

GET PAID

LEARN TO

TRADE



TODD RAMPE



BUSINESS
INSIDER



GET PAID, LEARN TO TRADE

No part of this book may be reproduced in any form or by any electronic or mechanical means including information storage and retrieval systems, without permission in writing from the author. The only exception is by a reviewer, who may quote short excerpts in a published review.



By Todd Rampe

Founder and CEO of Wealth Builders Institute

© WBI, Inc. All Rights Reserved.

TABLE OF CONTENTS

Chapter 1	My Real-Life "Secret" Mentor	3
Chapter 2	Bouncing Back and Becoming Better Than Ever	9
Chapter 3	From Crawling to Running with Day Trading	19
Chapter 4	Think Big! Now Think Even Bigger!	24
Chapter 5	How to Overcome Fear With a "Wonderfully Lopsided" Risk Reward Ratio	28
Chapter 6	How to Become One of the Chosen Few in Trading	32
Chapter 7	Trust the System	37



CHAPTER 1

MY REAL-LIFE "SECRET" MENTOR



"When the student is ready, the teacher will appear."

– Lao Tzu

"Energy and persistence conquer all things."

– Benjamin Franklin

"Knowledge is power. Information is liberating.

Education is the premise of progress...."

– Kofi Annan



I was 34 years old with some money in the bank to invest and no idea what to do with it. I knew I wanted to learn how to trade, so I decided to go to a trading seminar. I booked a flight from Boston to Dallas for this seminar on options trading but as you might imagine, the whole thing went way over my head.

A \$5,000 seminar after all of the expenses and the whole time I couldn't understand anything the presenter was saying! When it came time to go home, I boarded the shuttle bus back to the airport, defeated and ready to give up on my dream of becoming a trader.

On the shuttle to the airport, I sat next to a guy who happened to be holding the trading seminar materials in his lap. We started talking about the seminar and he mentioned that his brother was the reason he decided to attend. His brother was a very profitable trader who had been trading accounts for several other family members over the years.

As the conversation deepened, I decided to ask if he thought his brother would be willing to trade my money. I had recently sold a business and was looking for a new opportunity.

"Well," my new friend said, "probably not."

After some back and forth, I asked again, "Why don't you let your brother decide? Would you please give me his phone number?"

Thankfully, he agreed.



A Slight Delay

When I finally did make the call, it was a year later and sure enough, he said he wouldn't trade my money.

But I wasn't taking no for an answer and after three hours on the phone, he finally relented, *"Okay, Todd, I'll do it for you. Open your account with \$20,000, and I'll get started."*

I was elated and did as he said.

But after three months, he still hadn't taken a single trade in my account.

"It seems like you don't really want to do this... will you *teach* me how to do it instead?" I would finally ask him.

He explained how he had tried to teach someone before but it didn't work out so he had no interest in teaching again. It took a little more persuading before he finally agreed to teach me.

My new mentor lived in the Midwest; I was in Boston. So every few weeks I'd fly out just to sit next to him for a couple of days, observing. From the opening bell to the closing bell, for about five months, he told me what to do and how to do it.

I decided it was best to keep my mouth shut and listen.

Trading for a Truck

Around the same time, I became a Registered Importer (mighty prestigious considering there were under 200 RI's in the entire United States). With this title, I was allowed to import vehicles to the US. And because I was living in Boston at the time, Canadian vehicles became my focus.

During one of my visits to the Midwest, I started telling my mentor all about my import/export business. His interest was piqued because apparently his wife needed a little pickup truck to use around their massive property. They were looking to purchase.

I remember saying to him, "I'll *give* you a truck if you promise to teach me all of your trading secrets."

He didn't charge me anything to teach me but a part of me always felt like he was also holding back a little. Still, I felt incredibly grateful and wanted to compensate him for his time and wisdom.

He agreed, although I'm not sure he believed me in that moment.

A week later, I pulled into his driveway with the keys to their brand new Chevy Silverado.

Slow and Steady

When I first sat down with my mentor, I had no idea what I was looking at. Everything looked completely foreign to me; like I was looking at hieroglyphics. I spent time learning how to read the charts and eventually things became much clearer and easier for me to grasp.

For over five months, he taught me how to be a directional trader using OEX options. This was the main instrument in his success, but I found it to be too slow and boring.

Looking for BIG Opportunities

I was getting impatient with the pace of the OEX and began seeking out different ways to trade. I would frequent a trading website that would issue morning trade recommendations. After some time, I discovered a phenomenal way to day trade stocks and make 2% profit on my money every day.

Now, 2% may not sound like much... but every win adds up.

When I realized the stocks often followed a pattern: the price would shoot up like a bell curve for only one or two days. It occurred to me that I could be making a ton of money. I began by paper trading the stock, meaning I would track my entry and exit prices, in real time watching live markets.

After verifying my hunch paper trading, I added another \$20,000 to my trading account and used the entire balance (\$40,000) in my trades.

My strategy seemed to work like magic. I grew my account to over \$50,000 in the first three weeks; I was onto something big.

I decided to invest a little over \$400,000 to test my theory. I was on a mission—I had a plan to make one million dollars in profit over the next six months; rolling my daily profit into the next trading days buying power.

"Trust me"

At this point, I was ready to share my discovery with family and close friends.

I immediately thought of my close friend, Robert.

Robert was working a normal job but had been expressing curiosity about what I was doing. He was witnessing firsthand the success I was having.

