



**The Peak Performance Trading  
Guidebook for Traders and Investors**

***How to Think and Trade Like a  
Champion***

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# The Common Mistakes Traders Make and Why It Is a Challenge for Most People to Make Money Consistently In the Market

## Sports vs. Trading

I ask traders in my workshops if there is a difference between sports and trading. I get mixed answers and when I show them a video comparing sports and trading, there is nothing that differentiates between them. Let's take a few sport scenarios and compare it to trading, shall we?

Eldrick "Tiger" Woods is World Number 1 gold player and has won 14 professional major golf championships. He is the youngest player to achieve the career "Grand Slam", and the youngest and fastest to win 50 tournaments on tour.



So, how does he do it? Is it because he is smarter than the other players? Is it because of his experience? Or is it because he has a mindset of champion?

To be a champion and be consistent at golf takes a lot of discipline, desire, passion, commitment, motivation, integrity, patience, persistence, and hard work.

Just imagine you are going to have a game with Tiger. You learned how to play golf from a book and despite you going to the driving range a lot and playing with your buddies every weekend (where you don't really know if your technique is correct), what are the chances that you are going to defeat him? I bet you, zero.

Now let's take another sport: Taekwondo, a Korean martial art that became an official Olympic sport in 2000. You see two elite fighters representing their countries to win a gold medal. Whilst in the ring, these two elite warriors are doing kicks, punches, and strategic defensive and offensive moves. To be the best like them, you will have to train two to three times a day, six days a week. You will have to follow whatever



your coach tells you; you will have to watch your diet; you will have to get proper rest and sleep. You will have to eat, sleep, and think nothing else but Taekwondo.

Just imagine you are a yellow belt with minimum experience and you have to fight against a national or international champion. What is the probability that you will win against the champion, do you think? If you said ZERO, then you are correct.



Now, let's take a look at this chart. What do you see? To the naked eye, all we see is a chart that goes up and down. In actual fact, what we see are random events of price that are moving up and down with time. What we do not see, on the other hand, is the operation between the buyers and sellers. We do not see the professionals who are behind the operation that perhaps manipulate the market to their advantage.

Just imagine this, once again: If you just learned how to trade from a book and learned how to trade by yourself without proper education and a coach, what is the probability that you are going to win against the professionals? If you said ZERO, then you are correct.

## The Common Trading Mistakes That Traders Make

- 1. Instant Gratification** – One of the most common mistakes that traders make is “instant gratification.” **They want to make money right now.** This is where they make a mistake by purchasing systems that they have seen over the internet, on TV, or on some advertising material. They get drawn to great marketing headlines, almost being hypnotized that they will automatically receive high returns.

The question is: What if the system that you purchased is not in sync with your personal profile, behavior, and personal beliefs?

- 2. Limited Education** – From the hundreds of traders I have seen in my presentations, a lot of them want to get educated cheaply by learning from a book, going to free seminars and webinars, and want to learn how to trade by themselves. The disadvantage of this is that you might be learning the wrong way, a way that creates a bad habit which then creates bad discipline. If you do not have a professional coach or mentor, how will you be able to know if you are doing the right thing or not? The other disadvantage is that by not having a coach, there is no one who will guide you to your success in trading.

If Tiger Woods has multiple coaches, other elite athletes have coaches, business owners have coaches, and if trading is your business, then why not have a coach?

What fascinates me is that, the majority of traders are willing to lose thousands and even millions of dollars, but they are not willing to invest a few thousand dollars in themselves and their education.

- 3. No Plan** – I always ask in my presentations how many attendees have a plan. You will be surprised that only 20% of them have a plan and those 20% are traders that have already educated themselves. The 80% who don't have a plan are either new to trading, rookie traders, speculators, or "investors." By not having a plan, they are setting themselves up for failure.

Imagine if you want to open a retail business and you don't have a plan, do you think your business will survive after a couple of years? Research has shown that most businesses will fail within two years without a business plan.

