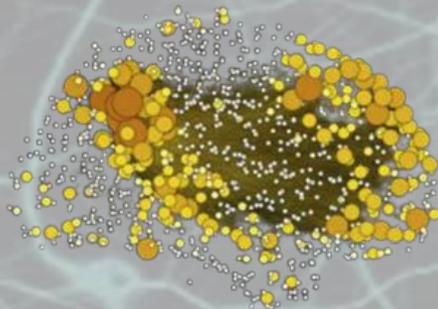
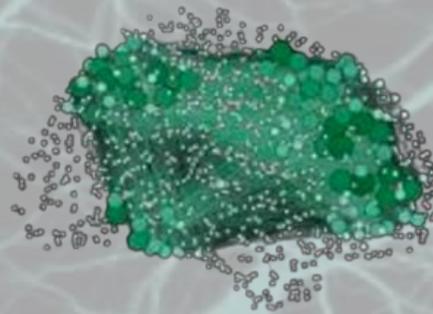


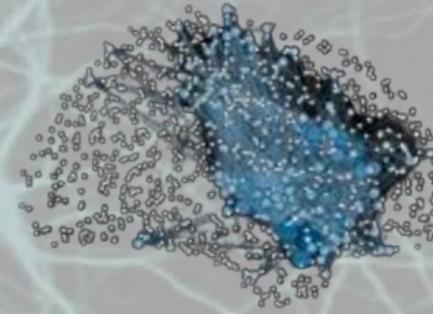
Mastering fear in trading: insights, discussions and practical mindset tools



Thoughts



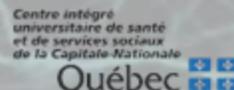
Perceptions



Emotions

Dr. Vanessa Charland

Jan 22nd 2025





HAPPY
NEW YEAR
2025



Trading prep

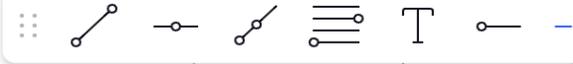


Examples of trades

100 NQ1! · 5 · CME ● O21,561.50 H21,568.00 L21,559.00 C21,565.75 +5.25 (+0.02%)

21,564.50 SELL 1.00 21,565.50 BUY

4



12:00 13:30 15:00 19 19:30 21:00 22:30 Mon 20 Jan 00:10 01:30

1D 5D 1M 3M 6M YTD 1Y 5Y All

20:37:49 (UTC-5) ETH B-ADJ

Q /NQ



1m 3m 5m 15m 1h 4h



Preferences Add Chart Lir



/NQ · 5 O21537.25 H21545.75 L21536.50 C21544.50 +7.25 (+0.03%) Vol162



ATR 14 14.21

09:00 12:00 15:00 19 21:00 19 Jan '25 23:05 03:00 06:00

1yr 3m 1m 5d 3d 1d

19:52:34 (UTC-5) ETH | % log auto

Q/NQ



1m 3m 5m 15m 1h 4h



Preferences

Add Chart Lir



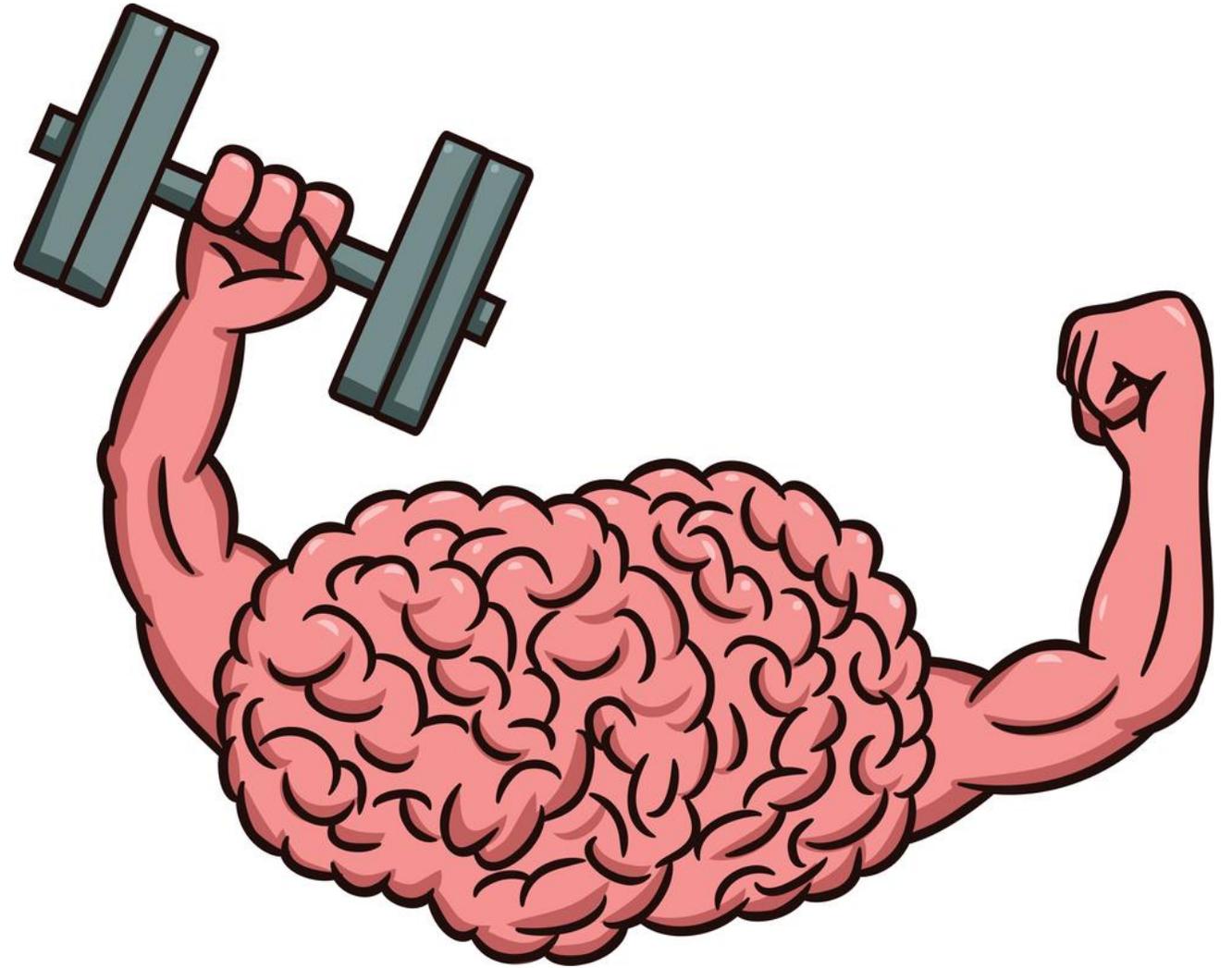
TV

ATR 14 14.58

1yr 3m 1m 5d 3d 1d

20:04:09 (UTC-5) ETH | % log auto

Hypnosis exercise



Hypnosis – A Powerful Tool for Trading Success

What is Hypnosis?

- A state of deep focus and relaxation where the mind becomes more receptive to positive change via the hypnotherapist suggestions.
- It allows access to the subconscious mind to reframe limiting beliefs and develop productive thought patterns.
- Contrary to myths, hypnosis is not about losing control but about enhancing self-awareness and mental discipline.