Initially, Robert didn't think he had enough money to trade. That is actually a very common concern amongst people that have never traded options. They always ask, "Don't you need a ton of money to invest in options?" Absolutely not – as a matter of fact, most of my students start with around \$5,000, which is how much Robert said he could invest.

"\$5,000 is a good start, I'll teach you exactly what to do, but you have to trust me, and you need to listen to everything I say."

Robert had never traded before but he had total confidence in me and my method. He listened and followed every instruction.

Every morning I'd call with the list of stocks we were buying today and he would put in his order. I never controlled his account or his money, I just told him what to buy.

In about 90 days, I helped turn his initial \$5,000 investment into \$55,000! It was clear to me this process worked, Robert was another successful case study.

I had been trading an account between \$400,000 and \$500,000. My 2% profit was pulling in \$8,000 - \$10,000 a day! Some days I'd even rake in as much as \$15,000 - \$18,000! Even on the days I lost, I don't think it was ever more than \$1,100. I was making money hand over fist.

I was excited, but the real excitement came just after a huge bump in the road.



CHAPTER 2

BOUNCING BACK AND BECOMING BETTER THAN EVER



"In the business world, the rearview mirror is always clearer than the windshield."

– Warren Buffett

"Pride is the mask of one's own faults."

– Proverb

"Success is how high you bounce after you hit bottom."

– General George Patton



With all my initial success, I began to get careless with my trades. It's easy to do. I even started to margin my money. Success played tricks on my pride, my ego, and had me feeling a bit invincible. But the real problem was that I chose to not listen to my mentor's rules.

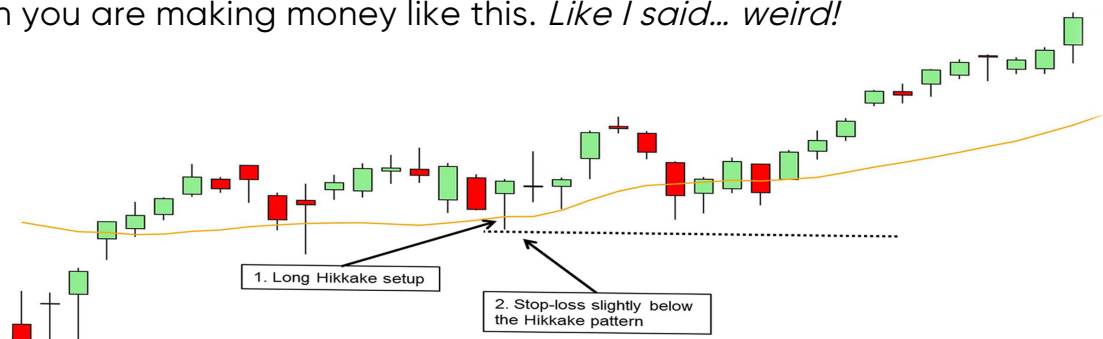
The first and most basic common-sense rule said to only trade a portion of your account. I was regularly investing my entire account **without a stop loss**. My reckless trading habits couldn't have started at a worse time either. The "dot com" bubble-bursting market crash was literally just two weeks away.

I will never forget that Monday in January of 2000. I sat down at my desk, placed my orders like I always did, turned off the computer, and left the house to run errands then meet a friend for lunch. When I got home, I turned my computer on and waited for my trading account to load up and show me another big fat green number in the lower right-hand corner, but that's not what I saw...

Staring at me was a big red \$87,000, which meant the cumulative total of trades for that day were NEGATIVE \$87,000 – *I just lost \$87,000 in one day!*

The main reason I lost so much in one day was because of margin or borrowed money. Back then, the brokerage firms would lend you a dollar for every dollar you had in your account, which means I could tap the credit line the broker made available to me – so I took the 100% loan and doubled the purchasing power of my account.

Here's the weird part about losing \$87,000 that day, and it's even strange to say right now – it didn't really phase me. I just kind of shrugged it off and said, "Oh, well, I'll get it back." That's the kind of power you think you have when you are making money like this. *Like I said... weird!*



Pride Comes Before the Fall

After my losses that Monday, Tuesday was even worse. My phone rang – it was my brokerage firm. They told me that I needed to deposit money in my account right away to cover the losses on the margin or borrowed money – this was my first ever margin call. They said I needed to deposit close to \$50,000 by five o'clock that day.

I was confused and said, *“What are you talking about? I held onto my positions overnight, because I don't want to sell.”*

I was convinced the price of my stocks would come back up.

They had a much different opinion and said it didn't matter, my stocks were underwater, and they wanted the money to cover my margin (or loan) and I needed to put \$50,000 in my account immediately.

At this stage, I was starting to get nervous; however, I assured them I would make the deposit, so off to the bank I went to wire the money.

By the time I got home, and this tells you how long ago this was, there was a message on my answering machine telling me that I needed to send them over another \$45,000! I thought to myself “this can't be right,” so I called them back and told them I had just gotten home from the bank after making the first deposit.

They told me how the markets continued to fall while I was out, and I needed to send them more money to cover the new losses – it was a nightmare!

All I could think was, *you have got to be kidding me.* So, I drove back to the bank, and sent every last dime I had to cover my second margin call of the day.

After I wired the \$45,000, I stood shocked at the bank thinking how that was all the money I had in my personal account. I didn't have any money left because it was now all tied up in my stock positions.

I began to fear that I might not get it back.

Reality set in, and for the first time, I was truly concerned.

Getting a margin call slaps you in the face; it means you are in a losing position, that you neglected to manage properly from the start.

You are paying for money that's already lost.