- 4. Too Emotional** – Trading in my opinion is the hardest profession because it is physically, mentally, and emotionally challenging. If you are too emotional and you do not know how to control it based on your beliefs and values, you will lose money regardless of whether you have the most perfect system in the world.
- 5. Having a System that is Not Right for You** – The majority of traders that I have come across have a system that is not right for them. They have purchased a mechanical system, learned a system from someone else, or learned it by themselves the hard way. The problem with this is, what happens if the system that you have does not fit your personal profile, behaviour, or self-beliefs?

6. **No Strategy** – Most speculators I have come across have no strategy. Their only entry strategy is based on impulsiveness, anxiety, fear, and greed, and there is no exit strategy. There is no calculated risk or target. Only a “shoot then point” strategy.
7. **Listening to News** – Have you heard the saying, “No news is good news”? By the time news has been reported about a stock, the stock price had already moved to a certain point where institutions are now selling to profit. Think about this, how would institutions sell their inventory if it were not advertised in this way on TV or in the financial newspapers?
8. **Not Balanced** – With our current lifestyle of modern technology, including mobile phones, the internet, TV, and a fast-paced culture and environment, how can you maintain balance physically, mentally, and spiritually?

Imagine trading while dehydrated, not having enough sleep, being in a place of negativity from friends and family, listening to negative news full of drama, eating fatty, unprocessed foods, and drinking alcohol and caffeinated products? How can you maintain peak performance while trading if you are not balanced?

9. **Not Focused** – If you are not balanced physically, mentally, and spiritually, you will not be able to maintain focus and concentration. To be able to profit from trading, you will need to be focused and react to the movement of the market when opportunity arises.
10. **Impatient, Impulsive, Fearful, and Greedy** – I believe these are the main emotions that traders face when trading. Due to these negative emotions, traders make mistakes and lose money consistently in the market place. The question now is: How can you eliminate these types of negative emotions when trading?
11. **Gambling Mentality** – Traders and investors that I have come across who either have not been educated properly or who are not willing to get educated lose money consistently. They have a gambling mentality because they trade based on righteousness, ego, and the high they get from trading.

## About Reynaldo Soriano

Founder of Enlightened Super Trader Education, full time trader and one of the best Peak Performance Trader Coaches around, Reynaldo's mission is: **"To create the possibility of transforming traders through education and inspiration that will make a difference in their lives through self-awareness."**



As a former elite athlete who has been practicing Taekwondo for over 25 years, Reynaldo shares his knowledge, experience, and wisdom with traders and investors in **"The Art of Quantum Trading - How to Think and Trade Like a Champion."** Aside from the mindset perspective, Reynaldo also teaches stocks, forex, and futures from basic to advanced technical analysis, risk management, and money management strategies.

Reynaldo has an Australian diploma in Financial Services (Financial Planning), a degree in Computer Science and Mathematics and a degree in Applied Physics and Mathematics.

Reynaldo has trained extensively in the martial art of Taekwondo and is a former member of the Australian Taekwondo Team. He is a regular speaker in presenting the art of trading psychology, and was featured in a leading trading magazine. He writes frequent articles on the mindset of trading. He has spoken in front of organizations like the Australian Technical Analysis Association, Bourse Data, and was recently a guest speaker at the Money Show in San Francisco, California.

## Where do I start?

Due to misconceptions from the media, academia, and financial institutions such as “Wall Street,” I believe most people do not really understand the core principles of how to build a proper foundation for good trading. Often, the majority start learning how to trade by buying “off-the-shelf” trading systems or investing their money with other people because they just don’t know what else to do. These types of scenarios can leave them with a lot of uncertainty, big losses, and disillusionment.

The purpose of this guidebook is to assist you on a step by step basis in how you can avoid these common trading mistakes. This guidebook will assist you in staying on track regardless of where you are at right now with trading.

Enlightened Super Trader Education has many excellent educational and training programs designed for beginner, intermediate, and advanced traders and investors. But without the proper guidance, it is a challenge to know where to begin. This of course will depend on your time, desire, and hunger to succeed with your trading.

Similar to an athlete, if you want to be the best, you have to think that you are the best. I believe the way to achieve success and to be the best is by knowing and believing that you are successful and that you are the best.

