



Mind Fitness For Traders and Fund Managers

Mindfulness based approaches to enhance your trading and investing performance

'Mind Fitness For Traders and Fund Managers' is a unique series of professionally produced mindfulness-based audio recordings created to help you to develop the mind fitness required for successful trading and investing.

Having a good trading or investing process, and good skills and knowledge is not enough to succeed in the markets. You also need a strong psychology - mind fitness - to be able to manage risk, deal with uncertainty, cope with winning and losing, and to be able to manage your thoughts, emotions, impulses and urges effectively. The good news is that is trainable.

Mind fitness like physical fitness can be trained through regular targeted practise. Physical training creates changes to your cardio-vascular and musculoskeletal system. Mindfulness based mind fitness training creates both functional and structural changes to the brain which can lead to a variety of possible benefits including;

- Increased attention and focus, helping you to stay on task for longer, get distracted less and refocus more quickly
- Reduced stress
- Fear response reduced
- Enhanced emotional regulation
- Manage your thinking and your mind more effectively
- Loss aversion reduced
- Trading bias/intuitive dominance reduced
- Discipline strengthened
- Decision making improved
- Greater market and opportunity clarity
- Enhanced psychological well-being

I have been utilising mindfulness based approaches in my coaching, training and consulting work with traders and fund managers since about 2010 and have found its scientific underpinnings, practical nature and potential benefits have made it a popular method of mental training for my clients. In this collection of downloads, I want to provide you with access to some of the most popular and effective mindfulness-based techniques that I teach my clients, focused on helping you to develop your own mind fitness so you can meet the challenges of trading and investing more effectively.

I have purposefully kept the recordings relatively short so that even the busiest of you can find time for regular practice. Developing a consistent daily practice is the key to building strong mind fitness, however, the recordings can also be used on a more tactical basis in response to your current situation, mood or interests.

These recordings cannot of course, and do not intend to, replace the knowledge and understanding of mindfulness-based approaches that you would acquire from attending a taught course or even reading a book. They have been designed to support the development of a regular practice and to provide some useful mental training practices.

If you would like to find out more about the use of mindfulness based approaches in trading and investing you may like to read my book '*Tradermind – Get A Mindful Edge In The Markets*', or even consider attending one of my mindfulness for traders and fund managers courses details of which can be found on my website www.performanceedgeconsulting.co.uk

If you wish to assess your current level of mindfulness, and perhaps reassess it in 6-8 weeks time after regular practice then you can take the Mindful Attention and Awareness Scale a 15 question self-assessment questionnaire at www.performancedgeconsulting.co.uk/MAAS

I hope that you find the recordings useful. If you have any questions about the recordings, mindfulness based approaches for traders and fund managers or any other aspects of trading and investing performance and psychology please feel free to contact me via email at steve@performanceedgeconsulting.co.uk

Using 'Mind Fitness For Traders and Fund Managers'

Each recording will lead you through a structured mindfulness based practice.

Firstly, identify the area of your trading or investing you would like to develop and then choose the appropriate recording.

The recordings are MP3 files that can be used on your computer, laptop, MP3 player or mobile phone. This means that you can access them wherever you are.

We recommend that you listen to the exercises sitting in a comfortable chair with your back in a well-supported, relaxed and alert position, unless otherwise directed in the recordings.

To get the most from each recording it is advised that you listen to them on a regular and consistent basis. Repetition is a key part of the conditioning and change process.

CAUTION : Please do not listen to the recordings when you are driving, or if operating heavy or dangerous machinery.

Terms and Conditions

Performance Edge Consulting Ltd make no claim or representation as to any medical or psychological benefit from using these recordings. If you suffer, or have suffered from any medical or psychological illness or condition we recommend that you seek professional medical advice before using any of the recordings. The '*Mind Fitness For Traders and Fund Managers*' series has been designed to train traders and fund managers on the mental and emotional aspects of their trading performance only.