This is the enormous downside to trading without a stop, because you are basically just gambling and, although I didn't think that at the time, that's exactly what I was doing.

Well, things got a lot worse, and by Friday of that week, I ended up losing a little over \$400,000. This is because for every \$1 the stock prices dropped, I lost \$2 – the dollar I lost, plus the dollar I lost on margin.

Looking back, it's easy to chalk up losing all that money as a big trading lesson, because I've made so much more since, but you can bet I wasn't laughing about it then.

At that time, in my garage, I had a Range Rover and a Harley Davidson Road King, plus new Cobalt boat. The motorcycle was the first thing to go. Next, was the boat, and finally my fancy Range Rover.

Through Thick and Thin

It was February in Boston, and it was freezing. My girlfriend Vanesa and I would sit on the couch with a blanket wrapped around us, because when I ran out of oil to heat the house, I didn't have enough money to buy more. It was so cold in the house that we could actually see our breath.

Vanesa and I had just started dating maybe a month or two prior to all of this. There I was, 35 years old, with more money and stuff than most people when we first started dating, and then suddenly, I had lost it all.

She must have liked the cold cuddles on the couch because she's still with me today, 20 years later.

Lessons from the Fall of Hubris

It took me two years to really get my confidence back.

I took time to reflect on my success and I realized that it came from basically throwing the dice with my trades like a madman, with only an expectation of profiting every day, no guarantee.

I was fearless.

I knew that I had to make major changes if I wanted to succeed as a trader and get back to the basics of what my mentor had originally taught me.

I started to be cautious with how I invested my money, by trading with just a \$500 account; I was trying to regain my confidence.

It took a couple of years of hard work and determination to get back on the right track, but I was driven.



Rebuilding Our Dreams

While I was cautiously rebuilding my confidence (and my trading account) I got involved in another business with Vanesa - flipping houses. We started a company with partners in investment capital, so when I say we went into business, what I mean is that our partners funded everything while Vanesa and I did all the manual labor.

We were tired of the New England winters as you could imagine, from living without heat in February, and don't even get me started about the snow-blower I had to fire up 14+ times in one season. That was the real breaking point, we wanted to move. As luck would have it, I had a conversation with an old friend who happened to be in charge of appraising houses for quite a few banks in Washington state.

I was ready to start investing in real estate and he could tell me where the best deals were, so we decided to work together.

Vanesa and I were moving to Washington!

I joke around still to this day, saying that my friend must have lost all his contacts as we were driving through Montana because by the time we finally got to Washington, my friend's bank connections had all but dried up.

The connections were lost from no fault of my friend, rather it was the banks who changed their minds when they got smart and realized they could save costs by hiring their own crews to renovate properties.

Although my friend and I didn't end up working together, I did beat the bushes and I bought six or eight houses during the two years we lived there. The houses were bringing in money, but I was still determined to have a career in trading, so I was also spending a lot of time fine-tuning my skills with that. I must have been doing a good job because those profits quickly started to exceed the money we were making with real estate.

We moved from the snow in Boston to the rain in Washington, and after only two years there, we decided we didn't like rain almost as much as we didn't like the snow. We wanted sun.

Crossing the Boarder

One night at dinner I said to Vanesa, *"My trading is doing well once again and I can trade from anywhere in the world, so why don't we just move somewhere where we'd like to vacation, and just live there."*

Vanesa is from Mexico, so she started telling me about this place she would visit with her family on the weekend, San Carlos, Sonora. She described a beautiful little beach town on the Sea of Cortez which sounded great to me, so I said, *"Let's fly down there and check it out!"*

Three days later, we were on a plane to Mexico.

The Importance of Making Quick Decisions

As a trader, one skill you absolutely must develop is the ability to make quick decisions. It's true with trading, "If you snooze, you lose." I don't think there's any other business where procrastination punishes you more, than in trading.

We spent a few days looking around San Carlos, but I knew the minute we drove into the town that I wanted to live there. We flew home, sold our house and began preparing to make the move (selling off things and going to the Mexican consulate in Seattle to get my FM3) which would allow me to make money in Mexico.

Five weeks later, we made the move. We got a place on the beach and lived about an hour from Vanesa's family. The four years we lived in San Carlos were great. I spent time starting a couple of different side-line businesses; the main one being a rental shop for ATVs and scooters called "Todd's Quads."

We had a very happy and relaxing time living by the beach, but when my son was born, we knew it was time to leave.

We wanted to raise our son in the USA, and I was also becoming more and more interested in helping other people become successful traders by teaching what I learned in all my years of experience. We wanted to get back to the "real-world," so we moved to Las Vegas in 2010. We've been here since.

Since we've been back in the states, I've committed my time and energy to teaching people how to trade successfully. To date, I'd estimate that through live demonstrations, webinars, and seminars, I've spoken to over 45,000 people with an interest in trading. My business began through word of mouth, and then really took off when I learned that I can hire companies to put me in direct contact with thousands of traders. I had the information but needed traders to teach, these companies were my magic ticket to getting them.

My pitch was simple.

Most traders don't have a real chance of succeeding because they are missing the proper tools and knowledge, just as I once was.

I was introducing a new method, that could help new and seasoned traders perform at a higher level. By teaching them this approach that came with minimal downside, I could increase their chance of success, provided they followed the rules. This excited me.

How to Double Your Income Without Extra Work

The success that's possible with trading is incredible. You can double your income without changing anything, and without doing any more work than you already are. That is, unless you want to call reading charts and clicking a mouse work.

