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The Trading Triangle Hawaii
The Art of Becoming a Long Term Successful Trader
Part 2 – NLP Techniques, Goal Setting, System Development

Combining System, Business and Psychology to Create Outstanding Results.



John Locke

Locke in Your Success, LLC.

“Know what you want, make it happen!”

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Review

- Wants and goals must be specific and in alignment
- We often know what to do, but we don't do it
- When we don't do what we want to do we have a belief, values or identity conflict
- If you don't believe in your plan, in what you can achieve, or in yourself; whether it be in the area of career, relationships, hobbies or any part of your life, including trading; you will avoid doing the behaviors that will get you what you want.

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Conflicts Create Dabblers

- Dabblers.....

- I'll try this, I'll try that

- Get what they want only if it is easy and involves little risk

- Break plans when something becomes questionable

- You HAVE to believe

- Your mind is not going to willingly go along with threatening your security for something you might get

- Sometimes you believe and you still don't do it

- Belief/value/identity

- I know it works, it just won't work for me

- Consciously we are often unaware of beliefs/values/identity

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Change

- Communicating with the unconscious
- Discovering how easy and quick it is to change can seem unsettling because we've invested a lot of time in our "Story"
- Change always happens in an instant, it is a false and dis-empowering belief that "change is supposed to be hard"
- Everything you think you know you learned from someone else

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Fears

- You only have 2 natural fears

- Fear of loud noises

- Fear of the sensation of falling

- All other fears were learned
- Anything that was learned can be unlearned
- “It’s never too late to have a great childhood” – Richard Bandler

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How You Work

- In order to experience the change you must..
 - Play full out
 - Follow directions precisely
 - Become fully absorbed in the process
- If you do this you can create anything you want in your life

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How You Work

- Pretending and imagining is how you talk to your unconscious
- Your unconscious is imagining all the time
- Pretending is the most powerful tool you can use to create any change you want in your life

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Welcome to Your Unconscious Mind

- How do you know if you like something?
- How do you know if something is real?
- How do you know if something is in the past, present or future?
- How do you know if you love someone or hate someone?

Our Coding System

- Once we become aware of our coding system, we can manipulate it so we can do and feel whatever we want
- But... we must consciously choose to get over our resistance to the change, which we can achieve in multiple ways

Memories

- We use memories to create our beliefs, values and even our very identity
- Are your memories actually real?
- How do you know?

Conscious and Unconscious

- Conscious
 - Rational Brain – Critical Factor
 - Responsible for determining reality
 - Sets goals and direction
 - Only has very short term “working” memory and must use memories stored in unconscious to make decisions
 - Can only focus on one thing at a time
 - Uses large amounts of energy and is usually turned off

- Unconscious (Subconscious)
 - Cannot distinguish real from imagined....rationally
 - Work 24/7 your entire life
 - holds your memories, self-worth, emotions, beliefs, patterns and habits.

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Most People Believe Their Memories

- Most memories entry the unconscious without your conscious awareness
 - Conscious is not “on-line” until at least 5-7 years old, often later
 - Is “asleep” most of the time, even when you are awake
- Most of your memories were accepted or rejected without rational filters

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The Rational, Lying Brain

- Your unconscious does not determine reality rationally, it determines reality deductively based on what was there first
- As far as the conscious is concerned, the information stored in your unconscious is true
- If the “true” memory happens to be irrational, your conscious makes up a rational story to justify why it's true

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How Reliable Are Our Memories??

- Consider this...

- What is the file size of an 263,000 hour long, full HD movie?
- What else does your brain have to do besides store memory?
- How can a 3 pound cluster of neurons that operates off 20 watts of power store all that detailed information?

