



# Trading Mastery and The Three P's of Extraordinary Trading Success



## *How you can gain revolutionary increases in your trading returns*

Trading mastery is an exclusive and unique programme that's been designed to mentor people through to incredible levels of economic and personal freedom. It's been developed over a combined period of thirty one years of research and practice and it's delivered by two people who are not only passionately interested in your success, they're so dedicated to it that they offer more value than most people can readily absorb.

To gain extraordinary levels of return from the world of shares and derivatives, it's necessary to look at trading environments from an expanded perspective. Successful trading is an art form and just like any art form it has three major aspects which require three levels of mastery.

## **Games**

When you think of mastery you can think of '**games**' and the level of enjoyment you can derive from them. Some people like to play games just for the participation opportunities they provide. Others enjoy playing games because of the opportunities they provide to gain mastery over every aspect of the games themselves. While it may not seem obvious at first, it's not difficult to view share trading in a similar vein. In doing so it is not to diminish it in any way but to elevate it to its rightful place.

The word **game** has its birth in the Old English word **gamen** which means joy, fun and amusement. It also has Gothic roots in the word **gaman** which means participation and communication.

When you combine these roots with the Germanic word **ga + mann** meaning person and a sense of people together, we start to get an idea that the purpose of '**game**' is a contest played according to a set of rules that involve participation and communication between other people in order to gain a positive set of experiences such as fun, excitement and ultimately joy.

While we play games to elicit the fun and enjoyment that's available from them, we also play them for

the strategic opportunities and challenges they provide. Most games involve pitting our wits against those of other people. They also involve testing our abilities against a set of rules and regulations. Games can be the ultimate expression of how people play the game of life itself and when you think about it, in any culture there is an enormous amount of research, time, effort and money directed at playing games at various levels.

Games generally have a clear structure, are played on or in a particular environment and have a clear set of rules and regulations. Follow the structure, play by the rules, develop your skills and you stand a good chance of winning. However, if you don't develop your skills or you set out to break the rules, you face the penalties and consequences of that game.

If games don't have clear sets of rules, structure and ultimate outcomes, they become too confusing and people lack the desire to play them.

Trading in share markets is one of the most sophisticated games you can play. Trading has a clear set of rules and regulations, has an elaborate structure, is played in a certain environment and can be played for as little or as much as you have an appetite for.

Trading cannot take place unless there is communication between other players in the share market. While much has been written on the mechanics of how this process takes place, I want to focus on ***the three P's of extraordinary success in the trading environment.***

While many people have entered the share market seeking their fortunes or looking to find their way out of the repetitive grind of worker day worlds, so very few succeed at trading on a sustainable basis. It's important to understand that whenever you enter the marketplace, you are ***'fair game'*** for those who have studied the game in depth, gained experience and skills and continue to play well. It's such people you must now learn to communicate with and pit your emerging skills against.

The first aspect of extraordinary Trading Mastery involves the technical environment of the trading arena. This environment is all about structure and activity, rules and regulations, money and orders, data and charts, due diligence and research, challenges and exercises, record keeping and clarity, computers and books.

## **Process Mastery**

Mastery at this level is all about ***process mastery.*** It's about following, and not deviating from, a well rehearsed set of procedures and analytical processes before entering the trading environment.

***Process mastery*** means understanding that if any changes are made to a personal set of rules or procedures only one change can be made at any one time and that one change must be tested

over time before an assessment can be made as to the value of that change.

**Process mastery** is all about the mastery of skills and procedures in a technical environment. In terms of skills development it's critical to expand an awareness that skills can only develop over time. **Process mastery** involves implementing a course of action through a specific formulae such as: information acquisition – application – outcome – feedback – adjustment – application - outcome – feedback – adjustment – information acquisition – application - outcome – feedback - adjustment – application - outcome – feedback – adjustment – information acquisition – application - outcome – feedback – adjustment. Notice the pattern here.

Skill can only develop through repeated actions and making slight adjustments to those actions over time. The most efficient way to mastery is to work with those who have already achieved mastery in the area you're seeking mastery in. They will always be able to see things you cannot see for yourself and give you feedback you cannot give to yourself.