Imagine investing just \$2,500 and then profiting \$800 or \$1,000 a day. The opportunities are truly amazing, because you can literally scale your profit by scaling the investment – it's the world's perfect business, because \$5,000 invested can consistently make a few thousand dollars per trade.

"I'm going to show you how to spot market reversals and I'm going to teach you 3 simple steps to achieve these kinds of results using my Triple Sync Logic software."

I say this to my new students all the time... market reversals are the key to making consistent money in this business. You must keep your antennae up – your eyes and ears open, because there's a lot of misinformation in the trading world. In order to be successful, you need to have an easy way of recognizing qualified trade setups without relying on any complicated theory.

Sure, every once in a while, you may get lucky. But that's all it is. In order to make real money trading, you have to have a strategic approach you can repeat. My mentor used to say to me, "Todd, we are the pilot fish on the whales back. Don't think that you're going to steer them. We jump on for a short period of time to go the ride."

But he would always follow with, *"Jump off before that whale decides to do a leaping breach."*

And that's one of the biggest secrets – knowing when to get out of a trade. You see, it's really easy to click a mouse and get in a trade, but it's much, much harder knowing when to get out of one. You will learn that in the Stock Options Workshop.

Since the Smart Money is Smart, Just Follow Their Lead

The smart money are the institutions, the hedge funds, and the banks. Most people think that banks make the majority of their money from mortgages, or lending people money for cars, boats or home improvements, but that's not true.

Banks are the largest traders in the world – as a matter of fact, 8 of the World's Top 10 Trading Companies are banks.

So, the analogy of learning to “ride their coattails” makes perfect sense to me, because when they decide to move the market, they usually follow the same formula, and that pattern is easy to see on our charts.

Learning how to look for this pattern is what I teach my students. I call it the “h” pattern and I teach them how to spot it within seconds, because this pattern is literally repeated every single day, every single week and every single month of the year by these institutions.

These big trading firms know that you, me and all the other “retail traders, *“which is the term given to non-professional traders,* are all creatures of habit, and sadly, many of them get caught in the banks’ false moves or “head fakes.”

Very simply, I teach my students how to spot those head fakes, so they can confidently wait for the best time to buy, based on a simple formula, rather than being led astray by false indicators.



CHAPTER 3

FROM CRAWLING TO RUNNING WITH DAY TRADING



"Epic things start with small humble steps. Pay respect to your beginnings... Just make sure to never ever stop dreaming."

– Vishen Lakhiani

"When a child learns to walk and falls down 50 times, he never thinks to himself: 'maybe this isn't for me?'"

– Anonymous

"The man who moves a mountain begins by carrying away small stones."

–Confucius

Few people know how to spot a market reversal. Even fewer people have the confidence to believe they're going to make money with them. This is understandable because at first, it can feel like you're going in the opposite direction of what you should be doing. Sometimes I describe it as feeling of swimming upstream. The classic investment advice is to buy a stock at the lowest price possible and then sell at the highest price possible.

The only problem with that is... How are you supposed to know when the price change is going to happen?

That's why spotting market reversals is key.

Your Possibilities are Limitless

Understanding the mechanics of a market reversal helps you determine when stock price is about to fall. When you know that kind of information in advance, it can easily be worth millions of dollars. I want to share the secret with you.

There's an old saying in trading: "You don't want to catch a falling knife."

That's what it can feel like when you start learning about market reversals. It makes sense that the best time to get into a long trade is when the price is going down. And the best time to get into a short trade is when the price is going up.

Obviously, you want to get in right before the price goes down, but more specifically, you want to get in right before it stops going down, then turns and comes back up. And that's what I teach people how to do. **With market reversals, your success is more than just possible. *It's probable.***

Success is Simple

You could consult a crystal ball to determine when a stock price will rise or fall or you could use a more reliable method.

The magic behind our method lies in our software. We only plot the information we need to see to make an informed trading decision so there is no more guessing or hoping the market will move in our favor. We anticipate a move before it happens.

I teach my students to start off small by trading just 10 options positions. That's it. No more is needed. On average, that'll be about a \$2,000 investment to get in the game and **start making money**.

I understand it can be a big deal for someone who is new to trading, or, who has never traded before. **But your comfort level and risk tolerance will go up as you get more experience and start winning some big trades.**

Paper Trading for a Purpose

Paper trading as a necessary evil.

As with learning anything, it is absolutely crucial to practice.

Certainly, you'll want to practice without risking any of your money. It doesn't make much sense to risk a lot while you're still getting your feet wet. But I want to caution you about one thing paper trading can't give you...experience. Taking the leap from paper to real money trading can be daunting, but it is just as necessary if you want to succeed.

The moment you have real money in the trade, you're sitting up straight and staring at the screen: fully alert and paying attention.

With paper trading, it's much easier to lose focus and get distracted; not habits you want to tend. I assure you, it doesn't happen when real money is on the line.

That's why I consider paper trading to be a necessary evil. Anyone can become a hero when paper trading. There's no emotion, no anxiety or enthusiasm, and no pressure.

If I asked you to walk across a 2x4 piece of lumber lying on the ground, assuming there's not an issue with mobility, or a physical restriction, you could easily walk across it.

But what if I were to take that same piece of wood, and put it on top of two buildings, spanning an alley, 150 feet up in the air? Well, then I'd imagine I'd have very few takers willing to climb up and cross that high of a balance beam.