### Step 1. Knowing Your Outcome

We believe the secret to trading successfully is by creating a solid foundation. That solid foundation is you. Enlightened Super Trader Education provides one of the best mindset workshops in the world.

*"There is a big difference between 'I can't' and 'I can.' There is even bigger one between 'I can' and 'I am.' Performance Trading Workshop is the last step to the ultimate trading question: 'Who am I being?' Once the answer is found, trading becomes a simple, effortless and intuitive experience of who you are. Thank you, Reynaldo, for showing how to open the door to myself." – Roman Bogozanof*

**“The Art of Quantum Trading – How to Trade and Think like a Champion”** helps you differentiate between the inner game and outer game of trading.

### **What are the Inner Game and Outer Game of Trading?**

The outer game of trading involves learning trading systems, trading platforms, trading room setups, risk management, and money management strategies. These are the conventional way of learning how to trade the markets as they are the “Doing and Having” of trading. We believe this is not the proper way of learning—what if the system that you are learning does not coincide with your personal behavior and profile.

The inner game of trading looks at the inner you. The inner game involves your self-belief system, your values, and your needs that create who you are as a person. In other words, your inner being.

Our Peak Performance Trading Workshop for traders is a comprehensive program designed for two full days that will transform your trading and your life to another level.

When you attend the “Peak Performance Trading Workshop,” you will:

- Find out the reasons why you want to trade.
- Find out what your self-beliefs are and whether they are limiting you or supporting your trading.
- Find out what your values are and whether they are moving you towards your goals or moving you away from your goals.
- Find out what your needs are.
- Learn what causes your own fears and how you can fight them.
- Understand the key obstacles to trading and how you can avoid them.
- Find out how your emotions affect your trading and how you can control them.
- Learn how to maintain balance.
- Learn how to maintain focus and concentration when trading.
- Learn how to stop self-sabotaging.
- Find out how your health affects the way you trade.
- Find out what kind of trader you are. Your current behavioral pattern might not suit the way you are currently trading.
- Find out the key elements that successful traders have and do consistently.
- Find out the Cause vs. Effect of trading

In this workshop you can either attend our seminars in our Palo Alto Office, or online.

**One Trader who just did the workshop stated:** "Since I started my new career to become a professional trader, I've been focusing only on technical aspects of trading. **BIG MISTAKE!!** The key to being consistently profitable and successful trader is the mind. This course was just what I needed in order to go to the next level. Thank you, Reynaldo." - **Jose B. Valencia Spain**

**Another trader said the following:** "Thank you, Reynaldo, for the best trading seminar I have ever attended. You have finally filled the void out there in the world of trading education by totally addressing the psychology of trading head-on and giving it the attention it deserves, since trading is after all 90% psychology!" – **Lorena Ferri, Victoria Australia**

## **Step 2. Learning the Rules of the Game**

If you are new to trading or just a beginner, it is imperative to know the rules of the game. Similar to a sport, you will need to know what the rules are.

We have designed a **Starter Package Program** for Stocks, Forex, and Futures (indices). In this program you will learn:

### **Lesson 1 - The Inner Game of Trading**

- The problem as a beginner is needing to know the first step of trading. What the beginner usually focuses on is finding a good trading system that works. But, how do you really know if the system will work for you? How do you really know if your behavior is in sync with the system that you will learn? The answer is simple: As a beginner, you won't know.

Therefore, what makes us different from others is our trading methodology. Thus, lesson 1 is to know your outcome and profile as a trader.

In lesson 1, you will learn:

- What is the Outer Game vs. the Inner Game of Trading?
- Your outcome with trading
- What Type of Trader Do You Want to Be?
- What Kind of Trader are You?