There is nothing to fear in the trading environment because it's just you pitting your skills and wisdom against a set of conditions. It's also about you structuring yourself so that you get the most favourable outcomes over time. However, favourable outcomes cannot come about prior to learning and nurturing a set of strategies and skills which must be acquired over time.

At Trading Mastery, Garry Davis will personally mentor you through all the processes you need to master in order to achieve the level of success you desire.

## Psychoponic Mastery

The second aspect of extraordinary Trading Mastery involves **psychoponic mastery**. Every aspect of the game of trading must take place in mind, and be carried out through mind, before it can advance anywhere else. Over the years I been monitoring various share market training programmes I've never observed an environment that includes mastery of the mind. At best, most tuition provides a tokenistic, jargon filled effort at the **psychology of trading**. At their worst, training programmes completely neglect the environment of mind and people are sold on the promise that if you just **follow the rules**, you'll be well rewarded. For extraordinary success, or success at any level for that matter, this is simply not good enough.

Human beings have undergone tens of years of enculturation and conditioning. Such processes are used by every society in order to make their citizens good servants of their enculturating society: to make their citizens more manageable and governable. Not one single aspect of such conditioning is directed towards the possibilities of extraordinary success at any level. To achieve extraordinary success, such conditioning must be dissolved over time and for this I've developed **psychoponic mastery**.

**Psychoponics** is a word I have coined to describe an ongoing practice that must be engaged if you are to achieve all that you wish for. I developed psychoponics from the concept of hydroponics. Think of a seed, an avocado seed for example, if I hold it between my thumb and forefinger, I can marvel at its genetic encoding. Contained within the seed is 100% potential. It contains all the hereditary materials and instructions it needs in order to achieve its full potential and produce its fruit.

The seed is encoded with primary instructions to direct its initial energy into growth and strength. While it takes many growing seasons to get to the stage where it can produce its fruit, when it gets there, through the miracle of critical mass, it will produce its fruit in one season. Upon maturity it will produce its fruit through many growing seasons and feed you for as long as you like.

Only one of two things can happen to the seed, it can achieve its potential or its potential can be surrendered. To surrender its potential, it must be held back from the fertile environment it needs. If it's held back, its only outcome is to slowly wither and decay. However, if the seed is planted in a fertile environment that supports the miracle of growth, it has every possibility of succeeding to its full potential.

In some situations seeds are able to fall into fertile environments. In other situations they need to be carried by birds and/or animals or they require human intervention. As soon as the seed is placed into a suitable environment its encoding is activated and it attracts to itself all the nutrients and moisture it requires.

When this happens, the seed goes through a germination process and sends down a root which is quickly followed by a growth shoot that reaches beyond the surface of its environment. If it's nurtured and protected from the initial impacts of nature, the young plant begins to fend for itself. As each growing season begins and ends, the young tree increasingly nears its destination. When it achieves maturity, the power of compounding ensures it only takes one more season to move from non-harvest to harvest.

In life there are only two directions, contraction over time or expansion over time. One step forward and two backwards is contraction while one step backwards and two steps forward is expansion. Because of conditioning and enculturation, the sad fact of the matter is that most people never place themselves into fertile environments for long enough.

In the hydroponics set up, seeds are placed into a growing medium where they can germinate and begin their growing cycle. The growing medium encourages root systems to develop and take hold in foundations necessary to support the plant to maturity. New shoots must be protected from any number of predators on the hunt for tender new growth. For sustained expansion to occur the root

system needs to be continually bathed in moisture and nutrients and as long as both are present and the plants are protected, they can achieve their full potential.

Imagine what happens if half way through its growth phase, the plant is ripped from its growing medium and placed to one side. It can no longer access the nutrients and moisture it needs for growth and within a matter of hours it withers and dies.

This is exactly what happens to most people. We often hear that people feel as though they're living in a rat race, running on a tread mill or going round in a hamster's wheel they can't get off. Life for them is a bit like the life of racing greyhounds. No matter how much you feed them, no matter how much you train them, no matter how much bigger, stronger and faster they become, no matter how much racing technology improves or how much money they make for their owners or how many prizes they win, greyhounds keep on chasing rabbits they can never catch. They sacrifice their lives to the chase itself not realising that they can never gain the prize.

If you're on this track, it's time to get off. Most people are unaware that enculturation is set up and designed to ensure that most people play a game that can never be won.