It's the same thing with paper trading. When you're trading with real money, there's higher stakes. There's more raw emotion **and a greater sense of joy and fulfillment when you get a win.**

If you're only trading paper, you'll never really be prepared to make a real trade with money. We want to feel all the same emotions in the beginning when you're learning to trade with a small amount of money. That way we'll know how to respond when the trades get bigger.

I don't mean that you'll need to trade with a small fortune. You just need enough to make you pay attention.

Once you start making successful trades, you'll notice a boost in confidence, allowing you to comfortably increase the number of contracts when you're ready to scale.

Again, that's why I teach everybody to start by trading just \$2,000, or about 10 options contracts. Once they feel comfortable and understand perfectly how to manage the trades, I want them to trade 20 contracts. This is the simple way we are able to scale our investments to hit whatever earnings goal we have.

When I talk about how much money you can make with only 10 contracts, it's about \$500 to \$1,000 a day. So, being conservative, we'll cut that down to \$300 a day on average. That's decent pocket change and just a taste of the kind of success that's possible.

From 10 to 100 to 1,000,000

You can easily go from trading 10 to 80+ contracts as fast as you feel comfortable. By gradually increasing your position, you gradually increase your potential profits.

It really is simple math.

Plus, knowing that your risk versus reward only puts a maximum of \$150 at risk with each lot of 10 contracts, means you should be able to curtail your fear and second-guessing rather quickly, **in exchange for your potential profits.**



CHAPTER 4

THINK BIG! NOW THINK EVEN BIGGER!



"You have to think big, to be big."

– Claude M. Bristol

"An investment in knowledge pays the best interest."

– Benjamin Franklin

*"What you think you create, what you feel you attract,
what you imagine you become."*

– Buddha



The information I teach could easily be worth \$100,000 a year for some students. For others, it will be worth \$300,000 a year or more.

It's all about how big you can think and how quickly you can apply what I teach. **Most people don't think big enough.** It can be hard for them to imagine themselves making hundreds of thousands of dollars, let alone millions.

We might have some limiting beliefs that hold us back from truly embracing what is possible. Maybe we are accustomed to a certain income level. Whatever the case, if this sounds like you, the good news is **you can quickly and easily start earning more money than you ever dreamed was possible.**

With my system, **you'll have the power to make as much money as you could ever desire,** whenever you want, because it's all in **how big you think.**

Give Yourself a Raise

Can you imagine giving yourself a raise whenever you want? What if you could **get paid more without stressing or doing any extra work?** Imagine never having to worry about paying the bills, how you'll get out of debt, or save to buy the things you've always wanted ever again. It is liberating to be able to splurge on something fun without having to worry about how you'll afford it.

Money isn't the only benefit of trading for income. The most valuable benefit of this career is **freedom.**

We make our income in the mornings from our laptop anywhere in the world.

You can "work" on the beach or on your comfy couch and after the closing bell rings, you have the rest of your day to enjoy the spoils. You can buy the things you desire most, the moment you want them. Want a new vehicle, a bigger home, more vacations, or another toy? If only there was a way to easily pay for the things you want and have the most fun you can in life.

Return on Investments

I've invested in a lot of things over the years and the first question I want answered is what I refer to as "payback," in other words, "how quickly will I get my investment back and how much money can I make from the investment?"

When I think about payback, I calculate how much value the investment will provide. Will I learn how to do something extremely valuable that I can use for every transaction in the future? If so, immediately the payback is exponentially worth more.

Learning to trade is the best example of this by far, because you only need to learn how to do this once then you'll have a repeatable skill to use every day the stock market is open.

You can trade part-time and still grow your account. But if you're like me you'll find it's hard to just stop trading when it is so profitable.



The Speed of Your ROI

To me, trading as the world's perfect business because the only overhead is your computer and an internet connection. The **business of trading practically pays you back instantly**, you see the results of your daily trades in real time and **the ROI on your investment is much quicker with trading than with any other business out there.**

Having a mentor or a coach, like I did is an even better way to **ensure your success with trading.**

The saying is true, *"Information changes situations."* I appreciate that saying because for so many people, their financial situation is hopeless.

But it doesn't have to be that way. The more you know and know how to apply what it is you know, is the critical difference between the wealthy and the poor.

Essentially, the rich know how to use money to get more money. So, as cheesy as it sounds, **knowledge really is power.** But you have to believe it's possible for you. That's why I want to encourage you to think big, then bigger.

Just think about it. There are plenty of people out in the world today, dreaming of an opportunity like this. They just don't have a clue where to look or have any idea of **the profits that are possible with trading. Now you do.**

So, I have to ask, **what will you do with this knowledge?**



CHAPTER 5

HOW TO OVERCOME FEAR WITH A “WONDERFULLY LOPSIDED” RISK REWARD RATIO

“

“There are only two emotions in trading: fear and greed”

