals

- Examine your want or goal

  ◦Is it specific enough where anyone could tell when you get it?

  ◦Is it what you “really” want?

  ◦Most people go through life desperately wanting something…

    - They don’t really want

    - They already have or could easily achieve

- Is my want reasonable and achievable for me?

  ◦A “no” answer indicates a belief or an identity conflict

-Part 1 – Slide 26-

Rules Conflict

- I want to feel successful

  ◦Rule 1

-In order to feel successful I must be growing and improving

◦Rule 2

- In order to feel successful I must never fail

-Part 1 – Slide 27-

Belief/Values/Belief Conflict

- I want to make $1,000,000 this year trading

◦Belief 1

- I have 100% conviction and belief that I "can" do it

◦Belief 2

- If we make a million dollars, our friends won't like us

◦Value

- I highly value my friendships

-Part 1 – Slide 28-

---

6 Human Needs

- Certainty/Security

◦We need to feel safe, avoid pain and feel comfortable

- Uncertainty/Variety

◦We need variety and challenges

◦If we were completely certain we'll create it

- Significance

◦We need to feel special, important and needed

- Love and Connection

◦The need to be connected with others is biological. Throughout most of human history being alone meant certain death.

-Part 1 – Slide 29-

---

6 Human Needs

- Growth

◦Nothing ever stays the same, it is either growing or dying, being built or deteriorating

- Contribution

◦To go beyond our own needs and to give to others. A life is incomplete without the sense that one is making a contribution to others or to a cause.

-Part 1 – Slide 30-

---

6 Human Needs

- Essential for “survival”

◦We all meet these and often lie to ourselves to do so

  - Certainty
  - Uncertainty/Variety
  - Significance
  - Love/Connection

- Optional for survival but essential for “fulfillment”

◦Meeting these needs automatically meets survival needs

- Growth

- Contribution

-Part 1 – Slide 31-

Creating Identity / Personal Breakthrough
Life Values

- Makes you aware of…

  ◦Your moving toward and moving away from values

  ◦The rules you have created fulfill those values

  ◦Wants, rules, values and identity conflicts that are stopping you from experiencing your most desired feelings

- Allows you to create new rules and open new possibilities so that you can experience your most valued emotions on a regular basis and make it nearly impossible to feel your least valued emotions

-Part 1 – Slide 32-

Recreate Your Rules

- Moving Toward Values

1.Make sure that the conditions for experiencing your values are not completely under the control of other people and external circumstances

2.BE flexible. It is good to have many ways for your highest to be met so that you can experience your values many different ways.

3.Make the conditions for meeting towards values extremely general

  - I feel love any time time I hug my child

  - I feel connection any time I talk to a friend

-Part 1 – Slide 33-

Recreate Your Rules

- Moving Away From Values

1.Make sure that your rules are a strong barrier that protects your happiness.

2.Make it difficult to fulfill the conditions for feeling bad.

3.Make the conditions extremely specific

- I will only feel rejection if one of the three adults I admire most tells me that they hate me

-Part 1 – Slide 34-

End Part 1

- Next in Part 2

◦Utilizing NLP techniques to achieve lasting change

-Part 1 – Slide 35-
