



TRADER 03

TOM

Can't seem to make money anymore

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**OVERVIEW:** Tom came in with no specific complaint other than “Since I started to trade on my own, I can’t seem to make money. I just can’t turn the corner.” For one reason or another, the scenario of suddenly or consistently not being able to make money represents a fairly large percentage of trading clients who end up in our office. Typically, they are emotionally spent, frustrated with the inability to make enough money and terrified to even consider what lies in front of them if they can’t make this work.

Prior to going on his own, Tom had traded for years with a proprietary trading company. He made a very good living and then decided to leave to trade his own money in order to maximize his profits. Unfortunately, once he left his ‘prop shop,’ there was no profit to take. Tom was steadily losing money. There seemed to be only downside. He was getting nervous.

**OUTCOME:** The shift from trading someone else’s money to trading your own money can be a very challenging transition. Emotions and psychology play a huge role. The safety net is gone, you are isolated and fear can emerge where seemingly little to none had existed before.

After a thorough assessment, we targeted his emotional state, his thinking and his recent reactive and erratic trading as areas to focus on. He was trading scared and scared to trade. That had to stop quickly.

Through the use of trial and error, we introduced exercises, taught new cognitive strategies, offered tools to use while trading, and used interventions that were neuroscience based. Within a few months we were able to shift his state measurably. He steadied and began to gain his confidence back.

Suddenly, on his own accord, he announced that he was going to stop trading and immerse himself in our work. We worked intensely for a couple more months strengthening his personal and professional trading psychology. After he felt he had integrated the work, he re-emerged into the marketplace with the focus and fearlessness he once had.

He worked the program, made life and work changes. He was thinking different, trading different and both life and work got back on track. He leaned into his future, never looked back and was back on his feet, stronger than ever. Happily immersed in the profession of trading, Tom was once again making a robust living trading and putting more in his pocket as he originally intended.