Hypnosis – A Powerful Tool for Trading Success

Why Use Hypnosis in Trading?

- **Rewire Limiting Beliefs:** Shift fear, self-doubt, and perfectionism to confidence and discipline.
- **Manage Emotions:** Stay calm under pressure and reduce impulsive decisions.
- **Enhance Focus & Discipline:** Strengthen adherence to your trading plan.
- **Build Resilience:** Accept losses with a detached mindset and move forward.
- **Boost Confidence:** Trust your process and decisions without hesitation.

Curing fear



Curing fear

Build a trusted and tested **system**

Practice using your system and its **rules**

Let your trades **breathe** inside your system's **parameters**

SIZE DOWN

Be **mindful** – changing your brain requires conscious **actions!**

Shift focus: **process over profits**

PATIENCE

Work with a **trading coach** if needed



“Faith is taking the first step even when you don't see the whole staircase.”

Martin Luther King Jr.

Personalized CBT coaching program



- 1. Undo Your Mind:** Will get **neuroplasticity** going to reshape your thinking, eliminate limiting beliefs, **unlearn** and develop a mindset that supports disciplined and confident trading
- 2. Master Capital Protection:** Become an expert at **protecting your capital and losing the right way**, which is the foundation of long-term success.
- 3. Enhance Self-Awareness:** Identify what brain files needs fixing, **recognize + document** emotional triggers, cognitive biases, and patterns that may interfere with your decision-making.
- 4. Build a Solid Trading Process:** Together, we will construct a robust, personalized **trading process** that aligns with your financial goals and risk tolerance, ensuring you have the **right structure** to execute **consistently** and efficiently.





Thank you!!

Get in touch
vanessavcharland@gmail.com



Canada-Euro-Ense
Physiol. Clin. Res.
Collaborative research
in neuroscience of Canada



Centre intégré
universitaire de santé
et de services sociaux
de la Capitale-Nationale
Québec





Understanding fear in trading

1. Fear of loss
2. Fear of leaving money on the table
3. Fear of being wrong
4. Fear of taking a trade when the signal appears
5. Fear of missing out (FOMO)
6. Fear of uncertainty
7. Fear of repeating past mistakes
8. Fear of success
9. Fear of inadequacy
10. Attachment to outcome

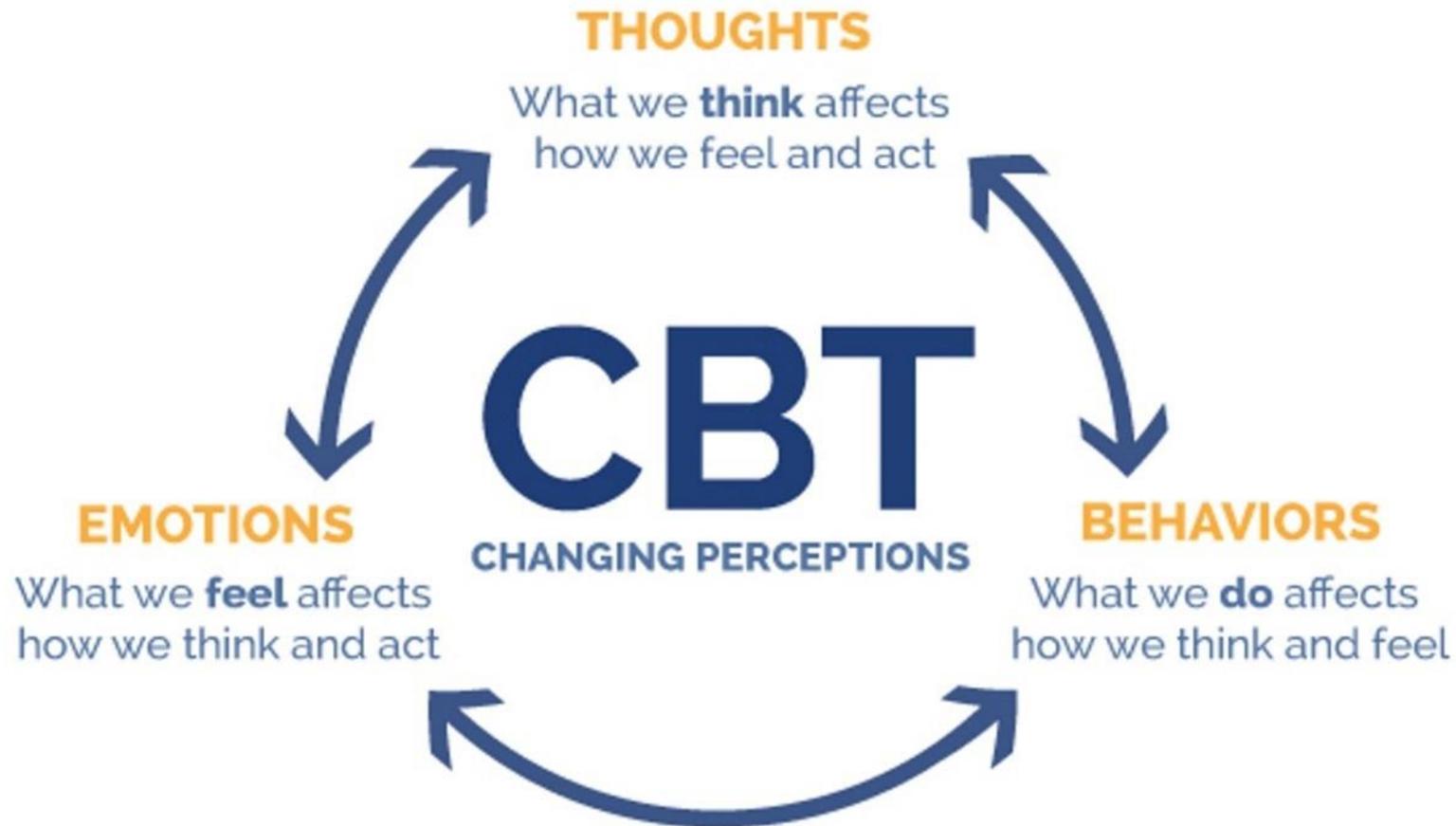
Take home Practical exercise

Awareness: Identify specific beliefs driving your fear.

Actions:

- **Reframe:** Replace limiting beliefs with empowering ones (e.g., "Losses are a natural part of trading" instead of "Losing means I'm not a good trader").
- **Evidence:** Journaling
- **Focus on Process:** Shift attention to consistently following your system.
- **Build Confidence:** Practice mindfulness and simulation trading to desensitize yourself to the fear of loss.

CBT to overcome fear in trading



A man in a grey suit and tie is talking on a mobile phone. He is in a busy office environment with many computer monitors and desks. A sign with the letters 'NY' is visible in the background. The image is a meme with overlaid text.

Hello, mom?

...yeah.

Is my old room still available?

