Phantom of the Pits
by Art Simpson

Chapter 5 - Rule One

When the subject of why it was so important to write this insight, the remark was always, catch me at the right time for that answer. I remember as a child playing out that situation, as it was better to get my Dad to agree to something when the mood was correct.

When gathering Phantom's insight on the reasons of this book it wasn't clear until I caught him at the right time. It was after a big move in the grains.

ALS - Phantom, I see you agree on the subject today and I need to know just why is this particular time the right time on your reasons for this book?

Phantom - This day is an example of the reason for this book. The grain market did a total surprise on most traders. Oh there were those who were fortunate to be on the right side but most of them took their positions off too soon. I wanted to discuss the shock most traders get on a day like today.

A great number of traders got what we call killed today in the grain market. Most all the new traders are now wondering what they did wrong today. There isn't anything they did right today because they most likely don't know what the right thing is. I don't mean that all traders are in the dark.

I am talking about those who fail to understand what to do and if they do don't carry out that requirement. I am going to express the importance of doing the right thing from the beginning of a trade and at the right time.

Many traders and most new traders aren't even aware that the market can do what it did to them today. I have often said that the BIG money is on the surprise side. I should perhaps have said the Big losers are on the familiar side or the popular side of a trade. I call that the expected side.

Today gave us several reasons for a surprise. Those being that harvest pressure is strong and this is a day you expect there to be more selling by the producer than normal. Expecting prices to be pressured by hedging and seasonal influence is the correct way to trade in most minds.

You can't argue with probabilities. It is not what the trader does with his trades until the market starts a big move like today's which separates the big winners and big losers. There were more big losers today than big winners.

There are traders who because of today can't make their next months car payment or their house payment now. It just didn't ever occur to them that what happened today was even a possibility. They were over positioned even though they thought they had a good protection plan.

They used stops ok but they forgot to tell the broker to place the order. Everything they did was based on their thoughts of how much they could take out of the market today. Their trades are designed to lose but
not because of the good traders or the way the market works but by their own hand. The worst part is that they don't even know it was at their own hands.

It is sad anytime a person's heart gets pulled from their dreams but even worse when they lose money too. Sometimes they lose a fortune in such a little period of time. It has happened to every trader. It happened to me when I was smarter than the market. Why does it happen? Mostly because a trader's plan doesn't consider what if I am wrong. Their thoughts are always expecting to be right.

Herein is the key to being a successful trader. I have learned this over and over again in my trading career. I haven't found one trader to tell me what I am going to tell you. The reason for our agreement to give something back is that all of these BIG losers are doomed from the start unless they are given the knowledge of what the market can do to them. The blame is within their own responsibility and not anyone else's fault.

Six months ago we started our journey in presenting one of the most successful sides to a market strategy. On the forum there have been exceptional traders who have read the information I gave and not understand the simplicity of what I said. We will have a better exposure of presenting the same information in this writing.

I never want to see a homeless person and always wonder how they became homeless. If traders aren't aware of what the market can do against them as well as for them they will head in that direction. Many homeless people I have talked with have had bad luck.

In most of our lives we will experience an evening out of luck. In trading if you have bad luck you will eventually have to stop trading. To be prepared for that bad luck is a requirement in trading. You will not survive if you do not plan for bad luck. My first steps in trading remove the bad luck altogether.

ALS - I know what you are going with here. Should we put this in red letters and double the size of the print here?

POP - Yes, I think that would be proper but traders must discover for themselves what I am telling them. It will save them from an outcome, which they never discover, until it is upon them. So let us not over emphasize the most important point of any trading plan here as we will drill it into their plan until they survive at all cost in trading.

There are those who in a modified way do exactly as I suggest but may consider it more money management than a plan for trading positions. Every broker tries to limit a customer's exposure and protect them but the key word is limit. Putting a limit on something infers that you actually can put a limit on exposure when having a position established. You really only have a ballpark limit in most cases. It seems to be worse than thought in looking back.

I shall present two main rules in trading of which both are required to be successful. Every trading plan must start with the understanding of these rules. Before I give the first rule it is important that what we say is understood correctly. Next it is important to have this rule become second nature in all of your trades. The second rule I shall state and explain after the first is adapted into behavior modification by the traders reading this.

I need to ask you a few questions to better present my rule number one. When the walk light comes on, assume there is traffic which will run the red light at each intersection you cross. What do you do now before you cross the intersection?
ALS - I would double check and look both ways before crossing.

