

TRADING LIFE

Get to know your fellow traders. YTE speaks to trader **David Harris**

How did you get into trading?

I have been in a process of learning about creating various income streams, with a focus on those that leverage time and money, and provide flexibility (i.e. can be undertaken from almost any location). I was introduced to IDTA at a conference in June 2016, having identified that trading some form of financial derivative may be an effective solution.

What do you trade: for example shares, indexes or currencies, and why?

I trade futures on the FDAX, using a 5-minute chart. I believe futures trading is the purest form of trading, as there is no broker involved in the transaction, but simply an independent exchange which matches counter parties.

Do you think that everyday person on the street has a chance?

Definitely! Like any new skill, it takes time, discipline, education, practice and dedication to develop an edge.

How have you been able to learn and educate yourself about the market?

Yes, my education has been made easy by the educational structure, coaching and support provided by IDTA and specifically by participating in the Shift Program earlier this year. They provide access to all the tools, including a proven strategy, as well as a strong focus on trading psychology. The level of personalised support is unrivaled based on my experience with many training organisations. This enables the trader to build solid trading foundations and receive continuous professional and personal growth.

What were some of the mistakes you made when you started out?

- Unreasonable expectations on the time it would take to become a successful, consistent, profitable trader, and replace a large full time income. I have greater respect for the profession and appreciation for the importance of mindset and the work it



- takes to become a great trader.
- Underestimated the importance of general mindset and trading psychology.
 - Over-complication of trading by attempting to become proficient in too many trade set-ups and various charts.
 - Did not fully appreciate the importance of understanding statistics and the probability nature of trading.

When it comes to being a successful trader, how important is mindset?

A strong, positive and emotionally balanced mindset is key to trading. It is widely recognised by professional traders and coaches worldwide that success in trading is at least 80%



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mindset, and 20% strategy. My experience is that an appreciation for behavioural finance and having a strong clear vision of why you trade are important.

How have you changed your mindset from the time you started trading?

My mindset has developed significantly since I was introduced to trading, and this has substantially benefited all aspects of my life. In order to develop a strong mindset for trading, I have explored the roots of my own psychology and focused on eliminating the thoughts and behaviours that do not serve me as a person, and particularly as a trader. I am learning to deal with, and tame, my emotions while trading, and I am more conscious of my thoughts and ability to change state in this process to remain in a healthy mindset. I am becoming more dynamic and I am improving my ability to respond effectively to various situations that I would not have handled well or coped with previously.

What are some of your golden rules?

- Have a strong clear vision and understanding on why you are using trading as a vehicle for wealth creation.
- Keep it simple and become a master by focusing on one thing in order to hone your edge in the market. For example, concentrate on one market, one timeslot and one trade set up, and do this exceptionally well.
- Consistent, powerful daily rituals. This includes all areas in your life such as health, time management and trading. In trading this includes meticulous, thorough preparation before every trading session. No prep, no trade!
- Trading is a business - treat it like a business and it will pay you like a business. Treat it like a hobby and it will cost you like a hobby.
- Do not trade live money until you have developed a well-tested trading plan.
- Ensure your trading environment is conducive to enabling you to perform optimally.
- Create a mastermind - enroll a trading mentor/coach and an accountability partner to ensure you are accountable and receive constant development in your trading. Also, find a supportive community and/or organisation that can provide highly effective continual professional development in all



- aspects of trading (mindset and strategy).
- Invest heavily in education, particularly in developing and strengthening your mindset.

What's the number one thing that traders can do to improve their performance?

Develop an edge in the market by mastering a simple strategy, and pair this with a healthy mindset.

Finally, what is core to a trader's success?

Remembering that success in trading is at least 80% mindset and 20% strategy, and therefore, spend a commensurate amount of time on each aspect. Do not underestimate the importance of trading psychology, and be mindful not to continually gravitate to refining and practicing strategy because it may feel easier to work on. All a trader can influence is execution of the trade, with profit or loss simply being the outcome. The human element can beat any tool or system that you use to trade with.

David was a participant in the Shift Program. For more information visit: <https://training.idta.com.au/the-shift-program>



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