MASTER THE MARKET WITH
CONFIDENCE, DISCIPLINE AND
A WINNING ATTITUDE

TRADING IN THE ZONE

MARK DOUGLAS

AUTHOR OF *The Disciplined Trader*

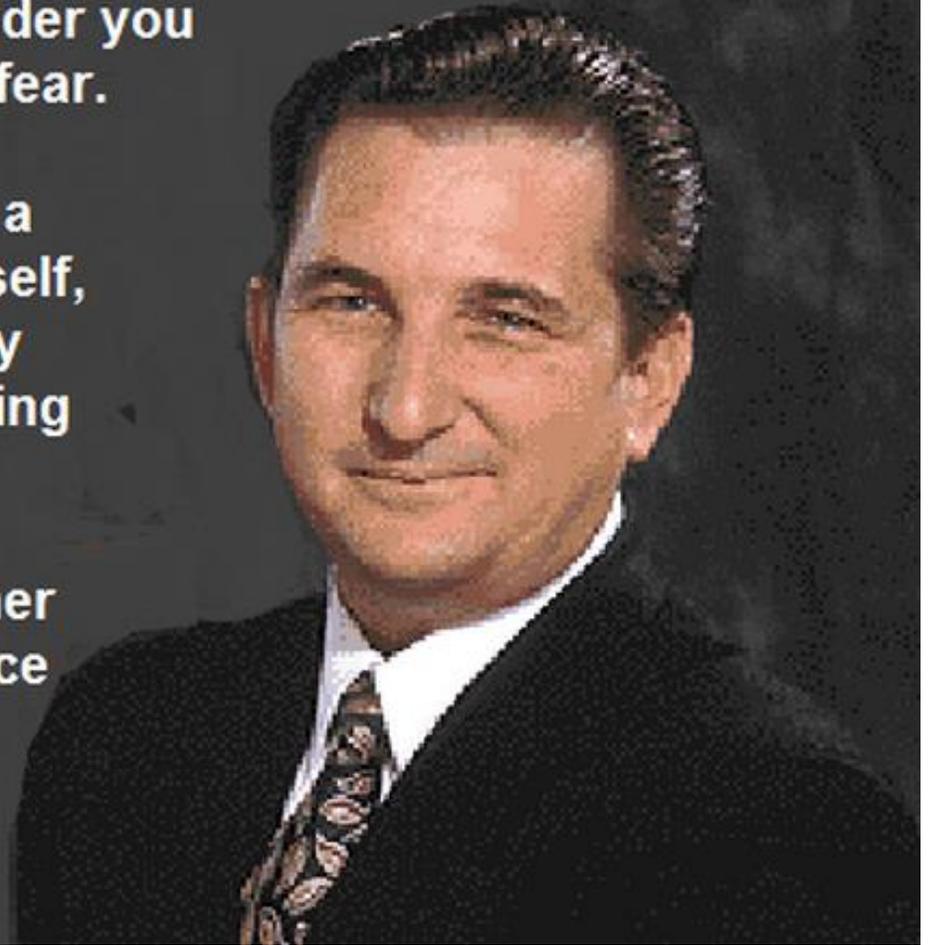
Foreword by Thom Hartle

To be a successful trader you
need to trade without fear.

When you use fear as a
resource to limit yourself,
you will create the very
conditions you are trying
to avoid.

Or to say this in another
way, you will experience
your fears.

