

*"I felt incredibly frustrated, confused and constantly anxious about my trading. I had a burning desire to make it big, but I just couldn't crack the code. Then, I decided to get serious about writing my trading plan and I've never looked back!..."*

**Discover the key to the money vault used by every professional trader on the planet, and develop a gigantic breakthrough in your own trading results!**



"Sick of struggling with inconsistent trading results, but want to be a heavy hitter in the markets?"

Then you need to develop a trading plan, write it down, and trade with it consistently. This tool is your secret weapon when it comes to trading with confidence and clarity.

Every single professional trader knows this, and now, you can implement the closely guarded secrets of this incredible tool. I'm about to show you how."

[Louise Bedford](#)

## **The best investment you'll ever make**

You might be wondering why I'm providing this secret of trading to you without expecting anything in return. Fair question.

Together with my business partner, [Chris Tate](#), more than anything, we want to see you **unlock your hidden potential** as a trader.

After achieving a couple of decades of success in the markets, I've come to realise that *it's now my heart-felt desire to see others succeed*. I have already trained thousands of other traders to blow the lid off their trading results, and now I want to help you. I just adore empowering people with the concepts I've learned the

hard way, through trial and error.

I've tried hundreds of different strategies in the markets. Some work. Some don't. I want to be your shortcut and give you an unfair advantage in the sharemarket so that you'll be able to achieve what you really want through trading.

I want to give you the right information so you don't make the costly mistakes I've seen hundreds of other traders make - traders who haven't trained with Chris and me.

### **So, what is the best investment you'll ever make?**

#### **Invest in your own sharemarket education, and you'll never look back!**

We can transmit the skills we've developed, through decades of trading our own accounts, directly to you. To our knowledge, and we've done a lot of research on this, no-one has created more successful traders in Australia than we have.

If you go our website, you'll see a giant page of [Rave Reviews](#) from regular people who took our strategies, applied our methods and have achieved phenomenal results. However, that being said, they all took action and did something. And when they did, they achieved fabulous results.

The success we've empowered all of these people to create for themselves is just as important as the success we've personally achieved. As many people don't want to go public and say what they've achieved, these dozens of testimonials are just a snapshot of the success achieved by literally thousands and thousands of people just like you. They're regular people... REAL people... earning REAL money using techniques they've learned from us as professional traders.

## **Trade with the Professionals!**

None of these sharemarket winners tried to 'reinvent the wheel'. They all focused on strategies that we've been using for years... and put them to work in their own customised trading plans.

Here is what one trader, who is using my methods, has to say:



Louise, **you're my hero, and my No.1 mentor.** You've always found time for me, listened to my concerns, encouraged me in my endeavours, believed in me and was kind to me.

I have learned share-trading strategies from you, which I tested and they worked for me. I learned about trading psychology, technical analysis, the candle sticks charting from your home study courses and different CD and DVD programs and all of your books and articles."

*Stefan & Ludmila Jiranek, Perth*

## **Suppose you had trained with Chris and Louise 5 years ago. Where would your life be today?**

### **Imagine the life choices that would open up for you!**

I know the difference that a trading plan has made to the results my traders have achieved. People just like you. I've seen the changes they've made in their lives with the cars they drive, the schools they now send their children to, and the holidays they now enjoy. The evidence is overwhelming. I'm incredibly passionate about this as I've seen the results, and I know they can be just around the corner for you.

Now, a bit of background about why a trading plan is important and the difference it can make to your life.

### **How much more time are you going to let pass you by?**

Both winning and losing trades teach us important lessons. Losing trades often provide the greatest opportunities for personal growth as traders. As an aerobics instructor of mine once yelled in the middle of a class: "That which does not kill us, strengthens us".

Over time, a robust trading plan will produce greater profits than losses. A good trade is made when you follow your trading plan to the letter regardless of a profit or loss result. It is a sign of a disciplined trader. If you are having trouble developing your own plan, I suggest that you plagiarise the ideas of other traders/authors who you relate to. After you have tried out their concepts, you can make alterations to suit your situation. Duplicate before you innovate.

Years ago during my university days, I was told of a study of Harvard business graduates. The study was designed to establish which are the common factors that lead graduates to ultimately succeed financially.

Interestingly, 20 or so years after their degrees, 5% of the graduates were earning 95% of the total money earned by all graduates. It was the same 5% who had written down their goals and dreams all those years ago. The maintenance of a written life plan somehow helped these graduates to attain their goals. Some even carried their personal mission statements in their wallets.