Approx Lesson Time - 90 minutes

## **Lesson 2** - The Outer Game of Trading - Fundamentals vs. Technical Analysis

- There are two ways to analyze stocks: Fundamental Analysis and Technical Analysis. As a beginner, you will learn:

- The difference between Fundamental Analysis and Technical Analysis
- The pitfalls of Fundamental Analysis
- How institutions manipulate the markets
- The Macro Fundamentals that affect the markets
- The terminologies used by professional traders
- The different sectors of the markets
- Introduction to Basic Technical Analysis
- Western Charting vs. Eastern Charting
- Which Trading Platform Should I Use and Do I Need? Free vs. Paid

Approx Lesson Time - 90 minutes

## **Lesson 3** - Supply and Demand

- Price and time are the two main components of technical analysis. In the introduction to technical analysis, you will learn:

- The power of supply and demand
- About Support and Resistance and why they are so important
- When To Enter and When To Exit
- About Trend Lines
- Introduction to Multiple Time Frame Analysis

Approx Lesson Time - 90 minutes

## **Lesson 4** - Risk Management

Aside from having the right mindset, risk management is one of the most important factors in trading. This lesson will teach you:

- Risk management strategies for how to protect your capital, all the time
- Money Management strategies
- Building a trading business plan

Approx Lesson Time - 90 minutes

## **Lesson 5 - Putting it all together in a live trading environment**

- We are going to put everything together from Lesson 1 to Lesson 4 through a step by step process in a live trading environment. This is so the beginner can see how the methodology can be applied in real time and can start trading with a low risk, high probability trade.

Approx Lesson Time - 90 minutes

### **Step 3 – Live Trading Showing Consistency**

Personally, I do not believe in paper trading, as the mind knows what is real and what is not real, especially when money is on the line. Paper trading only works for testing trading platforms and back testing trading strategies. Similar to martial arts, you can be the best technician, but the only way to test your skills is through sparring with another person. Like Bruce Lee once said, “Boards don’t hit back.”

Therefore, in this process you will need to trade small to build confidence and self-esteem, until consistency has been shown and it has been proven that you are ready to go to the next step.

### **Step 4. – Learning Advanced Trading Skills**

Our intermediate and advanced packages will be suitable for this step. We have designed intermediate programs and advanced programs that will suit your needs and wants.

The intermediate package is a continuation from the starter package and will teach you:

#### **Technical Analysis for the Intermediate**

- The Importance of Multiple Time Frame Analysis in Conjunction with your trading style
- The Concept of Candlesticks and their patterns
- Reversal Candlestick Patterns that work
- Double Top
- Double Bottom
- Head and Shoulders (Top and Bottom)

Approx Lesson Time - 90 minutes

## **Technical Indicators That Work**

There are numerous indicators out there, and I will teach you key indicators that work based on experience.

- Relative Strength Index Indicator
- Moving Average vs. Exponential Moving Average
- MACD vs. Stochastics
- Momentum
- Average True Range

Approx Lesson Time - 90 minutes

## **ESTE Swing Trading Strategy**

- I will show you a Swing Trading Strategy that has an approximately 80% Win to Lose Ratio. It is a 100% objective trading strategy that works consistently. Combined with a good risk management strategy, you will attain great results from it!

We are going to apply this strategy in a live trading environment so the student can see the theories being taught in real time.

Approx Time Lesson - 90 minutes

The advanced package is a continuation from the intermediate package and it includes:

## **Advanced Technical Analysis**

This lesson will teach you advanced forms of technical analysis that will give you high probabilities of entering and exiting to profit consistently. They are:

- Trend Continuation Patterns
- Ascending Triangle
- Descending Triangle
- Symmetrical Triangle
- Shooting Star
- Morning Star

Approx Time Lesson - 90 minutes

## **Advanced Technical Analysis Part 2**

This lesson is designed to go beyond technical analysis. You will learn:

- Broad Market Analysis in conjunction with Multiple Time Frame Analysis
- How the market reacts based on momentums of energy and how it corrects itself
- What causes price patterns

Approx Time Lesson - 90 minutes

## **Advanced Technical Indicators**

In this lesson, you will learn:

- Understanding and mastering Fibonacci
- Fibonacci Trading Strategies as a Risk Management Strategy
- Fibonacci Trading Strategies as a Profit Maximizing Strategy

Approx Time Lesson - 90 minutes

## **Day Trading Strategies**

This lesson will teach you day trading strategies:

- ESTE Simple Momentum Trading Strategy using simple mathematics
- How to be an hour trader - this is a simple technique based on daily cycles of the market