Mark Douglas



14:27:43



11:00:07



11:00:25



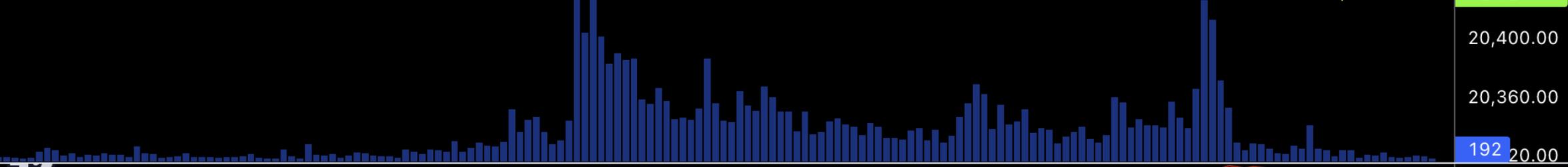


Simplifying to Find My Edge: The Power of Process



100 NQ1! · 5 · CME ● O20,439.00 H20,446.75 L20,438.25 C20,445.50 +7.25 (+0.04%)

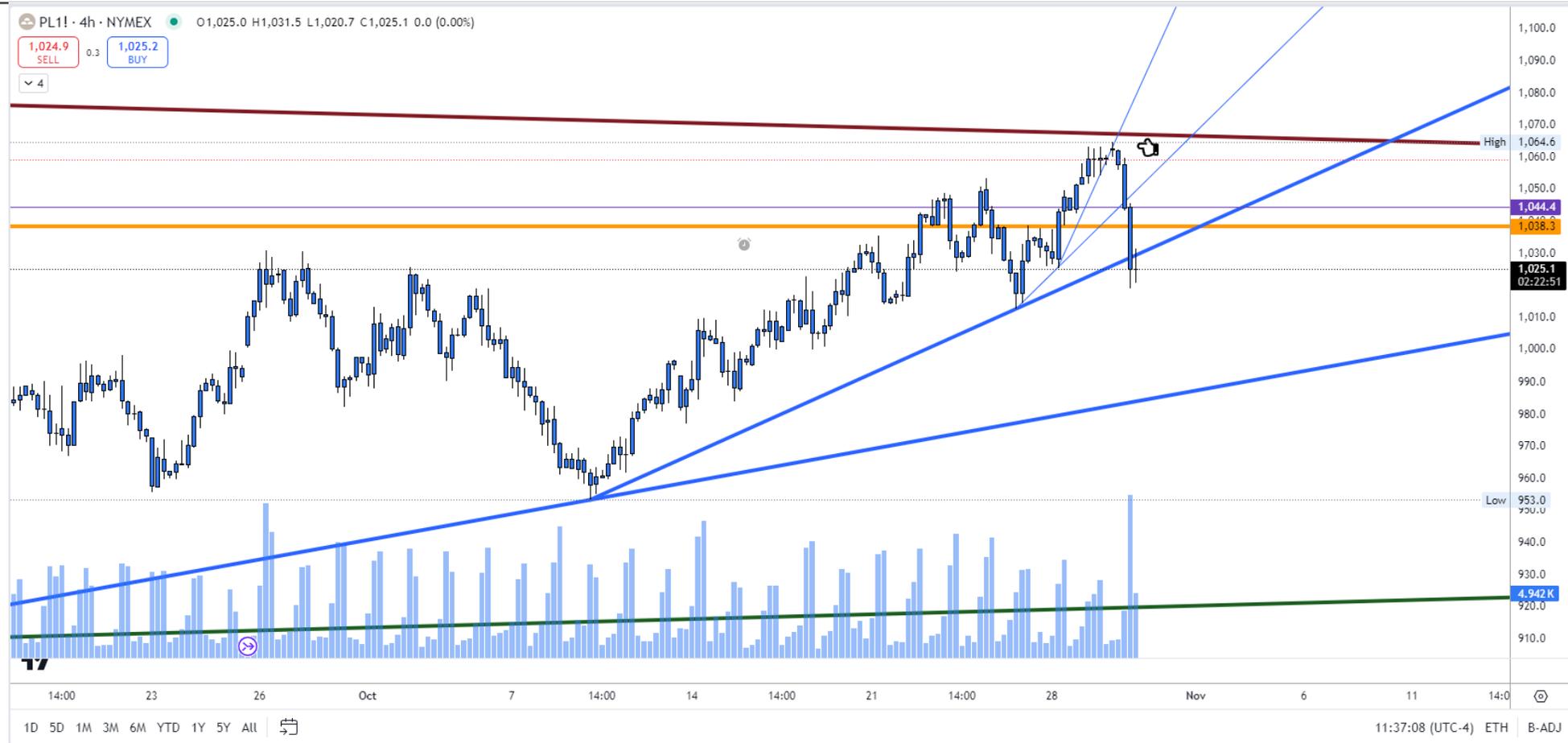
20,444.50 SELL 1.50 20,446.00 BUY



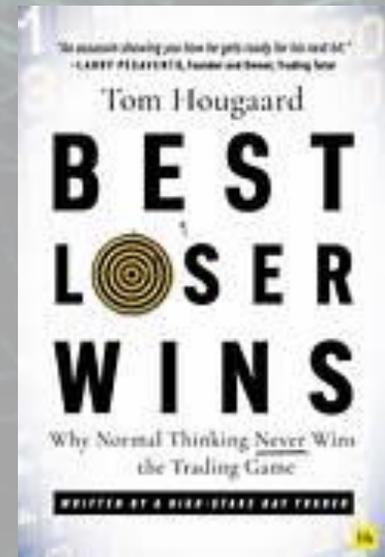
ATR 14 RMA 20.10

04:30 06:00 07:30 09:00 10:30 12:00 13:30 15:00 18:00

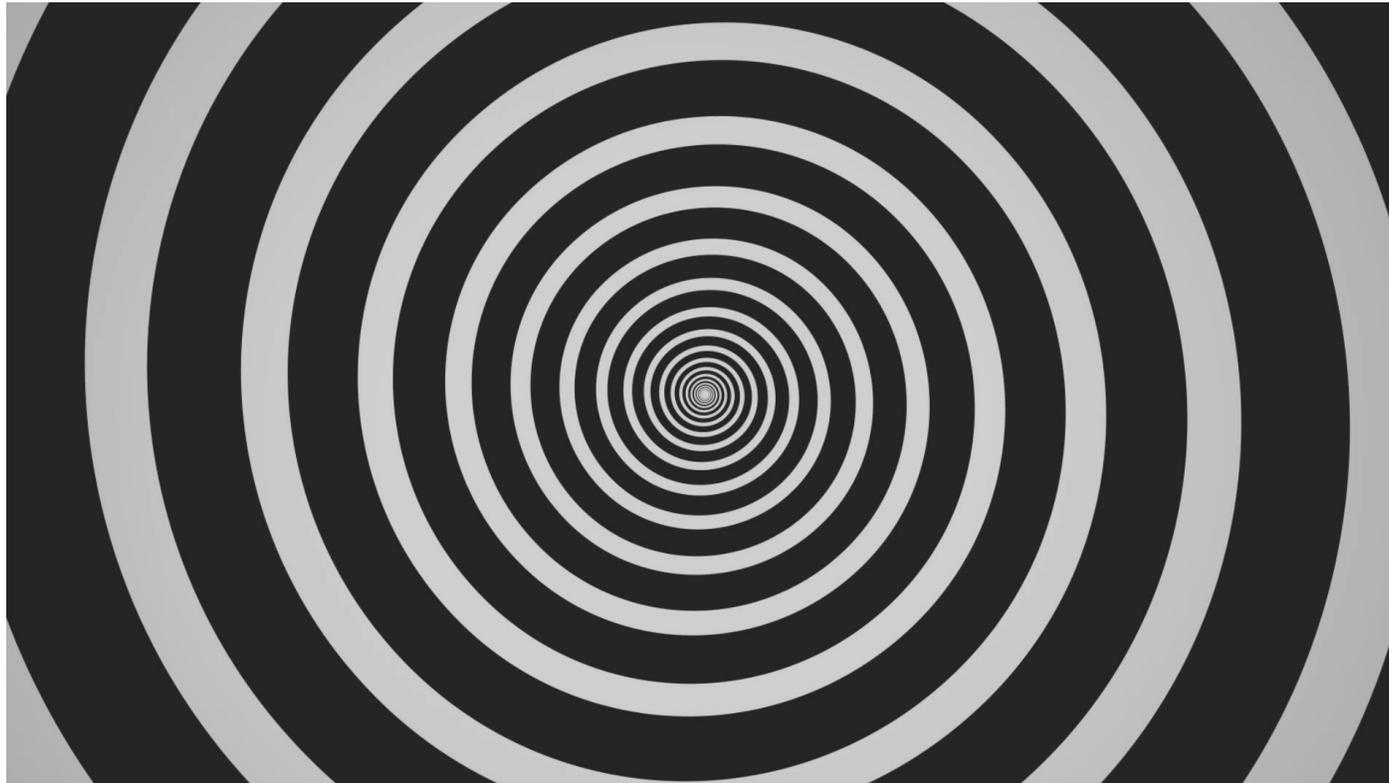
Learning to change my mind



“In a nutshell, what separates the 10-20% of winners from the 80-90% of losers is which brain they are listening to.”



Forget everything you
know



Why we need to change our brain

Stop wanting to **know** what will happen next or how long the trade will last

Stop wanting to **control** the market movements (Rs, targets, daily goals, etc)

Stop wanting to **anticipate** the price's direction (careful with information e.g. earnings)

Stop refusing to **give away money**

Stop resisting to be **obedient** to Mother Market

Stop refusing to **be wrong** because it represents a **threat** to our identity!

*slow
&
steady*
WINS
the RACE





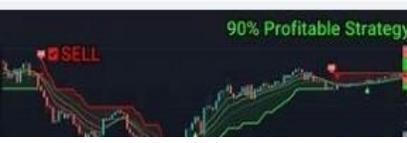
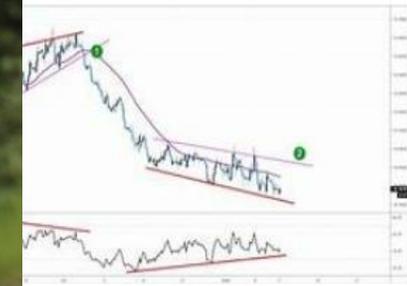
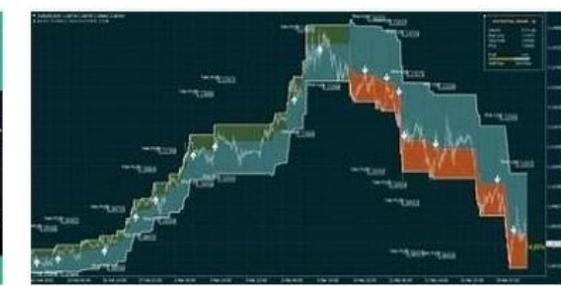
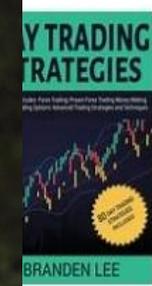
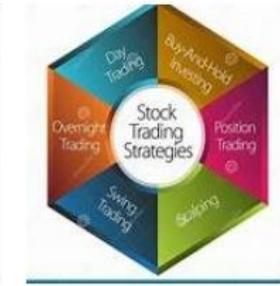
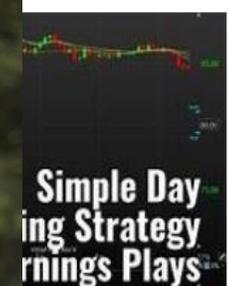
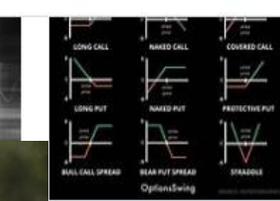
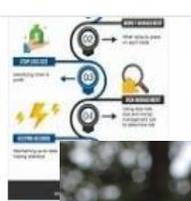
Greed/