Do you want to be in the top 5% of investors? Quick—grab a pen and paper and get writing. Print out this Trading Plan Review and fill it in, before you make another trade. It is absolutely essential! Take heart from the words of Warren Buffett:

*To invest successfully over a lifetime does not require a stratospheric IQ, unusual business insights, or inside information. What's needed is a sound framework for making decisions and the ability to keep emotions from corroding that framework.*

A trading plan can provide you with the framework that you need to succeed in the sharemarket.

To help you draw up your trading plan, let's have a quick look at three essential areas—keeping a trading diary, monitoring your active positions and developing a trading system.

---

## 1. Keep a trading diary

Because trading is largely a solitary occupation, you will need to be responsible for your own trading development. Achieving objectivity is a difficult prospect. You will accomplish trading excellence by regularly analysing your own strengths and weaknesses.

My key to maintaining objectivity is to keep a trading diary. I keep an A4 ring binder folder, and assign one page to each share that I buy. All of the most successful traders use some form of recording their trading history. Before entering a trade, I record all of my thoughts and analysis. Unless I can justify my trade on paper, I will not enter the position.

After each trade has been completed, write down your profit, your loss, the amount of time that you held the share and the main lessons that you have learned. After making a profit or a loss I record:

- What did I do well?
- What would I do differently if I repeated this trade?

Unfortunately, some traders must go through some sort of catastrophe to finally get their own attention, and make an effort to improve their system. Psychologists call this 'one-trial learning'. The one experience is so excruciatingly devastating that it results in an instant change in behaviour—painful, yet effective. A quick whack to the side of the head can sometimes be the best thing to ever happen to you, as long as your head doesn't get completely knocked off in the process.

By following the guidelines set out by The Trading Game and in the books written by Chris Tate and Louise Bedford, it's unlikely that you will need to go through such an experience in order to learn how to trade effectively.

## 2. Monitoring your positions

For short-term traders there are some systems that will allow you to register 'alarms' once a share has moved above or below a predetermined price level. As an alternative, some brokers are willing to place for you a 'buy-stop' or an 'automatic stop loss'. A buy stop involves an immediate purchase of an instrument as soon as it goes above a set price. Some providers allow for these stops to only activate after a certain volume of shares has been bought or sold at the price that you stipulate. This automation may assist if you do not have the facility to closely watch the market. If you are utilising CFDs or futures, these automatic stops are fairly common practice. However, they are rare in the equities market.

In many cases a broker's idea of an automatic stop loss is to write your order down on a sticky note and stick it to the side of his computer. Very few brokers have access to an alert facility that will tell them when your predetermined price has been hit. Your

broker is under no official obligation to sell your position if your stop has been hit. You may incur quite substantial slippage. It's really up to you to monitor your open positions in the market.

Perhaps you could ask whether your mobile phone service provider has a Short Message Service (SMS) feature to send you information on certain stock prices?

### **3. Developing a trading system**

A trading system typically includes three components: the entry/exit methodology, risk management and money management.

The *entry/exit methodology* deals with the techniques you will employ to enter/exit your trades.

*Risk management* deals with your risk profile. Your risk profile takes into consideration how much you are prepared to lose on a trade before you can no longer hold on, or how much of your portfolio you are prepared to lose before you stop trading altogether (that is, maximum portfolio drawdown).

*Money management* deals with how much capital you invest in each trade as your portfolio value fluctuates. You must calculate how much of your capital to invest in each position. This is called *position size*.

---

This is just a brief overview of how to keep a trading diary, monitor your active positions and develop a trading system. For a more complete exploration of these important areas, refer to my book [Trading Secrets](#).

## **Your Blueprint for Success**

Suppose you were planning to purchase a business that had the potential to create an unsurpassed lifestyle for you and your family. Would you spend some time discovering the critical components necessary for success? Of course you would. You'd also work your tail off to develop a business plan that would set you up for the future.

The sharemarket has the potential to change your lifestyle forever. It's up to you to lay out a road-map that will take you from where you are now, to where you want to be. That's where a trading plan will assist.

You will derive the most benefit if you spend at least half a day considering the issues described below. The time that you invest in considering all of these possibilities will set you apart from the majority of traders.

1. Clearly write out your objectives. Are you trading for wealth creation, income, or for fun? Your objectives should be as specific as possible. Exactly what are you hoping to achieve?

---

---

---

---

---

2. What are your psychological strengths and weaknesses in relation to trading? What steps are you taking to overcome your weaknesses and maximise your strengths?

---

---

---

---

---

3. What structure will you trade under e.g. partnership, trust, company etc? If you are uncertain, visit your accountant or tax agent to ensure that you are setting up with the best structure for your own individual situation.

---

---

---

---

---

4. How much time per day/per week will you devote to trading? How many distractions do you face while you are trading? Is there any way to overcome these distractions?