Approx Time Lesson - 90 minutes

## **Swing Trading Strategies**

If you want a hassle-free, stress-free type of trading where you don't have to consistently look at your computer screen, then this is for you. In this lesson, you will learn:

- Swing Trading Strategy using Seasonal Cycles methodology
- ESTE Swing Trading Strategy - BREM trading

Approx Time Lesson - 90 minutes

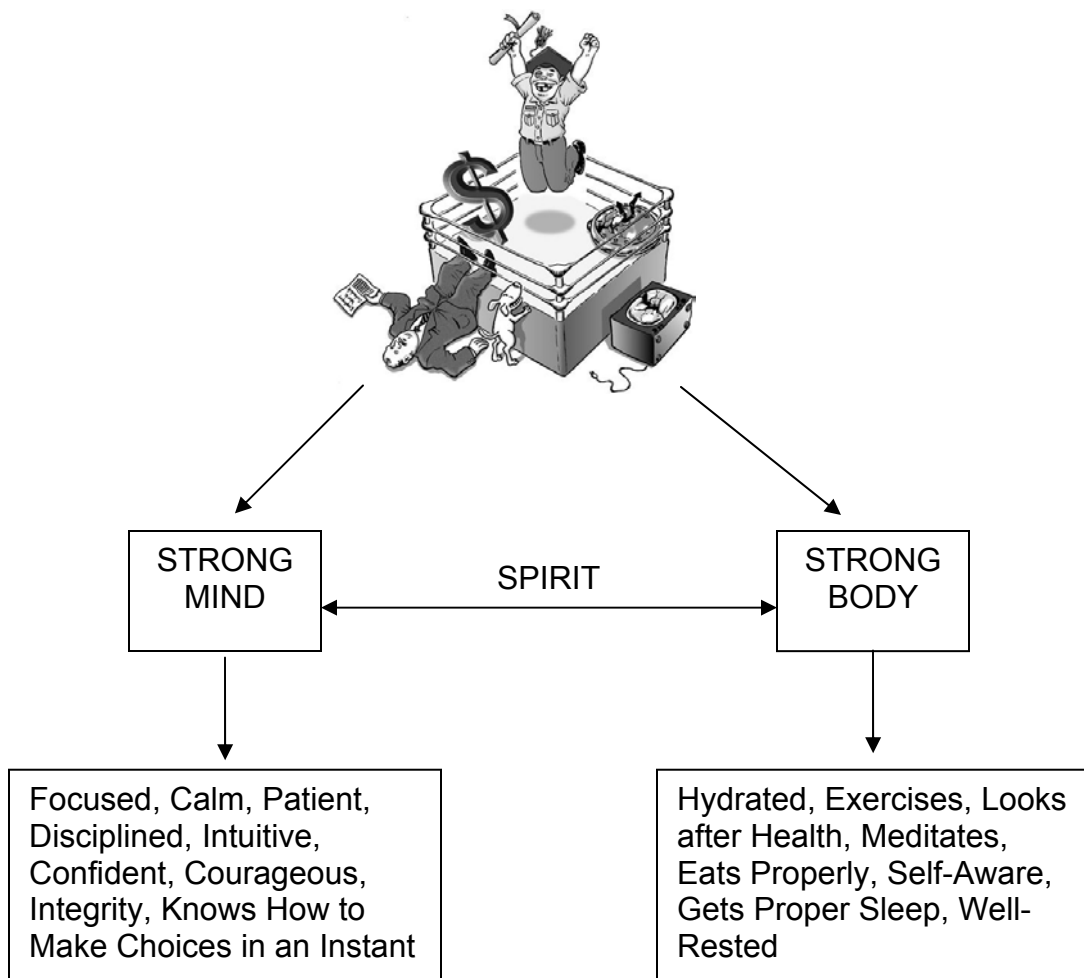
## Step 5 – Trade and show consistency

You will have to test your new advanced skills and once you have shown consistency, you will be ready for the last and final step.