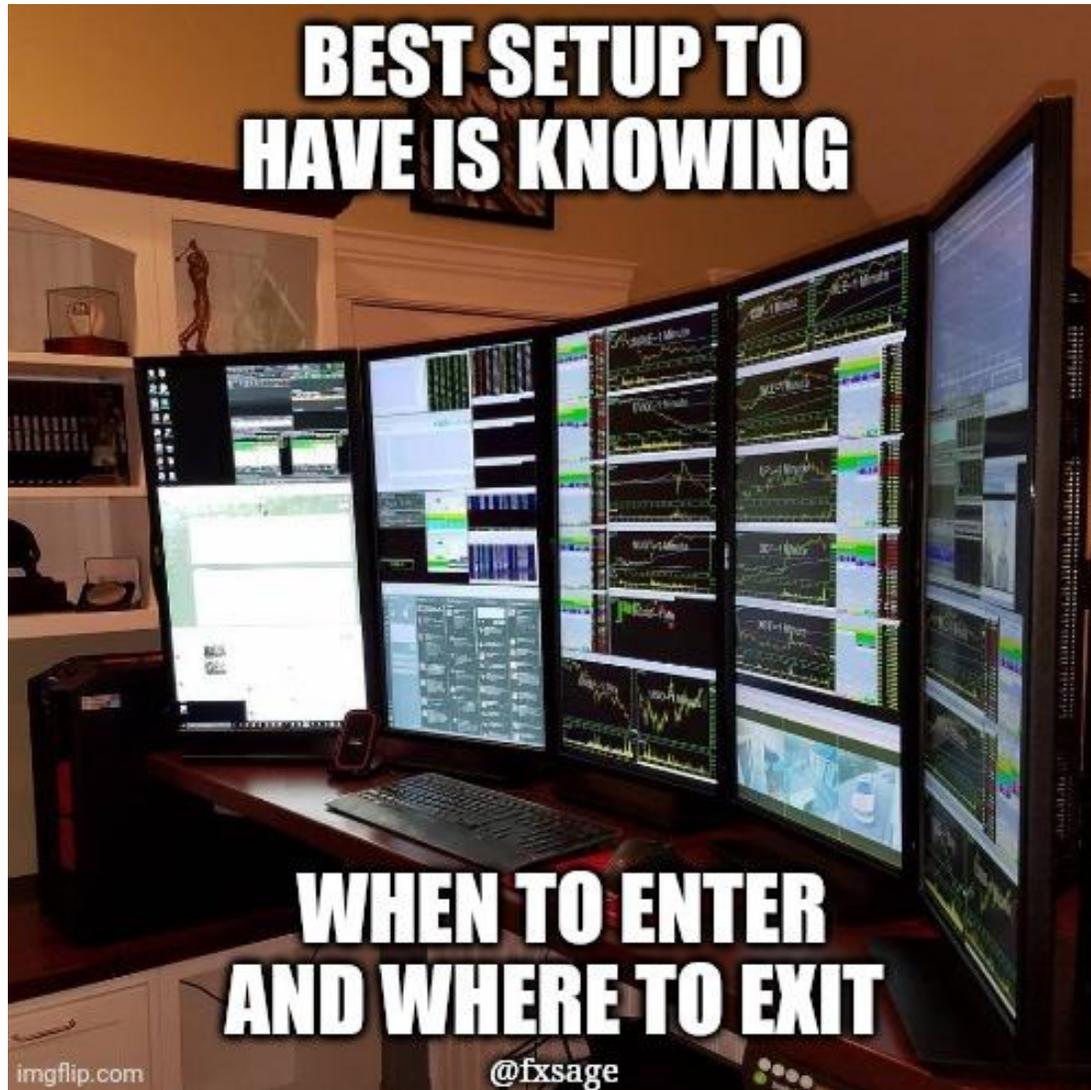
me Impatient:
CYCLE
REPEATS



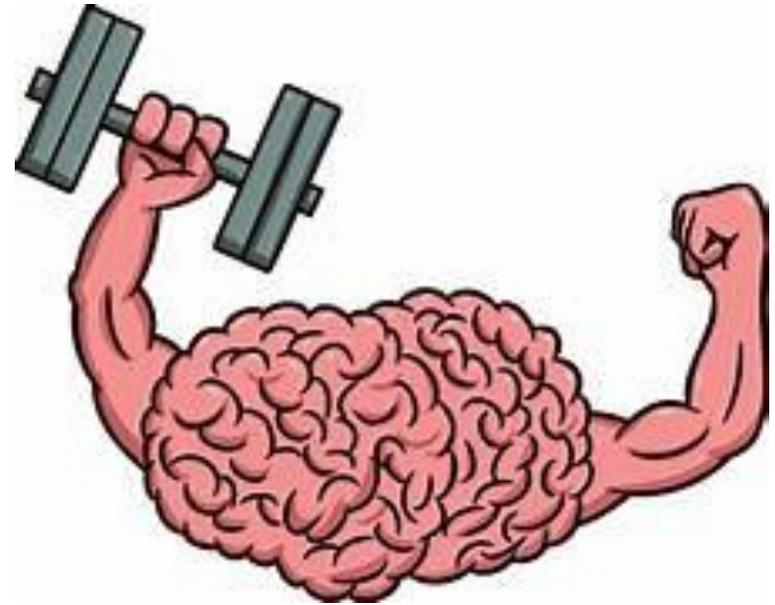
STRATEGY	SHORT TERM	MID TERM	LONG TERM
DAY TRADING	1 MINUTE TO 1 HOUR	1 HOUR TO 1 DAY	1 DAY TO 1 WEEK
SWING TRADING	1 DAY TO 1 WEEK	1 WEEK TO 1 MONTH	1 MONTH TO 3 MONTHS
POSITION TRADING	1 MONTH TO 3 MONTHS	3 MONTHS TO 1 YEAR	1 YEAR TO 5 YEARS



What is the secret sauce??