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Memories

- The Brain
 - Deletes, distorts and generalizes information to down to the smallest possible size in a manner where it will fit in as closely as possible with what's already there
 - When recalling a memory your brain seamlessly takes tiny bits of information and makes up a story around it based on your current state – it builds a new, made up memory
 - After we've re-experienced a memory, our brain then shrinks the "new" memory back down
 - After several recollections, there is very little left of the actual experience

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Beliefs

- We don't believe what's factual
- We don't believe what's rational
- We believe what's familiar
- What's familiar is what was there first

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Your brain is NOT designed for success

- Your brain is designed for survival
 - Does everything it can so that you avoid risk and still survive
 - Holds onto negative scary things
 - Makes them seem worse than they are
- This was necessary for most of our existence but in today's world is detrimental for achievement
- Luckily you can disassociate with your unconscious beliefs, thoughts, feelings and memories

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Key Takeaways

- Much of what you think you experienced and what you believe is not real
- Whether it's real or not, if it doesn't benefit you, you are completely free to change any memory or the meaning of any event to something that does benefit you.
- Success is accomplished by framing your memories and beliefs in such a manner where you are motivated to take the actions needed to get you the results you want

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What does your brain really experience?

- Doesn't directly see or hear or smell or taste anything
- It experiences electrical signals and chemical shifts from its sensors
 - Visual
 - Auditory
 - Kinesthetic
 - Olfactory
 - Gustatory
- Creates a physical hard wired map of the world and how you fit in it

◦A map is NOT reality, it is an INTERPRETATION of reality

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Habit

- A process your brain and body have been hardwired to perform when a trigger is fired
 - Like the lights on a Christmas tree, all the wiring and lights are already there, all you need to is flick the right switch and the lights come on
- Your whole “map” is wired this way

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We seldom experience the real world

- We experience our map and only notice things if we are looking for them or if they are blatantly different from that map
- When we see something we’ve seen repeatedly in the past, the picture is already in our heads. What we are doing is comparing the input from our eyes with our map and noticing the differences. Not all the differences, but only the differences you are looking for or the differences are blatantly obvious.
- Our experience of life itself and the meanings we give it ... are mostly bias made up
 - If our experience doesn’t produce the life we want, we are free to change memories and meanings into something that does benefit you

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Changing Your Map

◦Reframing

- Nothing in itself has meaning. We give it meaning by the context we wrap around it.

◦Disassociation

- We are NOT our mistakes. We are not our fears. We may have failed, but we are not failures.

◦Anchors

- Purposely create triggers for feeling or behavior habits we would like to run

◦Swish patterns

- Redirecting an established trigger to a new behavior habit

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Anchors

- Partner A – Imagine a time in the past when he/she they felt extremely confident.
- **See what you saw, hear what you heard and feel the feelings of confidence**
- Partner B – Watch your partner carefully. As you see the state peak, squeeze the knuckle on the person's right pointer finger and then when you see the state drop off let it go. It should take 5 to 10 seconds.
- Break the state by changing the subject for a moment.
- Do this 3 times. Only squeeze the knuckle as the state is peaking.
- Test the trigger by firing it off and notice the change in your partner.

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The Zone

- When your conscious mind is quieted or is **solely** focused on the goal and your unconscious performs the required tasks
- **As It Was Trained To Do**

◦In order to effectively be in the zone during a particular activity you first must be trained in that activity

- The zone is a self hypnotic state
- A hypnotic trance is a directed meditative state, or a meditative state with a goal
- We can anchor "The Zone"

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We Can Anchor “The Zone”

- We need to set the right goals
 - The right goals are things we can control
 - Our actions
 - Following a process
 - We can **not** control outcomes
- We need to have practiced the right behaviors
 - Past live trades
 - Realistic back testing
 - Imaginary rehearsals of doing the right things

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Getting in “The Zone”

- Practice meditation to learn how to drop into a neutral trance
- Practice going in and out of trance
- Practice visualizing your perfect behavior in trance
- Choose a unique anchor
 - Does not need to be kinesthetic
- Drop into your directed trace
 - As you feel yourself drop in set the anchor
 - Run visualization

- Break state

- Repeat 3 times initially and reset anchor as needed

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Anchor Chain

- Procrastination to intensely motivated
 - Too big a shift for some people
- What is a state that will get me moving?
- What is another state that would be relatively easy to go but is closer to motivation?
- Intense Motivation

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Anchor Chain

- Lightly anchor procrastination on one knuckle of left hand
 - Break State
- Anchor frustration on next knuckle
 - Stack anchor
 - Break State
- Anchor ferocious curiosity on next knuckle
 - Stack anchor
 - Stack wanton desire
 - Break State
- Anchor intense motivation

- Stack anchor

- Break State

- Test

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Collapse Anchor

- Change undesired feeling to a more useful one

- Anxiety to laughter

- Elicit unwanted state anchor touching left fingers

- Break state

- Elicit wanted anchor touching right fingers

- Stack state 3 times

- Break state

- Fire both anchors together

- When you see confusion, release negative anchor and hold on to positive anchor an additional 5 seconds

- Future pace

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Swish Pattern

- Identify unwanted behavior
- Find the trigger

- How do you know it's time to do the behavior?