POP - Of course that is the correct answer and you know what I am after. Now just because you looked both ways before you crossed and each time you crossed you looked both ways, and there wasn't ever any traffic, which ran the stoplight, is there reason to stop looking at each intersection? Your answer of course is no you won't stop looking.

What kind of limits did I just give you? Are they life saving limits before you cross the intersection? Yes, they certainly might be but you will never know that if you follow the restriction each time you cross the intersection. You can't know if it saved your life for you prevented it by looking each time. But what if you don't look and you lost your life. You certainly won't know you should have looked either.

Does the restriction tell you that if you look there will never be any traffic run the stoplight? No. Does your experience of crossing and looking tell you what the probability of someone running the light will be?

You can make an assumption based on you knowledge at this point. What does an assumption do? It actually presents criteria based on proven facts which are a possibility. It in no way gives you a high probability or low probability but the best answer you can present.

I don't want to lose you in this thinking but to point out that it's the same in trading as in crossing an intersection. We need to make our best assumption of what is possible. We must plan for that assumption in trading as long as it is a possibility and not just when it is probable. This is a very important point in understanding rule 1 correctly!

If you were never to look at the intersection until proven wrong for not looking, wouldn't it be too late? It is the same in trading. You must protect yourself from any possibility in trading and not just protecting yourself when the probabilities are high. This will be the surprise side in trading.

The surprise side is a possible outcome but not a very high or likely probability like today's grain trade. When someone gives you a gift, you are surprised by it. Getting that gift was not a high probability. However, you are prepared for that surprise because you say Thank You!

Most traders plan only for the probability side and that to them is always what they consider the winning side. This is the biggest mistake you can make in trading. You must plan for the losing side.

How you understand your plan is how you will react to a situation. You must learn that when you are told not to do something in trading, it is not ever the same thing, as saying you must do the opposite.

I often get feedback telling me I told someone to do what I never said. As an example I will tell you not to sell beans today. Would you tell me I told you to buy beans today? It's not funny because most traders would. This is what I mean by correctly.

We have covered assumption and correctly in my terms of what I expect you to understand in the first rule and second rule. If you don't have those correct you will not be able to fully understand and accept the two rules for trading required in all plans.

ALS - Let me get this straight! When you say to not do something you are never telling me I must do the opposite. Seems simple enough. Thanks for making that point by example.
On your meaning when you say assume, you are telling me there is a possibility or probability based on some fact of the situation which requires me to acknowledge and always have a plan for the possibility or surprise side in trading.

Your meaning of the surprise side of trading is the side, which presents the possibility but not the highest probability. Am I correct on this?

POP - It really is quite simple. After our dialogue it will be more clear to the traders as to how to interpret our rules. I don't want any misunderstanding. I say with a high probability that the readers will read again our dialogue.

We often don't understand how news stories get out of context but it can be done pretty easily. Lack of proper assumption is a routine by Lawyers a lot of the time. They'll ask someone something like who is in the picture and when they find out it was the defendant their next question is were you there when the picture was taken.

In their case it might be proper for information gathering but you as a trader must have proper assumptions as you can not know exactly how a market is going to react each day.

Trading is not a favorable game in most circumstances and that is what we must use as our assumption in trading. The big mistake made by traders is thinking and expecting trading to be a favorable game.

You have execution costs or slippage when getting in and out of a position as well as commissions as a cost factor to be subtracted from your winnings or added to your losses. The market spends much time in an unpredictable mode. Trends both short and long term do exist but not one hundred percent of the time.

The correct way to control positions is to only hold them once they prove to be correct. Let the market tell you your position is proven correct but never let the market tell you that your position is wrong. You as a good trader must always be in command of knowing and telling yourself when your position is bad.

The market will tell you when your position is a good one to hold. Most trader do the opposite of what is correct by removing positions only when proven wrong. Think about that. Your exposure and risk is much higher if you let the market prove you wrong instead of your actions removing positions systematically unless or until the market proves your position correct.

Let me give you an example before we state the first rule. Today let us say you sold beans just like your plan said to do at 630 on the open. If that position did not prove you correct you must in order to reduce risk remove it. You decide what is correct according to your plan. (Example) let us say you expected hedging to come in early and the price to drop from 5 to 8 cents in the first hour.