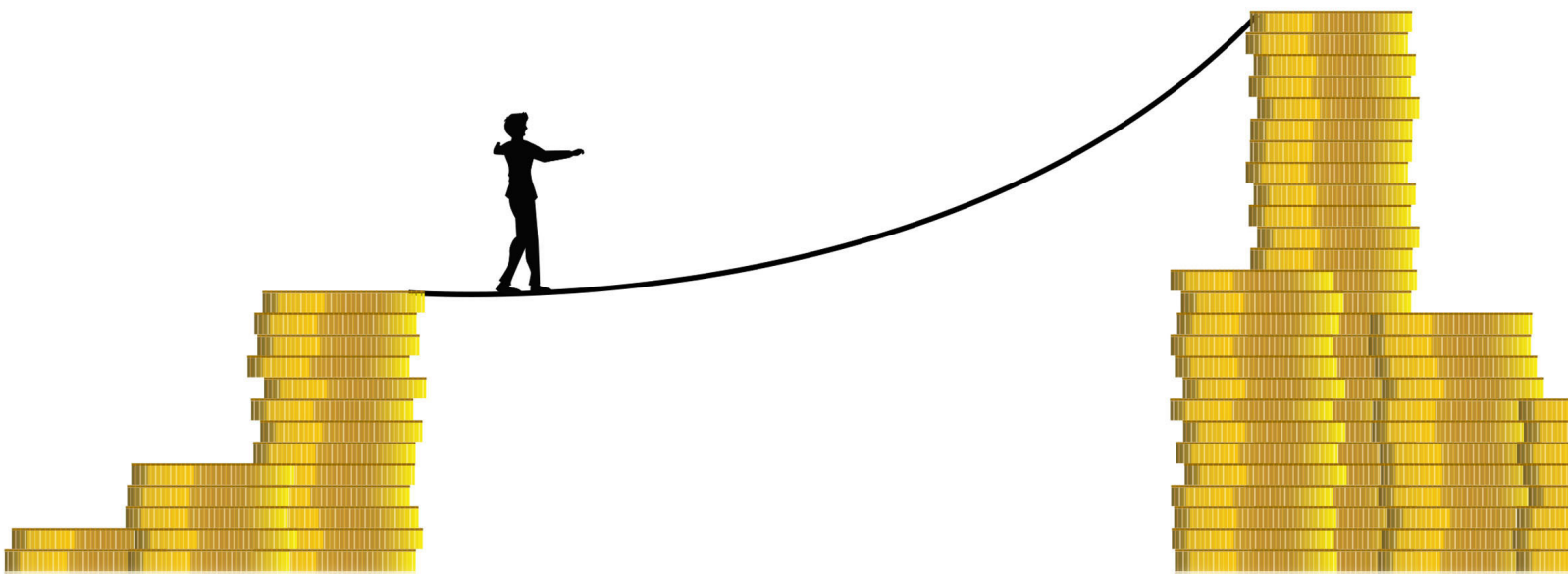
– Sign in the S&P 500 Pit in Chicago

“Fears are nothing more than a state of mind.”

– Napoleon Hill

“If you are not willing to risk the usual, you will have to settle for the ordinary.”

– Jim Rohn



I think you'd be hard pressed to find another business or profession where missed opportunities happen as often as they do in trading but the cause is usually fear.

The rules used to spot market reversals with my Triple Sync Logic software provide three to five qualified trades in each of the five markets I teach my students to trade, each day. That's 15 to 25 trading opportunities, every single day. You would think that with that amount of opportunities fear wouldn't factor.

The Side Effects of Fear

If you're already nervous trading an unreliable trading plan would only enhance your fear. That's why investing in the right system, a system that's proven to deliver results is a crucial part of your success.

I think we fear things like failure, loss, or embarrassment often, but we also can fear success. We don't want our limiting beliefs to get in the way of the success we know we deserve.

Fear can drive many unnecessary and unproductive habits. One of the bad habits I see particularly with new traders is the habit of *riding the bench*.

A few years ago, a woman came to me looking for help trading. She said she had heard about me and my system, had been paper trading with numerous methods and was ready to start trading with real money.

When asked how long she'd been paper trading she replied, "Five years." I almost fell out of my seat.

I was shocked.

Five years! It was way too long, and I was concerned that she wouldn't be able to make the transition to trading real money, having done nothing but practice for five years!

What this lady represented was clearly a fear of everything.

It was for people like her, that I designed our Stock Options Workshop to teach you how I make a living. Our approach is easy to follow and virtually anyone can learn. Don't let yourself be paralyzed by fear. Embrace the rules and prove to yourself that those fears are powerless.

The Key to Conquering Fear

Often traders think they know how they'll respond while managing a trade. But then in the heat of the moment, they often react differently, typically contrary to their training. They end up making emotionally based decisions and more times than not, shoot themselves in the foot. They don't trust themselves to make the right choice.

Trust is the key to conquering fear and overcoming anything that's holding you back from making the best, most profitable choice.

Over time, as you see the results of your efforts by following our rules of engagement you're trust will grow into confidence. That's what we aim for anyway.

I want you to know that you will not win every trade. You will lose a trade. Let that sink in so when it happens you won't be devastated, surprised or paralyzed by it. That's precisely why we baked losses into our money management system.

When traders see proof and understand that their potential for winning far outweighs their potential losses with my system, the hesitation disappears, and they gain the confidence to pull the trigger.

With our approach, the maximum amount of risk on 10 contracts is around \$150, but our potential profit is over \$300. This "wonderfully lopsided risk reward ratio" works to your favor every day.

Hindsight is 20/20

I'm telling you to take every single qualified trade and take it without hesitation. We have no idea which one of the next four trades will be the loser, but we know the other three will likely win. So, if you sit on the sidelines waiting to see a winning trade you could miss out!

Don't think you can decide which trade setups are better than others – follow the rules and take all of the qualified ones. The odds are in your favor with tremendous accuracy when you simply follow the rules of engagement.