+



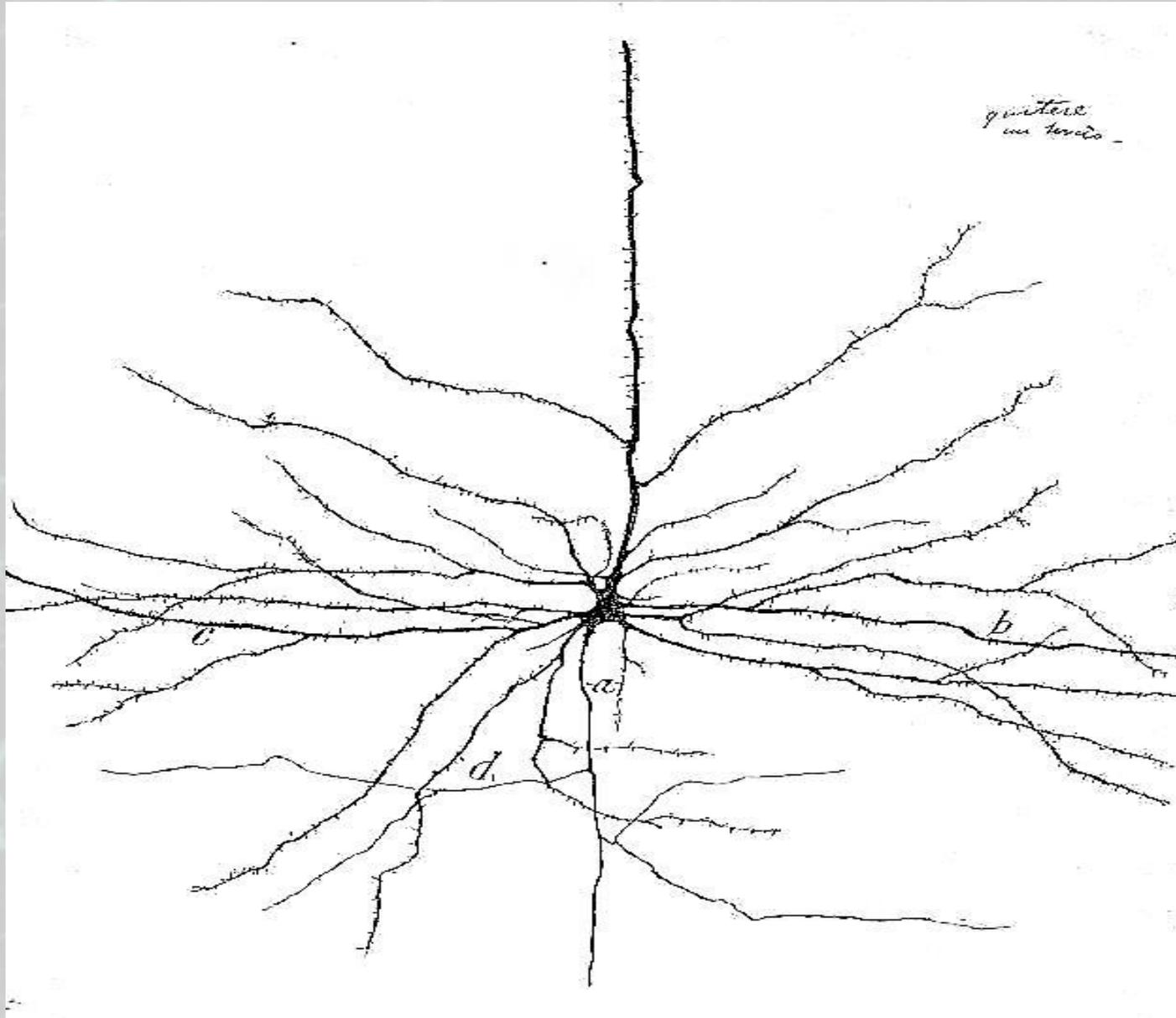
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For fiscal 2024, revenue was up 126% to **\$60.9 billion**.