It didn't even drop 3 cents so you remove the position. Say you removed it at 629. Just because it showed a profit of 1 cent when you got out did not declare it a good position. However, your exit is a better exit than if you made the market tell you the position was wrong. When you remove the position because the market proved you wrong, it is always a higher loss and on stops it is usually with higher slippage also.

This is not the same as removing the position because the market proved you wrong say buying back at 645 on a 642 stop. By making the market prove you correct in order to hold a position is acknowledging that trading is a losers game and not a winners game. If you only remove your position because the market proves you wrong you are acknowledging that trading is a winners game.
You never want to be in a position, which is never proven correct. If you only get out when the market proves you wrong it is possible to have higher risk due to the longer time period required to prove your position wrong. We will further clarify these thought for you further into the book.

Here is rule number one!

RULE NUMBER ONE

IN A LOSING GAME SUCH AS TRADING, WE SHALL START AGAINST THE MAJORITY AND ASSUME - WE ARE WRONG UNTIL PROVEN CORRECT! (We do not assume we are correct until proven wrong.) POSITIONS ESTABLISHED MUST BE REDUCED AND REMOVED UNTIL OR UNLESS THE MARKET PROVES THE POSITION CORRECT! (We allow the market to verify correct positions.)

In rule 1 it is important to understand we are saying the one criteria for removing a position is because it has not been proven correct. We at no time use as criteria for removing a position the fact that the market proved the position incorrect. There is a big difference here as to how we treat all positions from what most traders use. If the market does not prove the position correct, it is still possible that the market has not proven the position wrong.

If you wait until the market proves the position wrong you are wasting time, money and effort in continuing to hope it is correct when it isn't. How many traders ever hoped it wouldn't be proved wrong instead of hoping it was correct? If you are hoping it is correct it obviously wasn't ever proven to be correct.

Remove the position early if it doesn't prove correct. By waiting until a position is proved wrong you are asking for more slippage as you will be in the same situation as everyone getting the same message.

What makes this strategy more comfortable is that you must take action without exception if the market does not prove the position correct. Most traders do it the opposite by doing nothing unless they get stopped out and then it isn't their decision to get out at all as it is the markets decision to get you out. Your thinking should be - when your position is right you have to do nothing instead of doing nothing when you are wrong!

I don't mean to repeat and repeat but in this case you will better understand the more you read it. It is very critical in your success in trading. Over time it has proven to be the rule which keeps the losses small and keeps a trader swift and fast to take that loss. A person thinking when the market proves a bad trade is counter to what is productive.

By using the rule properly you are productive and don't have to face the demoralizing affect of the market when you have a proven wrong position. This enables you to continue to trade with the proper frame of mind. You are more objective in your trading this way than letting a negative re-enforce your thinking. This way you only let good trading re-enforce your thinking and actions.

ALS - Phantom, Not everyone is going to agree with your first rule. There will be traders who don't feel this is a good rule for them.
POP - Look at it like you would buy a new car. The dealer says you can drive the car which you think you want for a month and we will give you credit toward another car if you don't want to keep it. Ok after a week you decide you don't want this car because it just isn't right for you. You take it back and the dealer says you only owe eighty dollars for rental.

You don't buy the car and keep it until it proves to be the wrong car for you, which could be months from now. If you did you would lose more of what you would have to pay for the car. Most traders keep their position until it proves to be wrong for them. I say don't keep any position unless it proves to be correct.

ALS - Yes, but who is to say a position which was not proven correct turns from a bad position to a correct position?

POP - That is the kind of thinking most traders have. They fear being wrong when they get out and that the market will show them they should have stayed with the position. If they don't take early losses it becomes more difficult to take a loss as it gets larger. However, the market assumption you must make is that big losses will eventually take you out of trading.

My rule one is to address the swiftness needed in keeping your losses as small and quick as possible. It won't always prove to be correct but you will stay in the game this way.

Which would you chose? You have an opportunity of a ten- percent probability of making money in the long run if you take a position until you have lost ten- percent of your equity or made ten percent. Or take the opportunity to have a ninety-percent probability of making money if you only keep a position for three hours unless they have proven to be correct by that time. It is pretty clear which choice you would make.

It is that most traders don't know what their choices are when it comes to assumptions of what is possible in trading. Keep in mind that traders are usually unaware that trading is a loser's game. He who loses best will win in the end!