## Step 6 – Enlightened Super Trader

Being an enlightened super trader is similar to having a black belt in martial arts where winning or losing is no longer a factor. You are now in control of your emotions and the market. You continuously master yourself to go to the next level. You are now trading with the professionals and you have the personal choice to either trade full time or part time. You have the freedom to do whatever you want to attain from trading. You have a true passion for trading: trading is not difficult and not treated as a job where money is a necessity. Lastly, this is where you are in a state where time doesn't exist. You are trading in the zone where mind and body are one with the market.

### HOW TO BE A CONSISTENT, PROFITABLE, ENLIGHTENED SUPER TRADER



## **Private Coaching and Mentoring**

As in any type of profession (and if you are serious that trading will be your profession), we have a 6 month or 12 month private mentoring program. Our Professional Package program is a hands-on program that will teach you how to be disciplined, focused, patient, and trade like a champion.

In the program you will:

- **Attend The Art of Quantum Trading Workshop – How to Think and Trade Like a Champion**
- Receive a specific trading program designed specifically for you based on your personal profile and behavior
- Have a transformational experience in all areas of your life
- Be trading live with the mentor
- Receive Unlimited Support
- Be Coached and Mentored on a step by step basis until you “get it” and make money consistently
- Be Trained in How To Have Good Discipline in Trading
- Be Trained in How to Be FOCUSED
- Be Trained in How to Control Your Emotions When Trading
- Learn everything you need to know about how to be a disciplined, consistent, focused, patient, profitable, and enlightened super trader!
- Learn and master basic technical analysis skills to advanced technical analysis skills
- Learn the ins and outs of macro fundamental analysis

## **Frequently Asked Questions and Answers**

### **Can we repeat and attend your programs?**

You are entitled for a repeat in “The Art of Quantum Trading – How to Think and Trade Like a Champion” workshop. With the amount of information in this program, we believe that by repeating it, you will gain more insight the second time you attend.

### **What if I have already completed some of your courses and workshops?**

If you have already attended “The Art of Quantum Trading – How to Think and Trade like a Champion” workshop and you would like private coaching, you will receive a 50% discount.

For our trading courses, if you would like to continue to go to the next course, you will just pay the difference between the new course and the previous course you have attended.

### **What if I don't take all the workshops or courses and use all of the consulting I'm entitled to?**

The key to success with our programs is your commitment. Once you know your outcome and develop your own trading business plan, we will show you how to develop commitment and a rock-solid discipline to go along with it. However, if you are not committed to being the best at the start of our programs, then it is not for you.

### **What if I live overseas? Does your program work and make sense for me?**

We have had successfully taught clients from across Europe, United States, and Australia. With today's technology, we can do everything via the internet with a tool called Gotomeetings.

With your screen, you will see everything that we will be doing and you can ask specific questions any time you want to.

**For more information, call our office at (650) 320 1714 or e-mail us at [contactus@onlinetradingcf.com](mailto:contactus@onlinetradingcf.com)**

## **Testimonials from past students:**

### **Tom N. - Milpitas, CA**

"The Mindset of a Successful Trader Workshop is one of my most favorite subjects in trading education. Your workshop was evident to me that you had put all your heart and mind into the most difficult area of trading psychology: winning yourself."

### **Roman Bogozanov. - San Francisco, CA**

"There is a big difference between 'I can't' and 'I can.' There is even bigger one between 'I can' and 'I am.' Performance Trading Workshop is the last step to the ultimate trading question: 'Who am I being?' Once the answer is found, trading becomes a simple, effortless and intuitive experience of who you are. Thank you, Reynaldo, for showing how to open the door to myself."

### **Susan Fox. - San Rafael, CA**

"Everyone who intends to perform well in the market **must** take this course! It provides the foundation necessary to be a successful trader before one even considers making a trade."

### **Luis A. Reynoso. - San Francisco, CA**

"The seminar allowed me to focus on improving my attitude as a trader than to a system of trading. It is the trader's psyche which makes or breaks the trader. It does not matter which trading system you use."

### **Malaya Quinn. - Larkspur, CA**

"Absolutely an essential and fun step in trader education!"

### **William B. - Portole Valley, CA**

"This workshop provided me with some great inner tools and ah-ha moments which strengthened my confidence and knowingness that I am a successful trader."