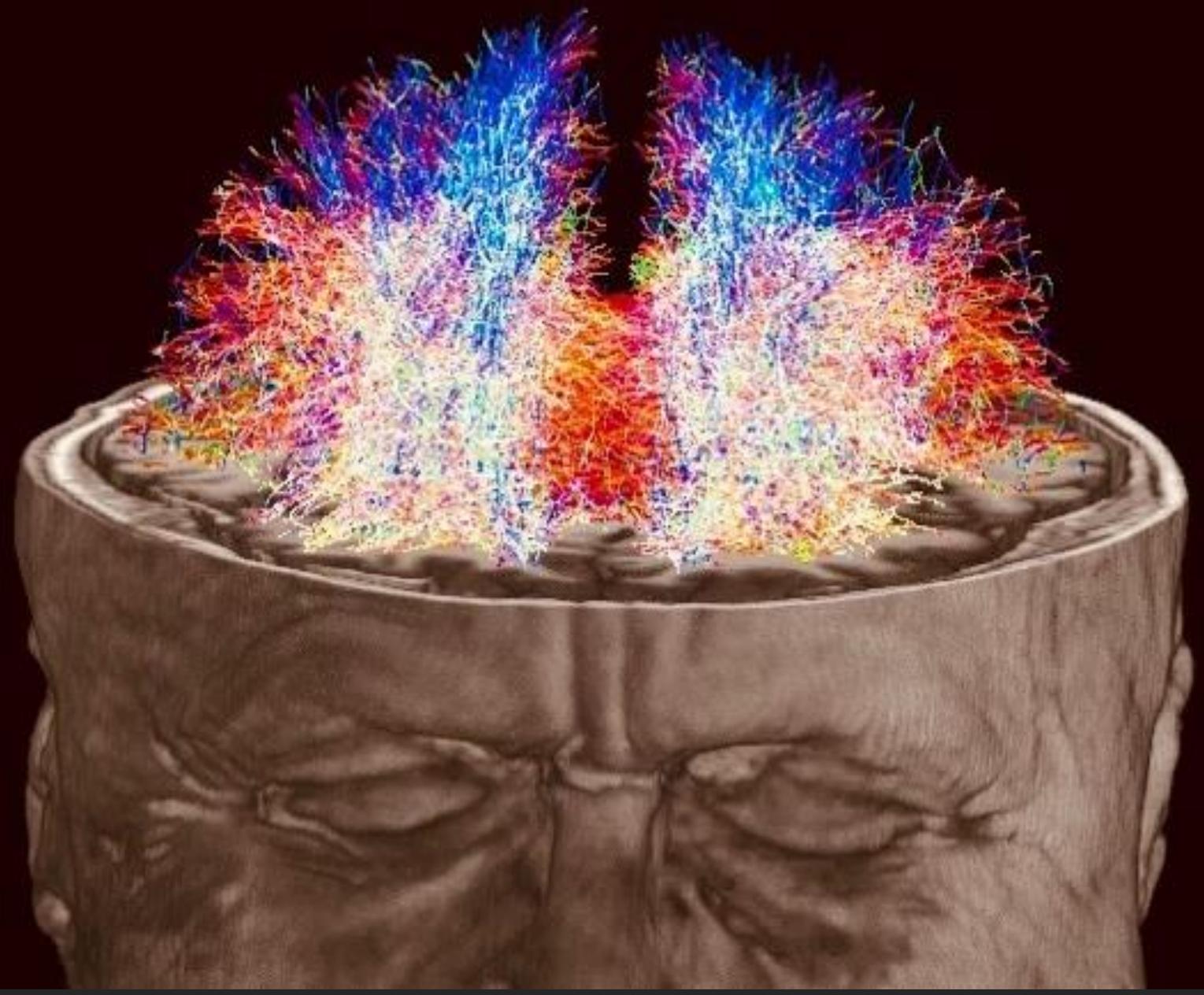


Ramon y Cajal
early 1900





Canada Excellence
Research Chairs
Chaires d'excellence
en recherche du Canada



Changing our brain with self-awareness

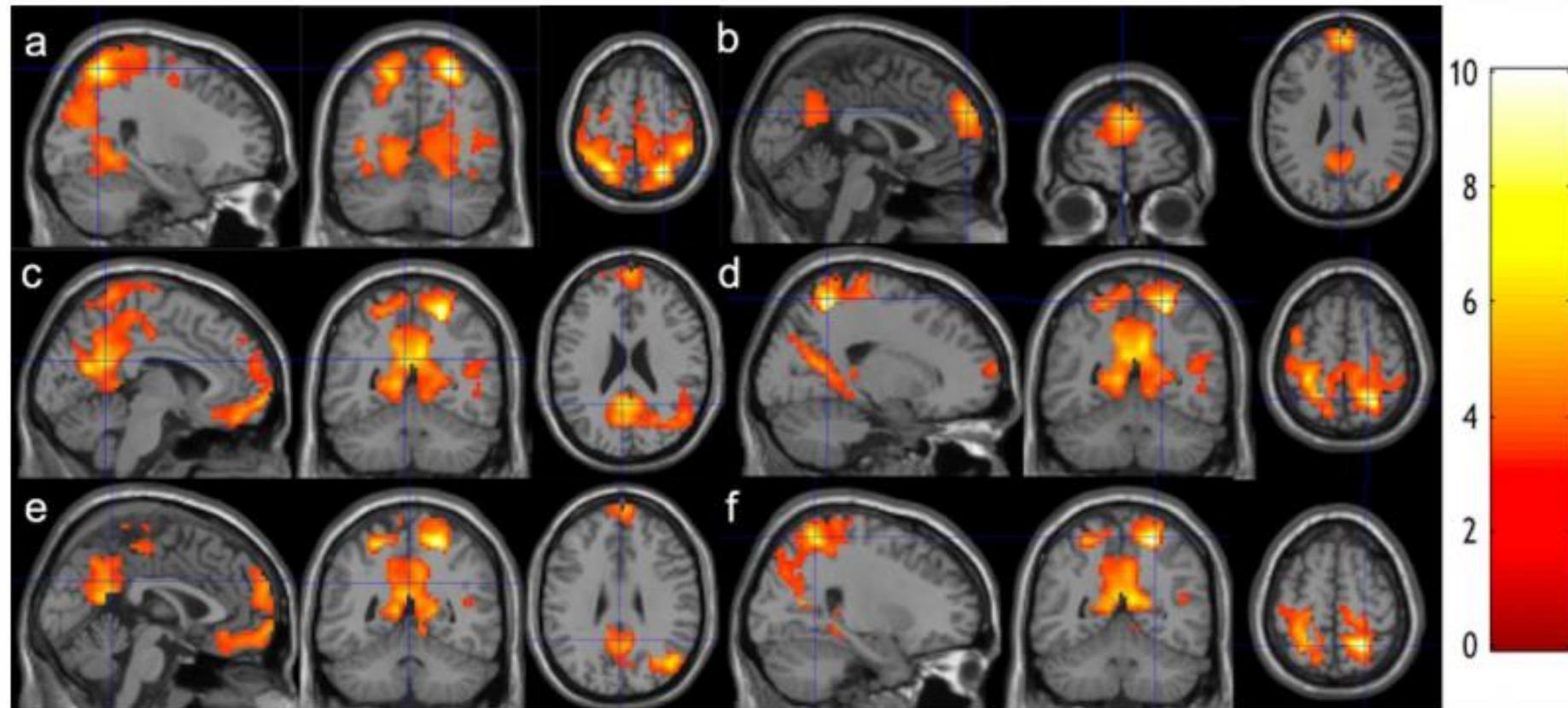


1. Mindfulness rituals – daily meditation practice
2. Reflecting + journaling past trades
3. Habit stacking – link a new habit with another one (e.g. alerts)
4. Set PROCESS goals not monetary ones
5. Develop EQ – do not try to tame emotions but work with them!
6. Visualisation (meditation, hypnosis techniques)
7. Accountability and coaching

Don't Trade Alone.
Join a Community of Serious Like Minded Traders!

Research shows just 8 weeks of meditation studies can make your brain quicker

Students in Binghamton University Scholars Program tested before and after lessons



Researchers at Binghamton University scanned students' brains before and after eight weeks of meditation training. Image Credit: Provided.

Loading: The trader brain

1. #1 priority = Protecting your money – no money no party
2. What is our job really? To be in harmony with the price movements.
3. Pick a simple strategy and system that won't require room for uncertainty.
4. Simulate until your strategy and processes become automatic (egg cooking)
5. Be submissive to Mother Market + get ready to be wrong a lot!
6. Listen to your body and your emotions (e.g. fear)
7. Get self-aware (mindfulness practice, trade review, screen recording, written journal, AI journal, community, buddies)
8. No shortcuts

Limiting beliefs examples

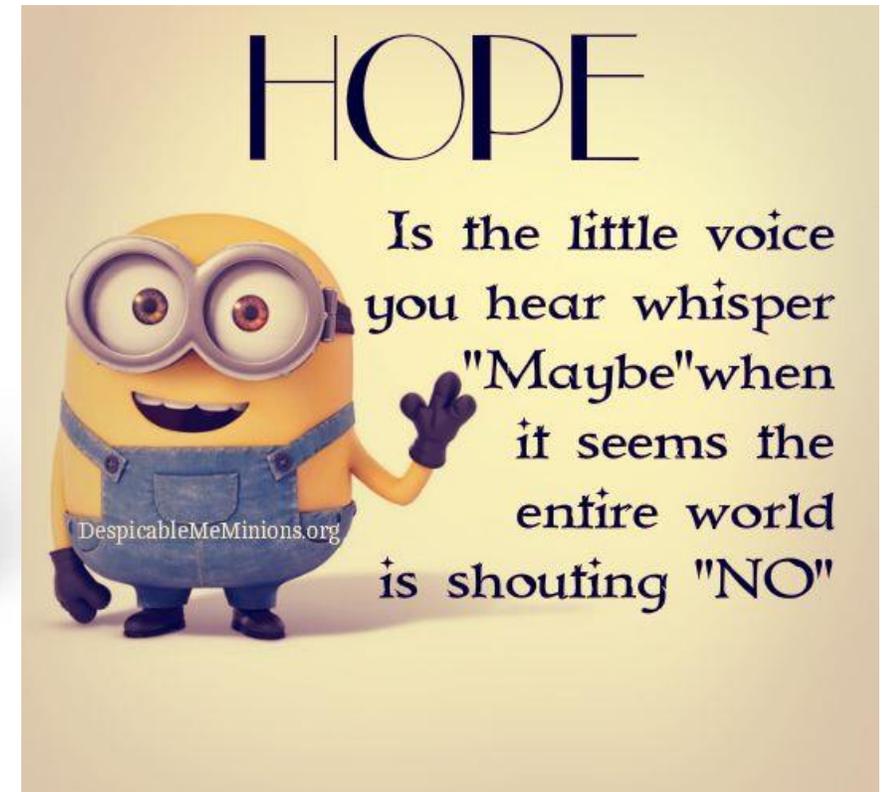
Belief in the Market as an Enemy "The market is out to get me."