When was the last time your mind was bathed in dense rich nutrients designed to support the achievement of your full potential?

The mind is a root system that has all the potential and promise of a high quality seed. To achieve its full potential, the mind must be placed in a supportive environment and constantly bathed in positive, nutrient rich material.

***Psychoponic mastery*** is a detailed look at how the mind works. It's an in depth study of how the mind is fooled by randomness, tricked by endowment, deceived into false perceptions and conditioned into believing the rules of enculturation. ***Psychoponic mastery*** provides a deep analysis of how you can gain a mind perspective that allows for the production of more effective decisions which lead to more effective outcomes.

It's all about the search for alternatives to the status quo. It involves a continual process of learning, inquiry and knowledge acquisition. It's about seeking to understand things at a deeper level than conventional wisdom encourages. It's about understanding things at a level which promotes growth, openness and possibilities rather than closure and the defence of personal positions. It's about the suspension of past and future, of judgment and prejudice and of pain and lack.

It's about observing through educated eyes rather than conditioned eyes. It's about a continual

search for things you do not know you do not know so that you can break down the habitual patterns of conditioned responses. **Psychoponic mastery** is about changing patterns. It's about changing the habitual cycle of limiting patterns and replacing them with more effective patterns of achievement. It's not so much about thinking smarter, or thinking outside the box, as it is about thinking more slowly so that you can increase the number of effective responses you make to any given stimuli.

At Trading Mastery, Paul Counsel will personally mentor you through all the psychoponic processes you need to master in order to achieve the level of success you desire.

## **Personal Mastery**

The third aspect of extraordinary Trading Mastery involves **personal mastery**. There is not one activity that a human being carries out in life that is not ultimately designed to elicit a feeling of one kind or another.

Trading is a game of ups and downs, of highs and lows, of wins and losses. In essence, it's a game of feelings associated with money. Since its invention, money has a property which no other invention has to date been capable of duplicating. It has the unique property of being able to swing feelings from one extreme to another, from an extreme high to an extreme low and back again. It has had the capacity to achieve this on a sustainable basis over time. Wars have been fought for it and people have been killed for it.

No other invention has as much power to excite the best of the human condition and the worst of the human condition. The human condition is all about feelings some of which are pleasurable, some of which are painful and most of which fit somewhere in between.

The more you have mastery over your feelings, the more you can choose appropriate responses rather than remain at the mercy of habitual reactions. We're now at a critical junction of human development. Social scientists observe that developed nations have moved through the waves of change from hunter/gatherer to agriculture production, from farmers and cottage industries to industry and mass production, from factory workers and mechanical processors to knowledge workers and communications experts.

However, another wave of change is rapidly descending upon us and that's the change from massification to personalisation, from rival to non-rival economics, from consumer to prosumer, as Alvin and Heidi Toffler term it, and from tangibles to intangibles. In order to survive and prosper, we need to keep up with these changes otherwise, like the seed that surrenders its potential, we'll slowly wither and die playing a game that can never be won.

An intangible is essentially a positive mental, physical, emotional or spiritual experience. The more

intangibly dense something is, the more money there is to be made from it. To thrive, prosper and grow in this new wave of change, to succeed in what psychologist Morrie Shechtman terms a rapidly changing, fast-paced global communication-intensive society, you need to ride a new wave, 'the Fifth Wave' and make real changes from the inside out.

"We are now in a Fifth Wave", says Shechtman, "Where our futures are no longer predicated on what happens out there, they are predicated on what happens in ourselves. To be meaningful, breakthroughs for both individuals and organizations have to be internal." And internal work is all about changing feelings or changing what Shechtman refers to as the most powerful forces in an individual's makeup; their 'familiar'.

"A familiar is a feeling state to which we return again and again. It is an emotional pattern that holds tremendous power over our choices, our relationships and our careers. Rooted in our families and our upbringing, the familiar is a feeling that we unconsciously reproduce, sometimes to our benefit, but often to our detriment. This feeling may keep us from doing things that are productive or smart. It may even cause us to do things that are self-destructive."

**Personal mastery** is all about gaining an understanding of why our familiars keep us repeating the same mistakes over and over again. Why we keep returning to the same emotional states over and over again, why familiar emotional patterns hold great power over us and why we keep chasing rabbits we'll never catch.