**Gabriel L. - Danville, CA**

"The Mindset of a Successful Trader Workshop has definitely surpassed my expectations. Based on the fact that success in trading depends more of our psychological state rather than our technical skills, this is the most important class I have taken in my trading career. This seminar is not only taking me to a more professional level, but it has also set the foundation to have an even richer life in mind, body, and spirit.

I recommend this seminar to any trader that is struggling for profitability...and also to those profitable traders that want to move to a higher level. Thanks Reynaldo for sharing your experience!"

**Daniel T.- Melbourne, Australia**

"I consider Reynaldo to be a leading authority in the area of trading and have based my trading style on that which he has taught. The results are far more than pleasing! Besides his methods being accurate, Reynaldo possesses the mindset of a true champion. He knows exactly what kind of mental qualities it takes to be successful.

More importantly, Reynaldo's methods of passing on that knowledge are second to none as he is a fantastic mentor. My experience with Reynaldo has been truly rewarding, reaping reward in all areas of my life."

**Dinger - Silicon, CA**

"If you are looking to improve in any area of your life, the workshop: "The Mindset of a Successful Trader" is critical. Practicing the methodologies will take you to the next level."

**Rouvelee I.- Melbourne, Australia**

"Reynaldo's 'Trading Secrets' will equip beginners with the right tools and confidence to trade the market. The course was well presented and is well documented in the course handout. The one on one support is fantastic. It's more than just share trading - it's about having the right mind set, the right physical condition and the right attitude to support your trading strategy. If you're looking for a head start in share trading, then Reynaldo's workshop is a must. Reynaldo has extensive knowledge of share trading and, supported by real results, he has proven that the system works!"

**Jose M. - Sunnyvale, CA**

"The class is awesome to help you master the success principles applied to the trading context. The tools provided help you identify who you are and what to change to become a successful trader. Thanks Reynaldo for sharing your experience!"

**John C.- Melbourne, Australia**

"I went to the seminar thinking: how am I going to know this stuff? Will I be able to understand anything? Will it be beneficial to me? Well, guess what folks? It was fantastic! He made it simple to understand and when I was blank Reynaldo took his time and went over the matter in a simpler term that I could comprehend. It all looked like physics at first but by the end of the seminar, I felt that he had answered all my fears. If you have doubts about the seminar well don't because your life will change once you enter the room. Reynaldo will help and guide you. In an honest term the instructor was fantastic and the knowledge is king...don't miss it...I highly recommend it to any traders...thank you Reynaldo you're the best!"

**Paresh P. - Los Altos, CA**

"This is a must for trader's success. Should be taken by all rookie traders before learning from different trading organizations."

**Mandi P R. – Melbourne, Australia**

"As a full time trader, I was impressed with Reynaldo's straight forward approach of analysing the market. It gives every trader a set of rules that is easy to use."

**Lawrence C. - San Francisco, CA**

"It is a mind opener!"

**Judy B. - Arnold, CA**

"This class opened my eyes to beliefs that I have that have limited my potential in trading and life. It is invaluable and I recommend it to anyone who wants to take their trading to the next level."

**John B.- Melbourne, Australia**

"Reynaldo gave great insight into how our mind works. They were able to bring clarity to the things and thought processes that trigger our decision making. Thank you very much."

**Rosana DJ. - San Leandro, CA**

"This is a workshop that should be taken by all traders. It helped me realize my bad trading habits and what should be done to be a better trader."

**Mal P. – Melbourne, Australia**

"A fabulous event that has helped me greatly in improving my trading psychology and so ensuring future profit in trading and other areas of my life."

**Jose B. - Valencia, Spain**

"Since I started my new career to become a professional trader, I've been focusing only on technical aspects of trading. BIG MISTAKE!! The key to being consistently profitable and successful trader is having the right mindset. This course was just what I needed in order to go to the next level. Thank you, Reynaldo."

**David A. – Melbourne, Australia**

"Understanding of the 'mindset' of a super trader: his/her discipline + structure and balance in the trading approach is far more important than the system he/she uses."