Why not make a time proven decision to change your behavior to trade the method, which gives you the best long-term outlook. Trading is not gambling! Treat it as a business where you only want the best merchandise for the shortest possible time in order to have the maximum profit with the least possible chance of failure. That is what rule one does for you.

ALS - I can see the need for much discussion and review on your first rule.

Phantom - It's critical to have rule one in force by next surprise day. The one thing, which teaches most traders to take a small loss, is a big loss.

ALS - Yes, but that is expensive behavior modification. My wife, Karen just gave another parallel example of your rule one. She points out that you don't go buy clothes, take them home and wear them until they prove to be wrong for you. Instead you try them on and make sure they have a proper fit and look before you buy them. I like her thoughts along this line.

POP - You can see in ordinary life you try and spend the least amount of money and have the least amount of waste. Why should you do it differently in trading?

ALS - The answer is surely that in trading there are human elements which take over. Everyone knows them and most likely have come face to face with them. They are fear and greed.
POP - We must remove the emotional element as quickly as possible in trading. If you can do it before you put a position on, you have a good start.

Note: In order to give some insight on Phantom's rule #1 several traders have indicated their experience with it as presented on the traders forum. The following is a copy from one such trader.

Author: M T

email:

An anecdote about Rule #1

I've read phantom's postings about rule #1. The price action must confirm the position or get out quick. What I have done in trading is to enter a position, and have a chart position that is a good spot to exit if price moves adversely. This would usually either be the previous swing point, which if violated would be a signal for possible new trend and would definitely be the signal for me to exit my position, or the first 15 minute high (resistance) and low (support), if it was violated adverse to my position.

So that meant that there were times when I entered a position and the price action was flat or slightly adverse but not so adverse as to violate my predetermined chart exit position.

I would stay in because there was no violation. I thought this meant I was following rule #1. I was staying in, not because the price action "confirmed" my position, but because the price action did not "confirm" my stop loss chart signal. I was thinking that this is what Phantom means. I have to tell you that with this strategy I was keeping my losses small, just by the nature of my plan.

But I was unwittingly violating Phantom's rule #1. I thought I had modified my behavior but in reality I was "behaving" incorrectly. It's a very subtle thing, I believe.

Then, last night, in a restless sleep thinking about my trading, an inspiration came to me.

(don't laugh too hard). A lot of my losses had come after I had been in a trade for an hour or longer, where price action was mostly flat, but my stop point was never touched. I realized I would have been better off if I had just gotten out in the first 15 minutes. It would have been a loss, but it would not have been as much of a loss as my chart stop point would give me.

Then I realized that is what Phantom means. My position was not confirmed in those first 15 minutes! It wasn't violated according to the nuances of my plan but it also was NOT confirmed. Get out.

Well, low and behold I went back over the last 3 months of trading and using the exact entry points (fills) that I used every day and reviewed what would have happened if I had followed this 15-30 minute confirmation rule. Let's just say it made a huge difference. I know backtesting is not completely reliable but it was significant.

Anyway, thanks Phantom. I'm still learning. I'm still here trading. Started with only a 5K account, daytrading, and I'm still alive w/o following your rules even. I'm below breakeven. Let's see if I can change that. I'll keep you filled in. Once again, many thanks. You once asked for rule #1 stories. Well, there is mine.

Cheers
Note: The following is an excerpt from a message which Phantom had presented to help understand rule 1.

Behavior modification is knowing the limits. Let us use basketball shooting as an example. Say you shoot and see after 1000 shots you average less than 50% baskets made. This means you have a better chance of missing than hitting. With practice let us say you now hit 55% of your shots. You would expect to say when you shoot that you have a better chance now that the shot will go in than not. Same in trading, you must know what the limits are!

In trading most of you have a greater chance of being wrong than right! Trade accordingly which means expect the limit (being wrong more likely) in your trading.

How can you come out ahead? In the short run you can only with luck but in the long run luck tends to evens back the other way. You must trade in the long run! So what is a trader to do in a losing game? You must trade in the long run!

How can you trade in the long run? Only way I know is that you must keep your losses small and take more small losses than small winners to come out ahead. This often means washing a position for the sake of being able to keep in the game.

Theorem being now to assume your position is wrong until the market proves what you positioned is correct. Keep your losses quick and small. Don't ever let the market tell you you're wrong. Always let the market tell you when your position is correct.

It is your job to know you are wrong and not the markets job.