Over-Reliance on External Validation "I need others (mentors, experts, social media) to confirm my trades."

Lack of Trust in Self "I'm not skilled enough to trade successfully."

Catastrophizing "One loss means I'll blow my account or never recover."

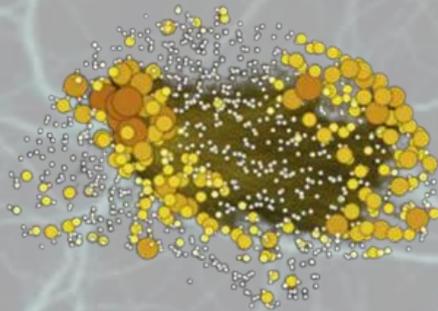
Re-wiring our brains: fear example



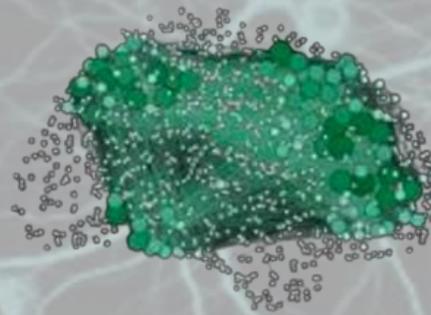


Thank you!!

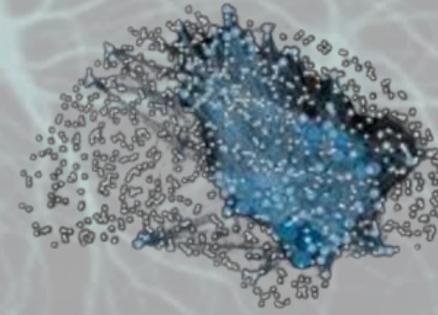
Get in touch → vanessavcharland@gmail.com



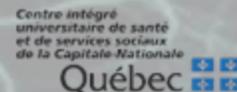
Thoughts



Perceptions



Emotions



Why our humanness can hold us back in trading



What is my job as a trader?

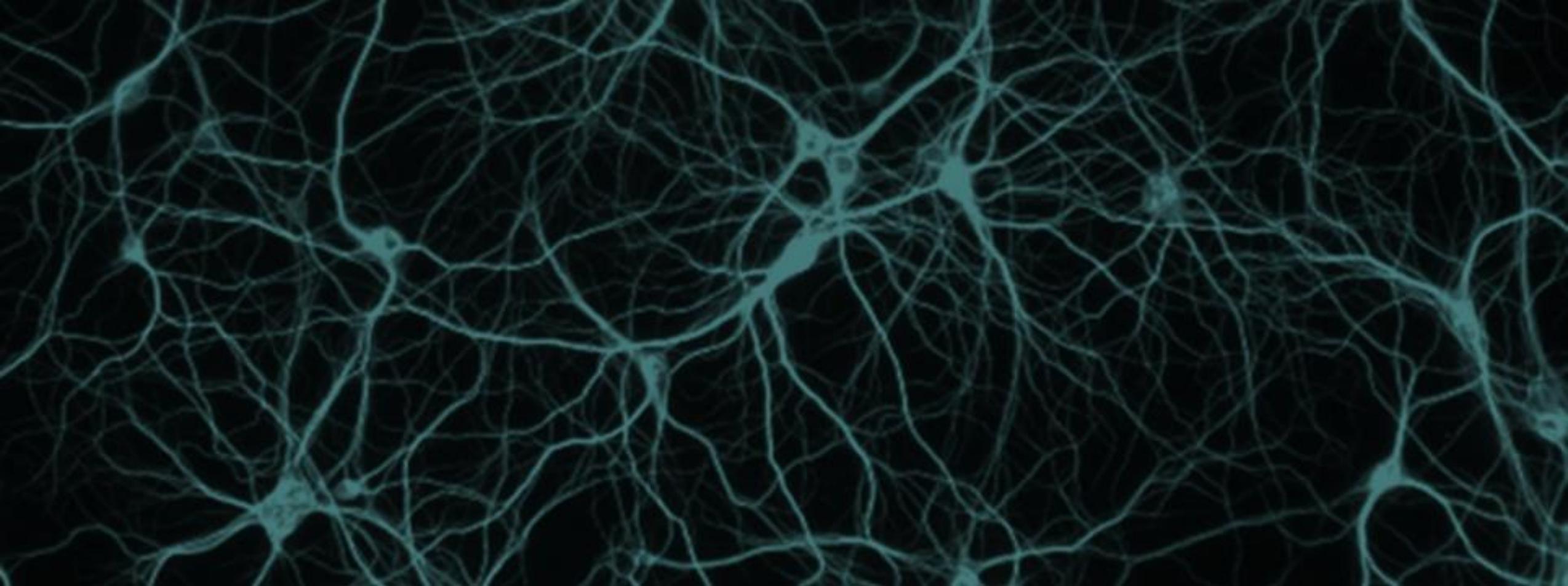
Our emotions and trading



The psychology of success

Bamboo

habits



Closing remarks

Why do we need to change our brain?

1. We need to undo us through neuroplasticity: our natural way of thinking will harm us.
2. Where do we start?
 - Via a regular practice of mindfulness trading and meditation. This practice will enable us to become more attentive to our behaviors and emotions. Meditation has also this power of making us respond instead of react.
 - Via the use of a clear and defined system based on simple strategy(ies). You don't need to focus on all the potential important parameters to make money in the markets.
 - Via the will to change our habits and acknowledge that our way of thinking and acting does not make us consistent winners.
 - Via joining a community, following specific mentors that trade your strategy, coaching and sharing with trading buddies. NEVER TRADE ALONE!!
 - Via getting some reps in. no shortcut in developing a trader's mindset.

Thank you!!!

Get in touch: vanessavcharland@gmail.com

3 steps

TO THE FORMATION OF EVERY HABIT

If the reward in step 3 is 'good', you will repeat. If you repeat enough... a new habit is formed.

The Cue

The cue is the trigger that starts the process. The beep goes off. You dive in and swim the race. You look up at the clock to see your time. The beep going off is the trigger in this example.

1

2

3

The "Reward"

The reward is what happens after you perform the routine. This could be good or bad. The beep goes off. You dive in and swim the race. You look up at the clock to see your time. You seeing your time is the reward in this example.

The Routine

The routine is the behavior itself - it's the action you take. The beep goes off. You dive in and swim the race. You look up at the clock to see your time. You swimming the race is the routine in this example.

The power of habits

How to develop a positive and productive auto pilot for your performance

Trading is relatively easy but extremely complex.

Trading is the hardest way to make easy money.

How to fix my trading?

Self-awareness

- Meditation
- Mindfulness exercises
- Hypnotherapy

Be like the Chinese Bamboo