---

---

---

---

---

5. What size of percentage returns are you expecting per annum? This will have an impact on your choice of markets to trade. For example, if you are expecting a 60% average return on investment, then it is likely that you will need to investigate derivatives or futures. A 20% return would be more suited to trading shares.

---

---

---

---

---

6. How much capital do you have to devote to your trading system? Will you use only one trading system, or several?

---

---

---

---

---

7. Which markets will you focus on e.g. futures, managed funds, equities, CFDs, warrants or options? Will you trade Australian shares, or overseas markets? How will you allocate capital between these areas?

---

---

---

---

---

8. If you experience a consecutive string of losses, how will you react? What percentage of your initial capital can you tolerate losing before you will stop trading temporarily/permanently?

---

---

---

---

---

9. What procedures will you follow on a day-to-day, week-to-week basis etc. to search for opportunities, monitor your existing positions and review your performance?

---

---

---

---

---

---

---

10. Over what time frame will you trade, e.g. intra-day, daily, weekly? How long do you envisage holding each position? If you are already trading, how long is your average hold time? Does this fit in with your psychological profile and goals?

---

---

---

---

---

---

---

11. What percentage of your capital are you willing to risk on each trade? When, if ever, will you alter this percentage?

---

---

---

---

---

---

---

12. How will you determine how much money to commit to each position? When will you increase your position size?

---

---

---

---

---

---

---

13. How will you set your initial stops, your breakeven stops and your trailing stops?

---

---

---

---

---

14. When will you move from your initial stop, to breakeven, and subsequently to a trailing stop?

---

---

---

---

---

15. What are your entry triggers?

---

---

---

---

---

---

---

---

---

---

16. How will you keep a record of your transactions?

---

---

---

---

---

---

---

17. How will you measure your performance? How often will you review your existing portfolio? How will you know when you have done well or poorly?

---

---

---

---

---

---

---

18. How will you handle a windfall profit?

---

---

---

---

---

---

---

19. What will you do with your open positions when you go on holidays?

---

---

---

---

---

---

---

20. How do you plan to deduct money from your trading account e.g. salary? When will this be conducted? How will this affect your position sizing etc?

---

---

---

---

---

---

---

The questions outlined here are designed to get you thinking in the right direction. You may find that they raise other questions you will need to address.

If you don't know how to answer any of these questions, you need to realise this is telling you something as well. It's telling you that you need to do more research before you plunge into the markets in a big way. This is a marathon, rather than a sprint. It would be better to stand back, research the areas you need to learn about, and then jump into the markets.

I want you to develop your trading skills and make more money in the next few years than you have made in your life – and the only way you'll be able to do this is through dedication to your own education.

Your trading plan should be reviewed on a frequent basis to ensure that your system is in line with your current objectives. Short-term traders should review this process every month. If you are a medium-term or longer-term trader, every 3 – 6 months should suffice.

It's essential that your plan blends in with your lifestyle and personality and it is impossible for me to fully understand your own private situation. No two traders, and therefore trading plans, are the same. This is *your* blueprint for success—no-one else's.

Chris and I only teach the personal share trading methods and techniques that we use every day, under fire – no untested theories... only what works.

If you have a fire burning deep inside you that is driving you towards achieving success, then we'd like to be with you every step of the way.

I've been trading half my life. I'm one of the few traders who actually pulls back the curtain and shows you how it really is. Stay in touch by reading our monthly Trading Game email newsletters, plug into the Trading Game forum, and commit to your own education. I'll be with you every step of the way.

You've taken the first step towards achieving success in the sharemarket. Congratulations! To show you how committed I am to your success, here is my email address: [louise@tradinggame.com.au](mailto:louise@tradinggame.com.au).

I look at every email personally, so if there is anything I can do to make your journey even easier, be sure to let me know.

Happy trading!

Louise



[Louise](#) is a full-time private trader and author of [The Secret of Writing Options](#), [The Secret of Candlestick Charting](#), [Trading Secrets](#) and [Charting Secrets](#).



[www.tradinggame.com.au](http://www.tradinggame.com.au)



[www.tradingsecrets.com.au](http://www.tradingsecrets.com.au)

Louise Bedford is an authorised representative of Commodity Broking Services AFSL 280372. The information contained in this newsletter is correct at the time of publishing. It is of a general nature and does not take into account your objectives, financial situation or needs. Before acting on any of the information you should consider its appropriateness, having regard to your own objectives, financial situation and needs. Except where stated, the information contained in this email is the copyright of the Trading Game Pty Ltd and may be not be commercially reproduced without formal permission.