Familiars are subconsciously reproduced patterns. They're an amazingly strong and persistent collection of attitudes that developed in our childhoods. As such they hold tremendous power to cause us to act in certain predictable ways. **Personal mastery** allows us to drill down and examine the long-buried demons that keep us from achieving our full potential. Most of us know we are capable of so much more but somehow we've lost sight of our innate power to achieve.

It's critical to understand that it might be your familiars that are keeping you from experiencing optimal performance and the life of your dreams. Your familiars may be exerting tremendous power over your choices, relationships and economic results; keeping you incarcerated in a game that's designed never to be won.

**Personal mastery** allows you to dissolve the power of old familiars so that you can move towards a more expansive and sustainable form of economic and personal freedom. Awareness and transparency are always the first steps in bringing about change.

Familiars cause unconscious contraction over time that feels 'comfortable'.

## Comfort Zone

Have you ever seriously thought about the term 'comfort zone' and what it actually means? Comfort is derived from the thirteenth century Old French and Latin words **conforter** meaning 'to help, to strengthen' and **confortare** meaning 'to strengthen much', **com** = intens + **fortis** = strong.

The word zone comes from the thirteenth century Latin word **zona** meaning 'a geographical belt' and the thirteenth century Greek words **zone** meaning 'a belt' and **zonnyani** meaning 'to grind, to gird, girdle'. From here we might describe a 'comfort zone' as one's ability to strengthen a girdle around a particular space or issue.

It's important to understand the notion of girdle or belt because both have upper and lower edges which define their limits. Enculturation teaches people how to live within the upper and lower limits as determined appropriate by that culture.

When we translate this to finances, most people have been conditioned to live within their financial limits, their financial girdle or 'comfort zone'. While they may want more, the strength of their conditioning prevents them from straying too far outside the limits of their financial girdles. In fact there's plenty of research to suggest that if, fortuitously, a person moves 10% above their upper limit, they'll do something to decompensate for this movement.

They'll go on a shopping spree, take a holiday, make a bad investment, have a party, or buy something that depreciates in value. In other words, they'll find a way to get rid of their windfall. In a trading environment, they'll make all sorts of silly mistakes that cause them to lose money and eventually give up on the trading process itself. Of all the lottery or pools winners ever, only around 1% still have anywhere near the value of their winnings left.

Alternatively, if a change of circumstances finds a person falling 10% below their lower limit, they'll undertake all sorts of activities such as working extra hours, getting second jobs, retraining, or gaining more qualifications etc., in a bid to scramble back into the zone of their financial girdle. In a trading environment people will tend to chase losses but because they're unaware of their conditioning and what's going on, they'll continue to throw good money after bad while listening to voices that can never save them.

**Once awareness reveals itself through a flash of inspiration, or a gradual realisation, all you need is the courage to follow through on what you already know.**

The most critical awareness you can develop is an understanding that enculturation develops a girdle for every aspect of a person's life. In other words, most people have been conditioned to have upper limits in love, happiness, adventure, romance, connectedness, money, vitality, fun, freedom and the list goes on. If you find yourself outside your limits, subconsciously you'll sabotage or create a drama in order to get back into the comfort of your limits.

If you're not getting what you want, there are only two decisions to begin your next day in life, finances, business, lifestyle, relationships, and health with. In just about any area of life I can think of your next step must be a conscious decision to expand. If you don't, what you're actually doing is making a less than conscious decision to contract.

Begin your journey today by reviewing whether or not you've made unconscious decisions to contract to a level of comfort over time. If so, you'll be living between the upper and lower limits of that comfort zone.

**Personal mastery** is about identifying the limits that hold you back and, once you can learn to identify and dissolve them, you are open to the potential of making dramatic shifts in your ability to experience more compassion, connectedness, wellness, vitality, financial prosperity and positive feelings. You'll move out of the 'ordinary' and into the 'extraordinary' experiences of life.

At Trading Mastery, both Paul Counsel and Garry Davis will personally mentor you through all the personal processes you need to master in order to achieve the level of success you desire.

Combining the three P's of extraordinary achievement and being supported to achieve your full potential means gaining revolutionary increases in your trading returns.

Expansion or contraction: long-term, you can't have it both ways.

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