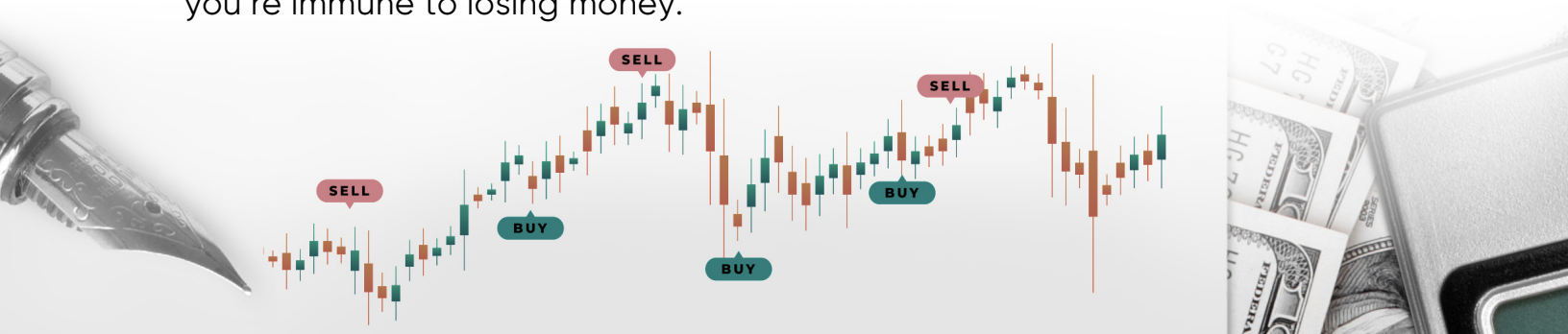
Our software has a verifiable track record so you can see for yourself that it works. The only way to become a great trader and that is to trade.

Stacking the Odds in Your Favor

One day, back when I was hosting a trading room in 2004, I decided to prove a point. I was explaining to everyone how paper trading is a necessary evil.

I demonstrated using a SIM account, so they could see my orders get filled and watch me manage them. I said I was going to trade fast and furious to clearly show what it's like with no consequences. By the end of the day, I was up \$60,000.

Now, for many people, they would hear that story and say, *"Why don't you just trade like that every day?"* The honest answer is I would never have taken some of those trades because they didn't have the high potential that I would normally wait for. I was trading to see how high I could get the account in 6 hours, plus, it's much easier to fearlessly paper trade when you're immune to losing money.



CHAPTER 6

HOW TO BECOME ONE OF THE CHOSEN FEW IN TRADING



"A goal without a plan is just a wish."

– Anonymous

"Luck is what happens when preparation meets opportunity."

– Benjamin Franklin

"The secret of success in life is for a man to be ready for his opportunity when it comes."

– Benjamin Disraeli



"90% of all new traders lose 90% of their money within the first 90 days."

-Anonymous

That is sad and unnecessary.

In the last chapter we talked about how the fear of losing paralyzingly causes you to second guess every great set-up.

The Triple Sync Logic formula does a phenomenal job of **eliminating the scary bits of trading with clear rules of engagement to follow, clear exit rules and simple money management tactics.**

My "7 figure mentor" had me copy out his charts by hand when I was starting out. 14 different charts that he wanted me to study, the monthly, the weekly and then on to the daily charts. Then to the hourly, to the 30-minute, 15-minute, 10-minute, 5-minute, 2-minute, and finally, the 1-minute.

This process was his design and clearly worked...but imagine having to go through 14 different charts before you could make the decision to qualify the trade? The process was incredibly long and tedious. It also took a very long time to understand and feel comfortable.

There had to be a way to simplify things to get the same result.



The Only Information You Need

Finally, after years of development, hours of trial and thousands of dollars in development and testing, Triple Sync Logic was born. **TSL effectively spots market reversals.**

Designed for ease and simplicity, everything I need is all kept neatly on one screen - each of the three charts take up a third of your monitor - so you don't have to open and close a bunch of windows. All of the indicators you will need to make winning trades plot right there in front of you.

No more over-analyzing because you're only looking at one monitor - the price bars and our Triple Sync Logic indicators at the bottom. In seconds, you can determine if the indicators are in **the buy zone or the sell zone quickly cutting your analysis time in half.**

TSL indicators are great at predicting a potential market reversal, telling you it's okay to "jump in" and take the trade.

With other systems, traders can get nervous or confused about what the charts mean, not knowing how to interpret the data, and hesitant to enter the trade when they should.

With complicated strategies, indicators or methods, it makes it next to impossible for traders to have faith in what they're doing. One can't have laser-like focus on something that they don't quite understand, trust or believe in.

Most traders tend to suffer from "*shiny object syndrome*." They wonder if the newest and latest is worth chasing and they keep chasing the next great predictor instead of focusing on what actually works.

All traders really need is a proven formula, a proven set of indicators, and the right risk reward ratio that inspires you to take action.

This is exactly what you will learn with my Triple Sync Logic formula.

Don't Gamble It All

People who run from one thing to another, throwing their money away at a half-baked shot of getting rich quick, are no different than a gambler. If you're counting on your winnings to pay your mortgage, or make your child's tuition payment, then you shouldn't be trading.

Just because we cap our risks, doesn't mean we've removed all risk. When traders aren't using disposable or discretionary money to trade, they are gambling with their wellbeing.

A good rule of thumb is never trade more than 2% of your capital on a single trade. And never trade out of desperation.

Other Trading Educators

Over the years I've become friends with a couple of brokers. In fact, I've had an account with one of them for almost 20 years. One day, about 5 years ago, while we were talking on the phone, I asked him how many of the big-name trading educators that are at all the trading expos and seminars actually make money with their systems.

