



TRADER 01

JOHN

From the pits to the screen

OVERVIEW: John was a trader with over 20 years trading experience. Most of those years were spent being a trader on a Chicago trading floor. In recent years, as the trading volume in the pits continued to decline, John decided to make the transition to become an electronic upstairs trader. This transition had his head spinning, his anxiety up and his bank account tethering on disaster. When he arrived in my office he hadn't made money upstairs trading for over 18 months. He was failing miserably, his self-confidence was measurably shaken and his marriage was hanging on by a thread.

RESOLUTION: Initially, John spent several sessions offering insight and context around who he was, his trading history and what his perceptions were around what was unraveling in his personal and professional world. After this process was complete I asked him to take one simple action: stop trading.

At that juncture, John was not psychologically fit to trade. He needed distance, psyche recovery and the deployment of some more effective strategies. He agreed. We spent some time mending his self-esteem. We challenged his thinking and analyzed his ineffective preparation and approach to transitioning upstairs to trade. We trained him in sleep exercises to foster a restful night's sleep, decreased his alcohol use, implemented more effective stress release strategies and created more connection and intimacy in the recovery of his marriage.

After devising a better game plan that included simulated trading, testing of his trading methods, identification of the success or failure of his actual trades versus his ideal trades and the refinement of his approach to electronic trading we unleashed him to trade.

With John's ability to become a different observer and a more effective observer of himself, his trading, the market and the market place of electronic trading, he was now much better equipped to start over. His fresh new 'upstairs eyes' became more and more refined and soon his confidence became stronger and stronger.

Within several months, the recovery process was strongly on track. He was back to consistently making money and although his size was greatly reduced from his floor trading days, John felt that the size would eventually return as well.

Fast-forward, two years later, his prediction came true. He was trading the size he used to trade on the trading floor and thoroughly enjoying his new skill-set. He engaged in marriage counseling and his once shaky marriage was back on track. He was disciplined in his new methodology and putting in the requisite hours after trading hours to continue to hone his skill. John's future is brighter than ever.