◦What is happening immediately before you choose to break your plan?

◦Teach me how to know when to do the behavior

◦Break state

- Choose the ideal behavior

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Swish Pattern

- Make a picture of the behavior you used to do, seeing the trigger and doing the behavior
- Make a picture of your perfect behavior big and bright, see the sights, hear the sounds and feel the feelings
- Put up a big, bright picture, the old behavior, be associated in the picture
- Put a small postage sized picture of the new you and put it in the lower right corner of your vision. It should be small and dark at the moment. It should also be disassociated meaning you're seeing yourself in the picture rather than seeing it through your own eyes

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Ready to Swish

- Put up the old picture, put the new picture in the lower corner. Now pretend that the new picture is on a powerful rubber band and push that little image way back as far as you can. Until it's a tiny speck. And then let it go.
- Swish...
- And as the new powerful image comes rushing toward you it becomes bigger, bolder and brighter. And as the new self-image overwhelms you, associate. See it through your own eyes. Imagine the glorious detail. Feel the feelings rush through your body. And know how good it feels to behave like this from now on.
- Break State
- Repeat 10 times, each time progressively faster (break state each time)
- Nail in the change
- Future pace

-Part 2 – Slide 33-

Reframes

- Events in themselves have no meaning, they are simply events. We give them meaning by the frames we put around them.
- You need to spin events so that the meaning of those events result in you behaving in a manner that benefits you most

◦Manipulative?

◦Not real?

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Reframes

- Everything you say to yourself, every meaning you put on an event, is either going to take you toward your goals or pull you away from them
- The event is gone
- Your memory of the event is mostly bias and made up anyway
- No matter what it was, wouldn't it be better to remember it in a way that will propel you towards what you really want?

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The Future

- Problems, setbacks and pain
- The only people without pain are dead people
- Being comfortable means you're dying and that should scare you more than any risk you could possibly encounter
- You are in control of meaning. Choose meanings that lead you where you want to go

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Goal Setting

- What do you want trading to ultimately do for you?
- Money?

- How much?

- Why do you want the money?

- Leave job?

- Why?

- What specifically do you want instead?

- Another JOB?

- Volunteer?

- Travel?

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Goal Setting

- What feeling are you trying to create?

- Is it a moving toward feeling or a moving away from feeling?

- How do you know that trading is going to do that for you?
- What do you want your life to look like when you finally make it?
- There's nothing worse than finally making it... and hating your life anyway
- Knowing what you want your end result to look like is going to eliminate many types of strategies and allow you to narrow down your focus to what will work for you

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Trading Goals

- Must be realistic
 - Returns will be limited by....
 - The amount of work and time you're committed to putting into the correct actions
 - The amount of risk you're willing to take
- It's not useful to expect 100% plus per year returns if your risk adverse and you want to be on vacation.

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Example 1

- Person
 - Looking “not to work”
 - Significant savings
 - Wants to continue working
 - Manage own money
- Potential Strategies
- Far from expiration income trades 70 -80 DTE
 - Condors
 - LT M3
 - LT M21 trades
 - Broken Wing Butterflies
 - Bull Trade
- Dividend stocks
- Value investing in equities

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Example 2

- Person
 - Career change
 - Willing to work and be available on demand
 - Willing to analyze markets
- Risk tolerance?
 - Low – Standard M3, M21, Closer to Expiration BWB, directional verticals, diagonals, calendars, swing trades
 - High
 - Closer to expiration trades (0-30 DTE)
 - Rock Trade
 - M21
 - Weekly options strategies
 - Day trading
 - Short term swing trades
 - Directional OTM option

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End Part 2

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I have been working with John for only a few months and he has already helped me become a much better options trader. I have tried a large number of option income strategies with mixed success. John's butterfly trading strategies produce a very good return with managed risk.

Bryan from IL

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