Well, he was silent on the other end. So, I asked him again. He finally said, "None."

So, I said, *"Ok, let's use a baseball analogy. How many of these guys are hitting singles and doubles on a consistent basis?"*

Again, he replied, "None." "Not one?" I said.

"Not one."

Over the last 20+ years, I've talked to thousands of traders and I can tell you that the average **real money trader starts with about five thousand dollars in their trading account.**

These traders are real action takers and the ones with the best chance to be successful. I say that because **they trade daily, compound their profits, and have clear profit goals mapped out; my kind of people.**

Real Traders Take Action

There are only two types of people in the world: traders and everyone else. **Real traders take action.** They won't get caught up in the paralysis from analysis. They don't need a huge account to make money. **They can make wise choices with their money and do well for themselves by staying objective and following a plan.**

The best traders are able to disassociate themselves from the money. They can separate themselves from the emotion of trading, in order to make conscious, accurate trades. And this is so much easier to do when **you're following a proven system that gives you simple, clear, step-by-step indicators on when you should enter and exit a trade.**

All their hard work and initiative becomes compounded when they link up with a proven system like Triple Sync Logic – then all of a sudden, **they're making more money with their trades than ever before, having more consistent winning streaks, and they've hedged up their downside to protect against any major losses.**



CHAPTER 7

TRUST THE SYSTEM



"Success is predictable."

– Brian Tracy

"Hold the vision. Trust the process."

– Anonymous

"Don't lose a diamond while chasing glitter."

– Anonymous



Another pain point for most traders is second-guessing their system or approach. Second-guessing their system is an enormous problem for a trader, who doesn't have each part of his trading business dialed in. **And having a proven system dialed in that they can trust is essential for a trader to succeed.**

A successful trading system includes many aspects. For instance, having the right mindset before executing trades and discipline to control your emotional state. You must have rock solid rules of engagement for getting into a trade. And you need to know when to stay out of the market and have the proper stop loss plan.

You also need rules for money management, that are clearly defined and adhered to at all times. These rules of engagement need to be in effect before you take a trade, during the trade, and after you exit the trade. If you change things once you're in the middle of a trade, or you're not following your pre-established rules, you may hurt your chances of making money.

Profitable trading is like following a recipe. There are certain ingredients that are required, and a right order of steps to follow in the sequence. If you get too relaxed in one area, say maintaining the right emotional mindset, you can get off kilter in another. It's like baking a cake and confusing the ingredients to include baking powder, instead of baking soda, or adding in a tablespoon of salt rather than a teaspoon. The outcome can be disastrous.



Don't Start Too Quickly

The opposite of paper trading too long is another problem new traders often have is they start trading too much too quickly.

Sometimes a new trader will jump in head first without a real game plan or experience. The problem is, they may get lucky a time or two and they start to feel invincible, using a half-baked process that will inevitably let them down.

To master trading, your system must include the discipline and dedication to follow the rules on a daily basis. As a new trader, it may be tempting to go all in on the promise of returns, but in a short amount of time without clear-cut rules, second-guessing can creep into your trading and could easily sabotage your success.

Wise Advice

In my early career, I used to be a branch manager for Bose Corporation and after some time I was transferred to Fort Lauderdale to whip that office into shape. At the time, there was a high-priced consultant hired to advise them. He happened to live in Lighthouse Point, which was very close by.

He was an older gentleman that I got along with very well. One day, he called to say he was stopping by and asked if I would join him for lunch. This guy was old school (by the way, this was almost 30 years ago) and at that time he was probably in his early 70s.

During our lunch, he asked me how my newly hired salespeople were doing. Some were good, some not-so-good, and then there were the know-it-alls.

He got real stern with me saying, *"They can't have an opinion about anything until they presented the product at least 100 times. Until then, they should keep their mouth shut."*

I'm telling you this because it's a good example of how a new trader should view things, until you've taken 100 trades just practice following the rules. Once you've gained some experience, then you can start making modifications to your plan.

Play More

Believe me, I understand where you're coming from because when I was learning how to trade with my mentor, there were times when I got very impatient. I know the feeling of wanting to make fast money.

Who doesn't?

Trading gives you the opportunity to make money fast, especially compared other careers - when using a dependable system of course - to other professions. I think it is by far **the highest paying opportunity with the least amount of time commitment needed.**

Buddy Rich, a famous drummer once said, *"The only way to become better is to play more."*

I say the only way to become a good trader is to trade more.

Taking action, over and over, will eliminate second-guessing, because you'll get to the point of realizing you can trust your system. The stress or anxiety begins to go away, as you get more wins and money under your belt. And really, the measly one in four possibility of a loss, is not that bad.

"Procrastination is the symptom. Fear is the root cause."



The Stock Options Workshop

Are you ready to start trading stock options with the confidence of having a simple, proven reliable system?

I invite you to attend our 100% FREE webclass! You really can have the trading career and the rewards that come with it. The only thing standing in your way is taking action.

Click the blue button below now to take the next step toward financial freedom.

 **Click Here To Register For FREE Webclass**



Todd Rampe

Trading Educator and Founder of
Wealth Builders Institute

Disclaimer: Trading contains substantial risk and is not for every investor. An investor could potentially lose all their initial investment by not protecting themselves with stop losses – something you would never do, of course, after reading my story. However, risk capital is money that can be lost without jeopardizing one's financial security or lifestyle. Only risk capital should be used for trading and only those with enough risk capital should consider trading. Past performance is not necessarily indicative of future results. View full risk disclosure on our website.