Mind Fitness For Traders and Fund Managers Contents

Introduction To Mind Fitness

What is mind fitness training and how can it help you to improve your trading and investing performance? Find out how you can utilize mindfulness based approaches to help you to enhance your trading and investing performance. (Running time 4.48)

Focused Attention Training : Breathing

Attention is a key factor in all areas of high performance and trading and investing are no different. This focused attention training practice will help you to develop the ability to sustain your attention for longer, get distracted less, and to be able to refocus more quickly. Importantly, it will also help you to develop the high levels of self-awareness and focus that are required to manage your thoughts, emotions and impulses – to increase your self-control and discipline. (Running time 11.20)

Enhancing The Mind-Body Connection : Body Scan

The body-scan practice allows you to develop your mind-body awareness - also known as interoception - an important ability that is linked to improved emotional and stress regulation, enhanced decision making, and even as some research has demonstrated to higher trading profits and career longevity. (Running time 15.22)

Managing Your Mind : Sounds and Thoughts

It is not uncommon in trading and investing to find your mind experiencing thoughts that might actually interfere with the execution of your trading or investing strategy. In this practice, you will learn a new way of managing your mind, of working with your thoughts, of managing your mind, that will reduce the impact of unhelpful thoughts on your trading and investing. (Running time 12.54)

Embracing Impermanence : Open Awareness

One of the big challenges that traders and fund managers face is dealing with uncertainty. In this practice you will learn how to embrace uncertainty more effectively by experiencing and becoming more comfortable with impermanence, the ever changing nature of your experience. (Running time 11.15)

From Aversion To Acceptance 1 : Dealing With Difficulty Training

Loss aversion, regret aversion and ambiguity aversion can all have a negative impact on a traders and fund manager's decision making. Aversions are often created as we attempt to avoid discomfort and difficulty. This practice will help you to improve your ability to manage discomfort, to embrace difficulty and to move from aversion to acceptance. (Running time 9.59)

From Aversion To Acceptance 2 : Dealing With Difficulty Simulation

This practice enables you to bring with you the skills and approaches you have practiced in 'Aversion To Acceptance 1' and to apply them to a specific trading or investing situation that is personal to you. (Running time 10.22)

Committed Action : Values Based Trading and Investing

Traders and fund managers often make sub-optimal decisions when they seek short-term comfort (avoiding losses, not taking a trade after a loss, cutting winning trades) at the expense of longer term gains. In order to maximize returns it is necessary to be able to take the most effective action, even when this psychological discomfort such as difficult emotions stress, impulses, challenging thoughts etc are present – this is known as poise. This practice will help you to think about and bring awareness to your core trading and investing values which you can then use to strengthen your commitment to effective action. (Running time 6.07)

Performing With Poise : Committed Action

In the 'Committed Action' practice you were assisted in uncovering and bringing greater awareness to your core trading and investing values. In this practice you will learn how to apply them and utilize them to help you through periods of psychological discomfort that you encounter in your trading and investing, helping you to stay focused on taking effective action, and maximizing your market returns. (Running time 8.54)

Developing Emotional Resilience : Success and Failure

Trading and investing are full of highs and lows, of successes and setbacks. Both success and failure are emotional experiences which can lead us to trying to avoid the negatives and cling to the positives which can interfere with your trading and investing decision making. This practice will help you to deal with emotions involved in the success and failures that trading and investing bring by helping you to start to work with your emotions in your body, as physiological experiences. (Running time 10.54)

Managing Negative Emotions : 6 Step Process Rehearsal

In this practice you will learn and rehearse a powerful 6-step process for responding more effectively to negative emotions and experiences. Being able to work with your negative emotions and experiences is a critical performance skill, and the end goal is to become able to be less reactive to your emotions, and more responsive to the trading and investing environment. (Running time 9.20)

3 Minute Breathing Space

This is a short technique that takes just minutes and so is a great way to bring some mindfulness to your trading and investing day in shorter doses, or to use more tactically either before or after key moments or events. (Running time 3.53)
