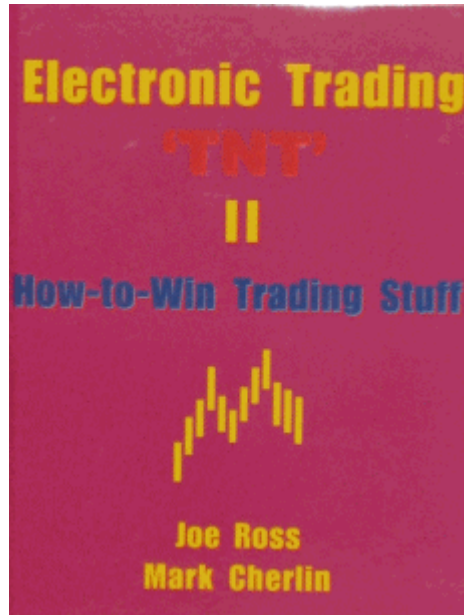


# Chapter 19



## Electronic Trading 'TNT' II How-to-Win Trading Stuff



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#### **NOTE**

Our books are actually **full-blown courses** for traders and investors. Each is designed to deal with a different aspect of trading.

These are not books that try to teach you some magic indicator. They teach you how to trade the reality of the markets.

We get letters and calls all the time telling us that our courses are worth their weight in gold, and we offer a 30 day unconditional money back guarantee and free shipping.

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# Chapter 19

## PERSEVERANCE

Obviously, not everyone can be a star trader. Yet the only way many can ever find out their potential is to persevere.

Some of the greatest trading stars have been people who have had a bulldog approach to trading. They have withstood the enormous financial strain and pressure of being net losers in the markets until they mastered their chosen profession. Along with staggering financial losses, they have stood up to the immense mental and emotional strain of losing, often over long periods of time. It would seem that for most, the only way to the top in trading is to persevere.

When starting out, the key *is* to persevere. We have seen too many traders with pent-up emotions about finally getting started. They take a trading class at a brokerage firm or a trading seminar, they paper trade for one or two weeks, they set up an account, and ‘boom’ they start pushing buttons. That’s not the way to do it. The key is to try to stay in the game. Too many times these new traders lose their stop-loss money in less than a month. The **good** news is that, if they have a stop loss and adhere to it, the financial pain stops at that point.

Every time you get knocked down, get up and try again. **ONLY THIS TIME, TRY TO HAVE LEARNED SOMETHING FROM THE LAST TIME YOU HIT THE FLOOR.**

Most people think that the only real measure of success in the market is that of making money. In a way that is unfortunate. We think that someone who sees that trading is not his cup of tea, admits that to himself, and then goes on to other things is successful in the markets as well.

That may sound silly to you, but keep in mind that there are bunches of those kinds of people out there. For example, there are those who have given up trading to become researchers, brokers, provide chart services, write books about trading, offer legal services to traders, give them

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psychological help, teach courses in trading, offer training for certification, set up advisory services, write computer software, etc.

These people love the art of trading. They may or may not have succeeded as traders, but they have persevered, and thereby have found a niche for themselves in a field in which they enjoy working, and hopefully are able to help other traders.

And although it seems inconceivable at the moment, there are even one or two people in this world who have found fulfillment in fields that have absolutely nothing to do with markets or trading!