The other side of the coin is that you will get positions, which are correct. You must be bigger at that time. This will require a rule 2, which is designed around adding to winners in an unfavorable game to come out ahead in the long run. When you are correct, you must continue to use rule 1 to keep losses small.

It's ok to be wrong small but never ok to be wrong big if you expect to trade in the long run. Trading is not easy. Most traders just let the market do its thing. The correct way is that you do your thing and control your positioning. You control you positions by using rules, which keep you in the game. Rule 1 is the most important rule in any trade plan. Rule 2 will be the other side of the coin, which must be dealt with if you are expecting to remain in the game in the long run.

Learn to be wrong, fast.

"IN A LOSING GAME SUCH AS TRADING, WE SHALL START AGAINST THE MAJORITY AND ASSUME - WE ARE WRONG UNTIL PROVEN CORRECT! (We do not assume we are correct until proven wrong.) POSITIONS ESTABLISHED MUST BE REDUCED AND REMOVED UNTIL OR UNLESS THE MARKET PROVES THE POSITION CORRECT! (We allow the market to verify correct positions.)"

---POP
ALS - Phantom, do you want to continue on rule one or is it time to move on to rule two?

Phantom of the Pits - There will be lots more on both rules so let's get to rule two and see the other side of the coin.

We will need to get to the qualifier of rule two but we will do that later. We'll state rule two right now.

Rule Two

PRESS YOUR WINNERS CORRECTLY WITHOUT EXCEPTION.

Sounds pretty elementary but correctly is the key.

Quoted most of the time is cut your losses. Cutting you losses is only one side of the coin. Without rule two, you will find that trading still isn't even a 50/50 game. Without a correct method to press your correct positions you will never recover much beyond your losses.

You need rule two to ensure you have a larger position when you are correct. You always want a larger position when you get a great move or trending market than when your position isn't correct.

There certainly will be debate on how you know when to add to a correct position and on how a market can turn a correct position into a wrong position. We will cover those debates later. First let us get the rules and reasons established. By knowing what is expected in rules one and two we can prove the theorem based on good assumptions and experience.

Rule two does not mean just because you have a position in your favor that you must now add to that position. Correctly in rule two means you must have a qualified plan of adding to your position once a trend has established itself. The proper criteria for adding positions depends on your time frame of expectation of your trade plan.

You might be a day trader just trading, a short term trader, weekly trader, monthly trader or trend trader only. The add criteria will be different for each trade plan.

The important point of rule two is to point out the rule is established in order that you can make the most gain with the least drawdown expectations. You must also use rule one properly.
Rule two is important for it keeps you in a good position as well as impresses upon your own thinking of having a correct position initially. Most traders are conditioned to want to take a profit to prove to themselves that they are right. Being right does not in itself make the most amount of profit.

Most traders also want to get out before the market turns and takes away any profit they may have. Ordinarily they will let losses get larger but only let gain get started before getting out. This is just simple human nature when having a market position. Human nature in trading is not often proper trading technique.

Always a good reason for adding to a winner is because traders usually tend to doubt the position unless they re-enforce the correctness of that position. Adding to the position correctly best does this. The other good reason is that you must be larger when correct a positioned than when your position is wrong.

Correctly adding to a proven position must be done so that a pyramid isn't established which will hurt the trader in a minor reversal. Each add of original position should be done in smaller and smaller steps.

As an example, if you put 6 contracts on as your initial position you should use 4 contracts for your first add and 2 contracts for your next add. This gives you twice the original position when all three positions are in place. This is a 3:2:1 ratio in establishment of three levels of positioning.

At all times during the trade it is important that rule one be in your plan. This includes when you are adding to your positions in order to protect your trade from any major reversals, which often happen.

Your plan for adding positions could be as simple as at each buy signal for longs and each sell signals for shorts. It could be on 45-degree retracements or support lines. Without exception in the rule indicates it is not an arbitrary decision on the trader's part as to whether to add. Keep in mind this does not exclude the correct method of adding in respect to variables of different trading plans. What is a correct way of adding in one trade plan may not be in another.

In review of rule two, it states only that you must add to correct (proven) positions and that it must be done correctly. The rule does not tell you how to add, as this is your requirement in the trade plan you develop. The rule makes no exception on adding to correct positions. The intent is twofold of rule two. It is to re-enforce your correct position both mentally in your thinking and by execution in increasing the size of your position.

ALS - Phantom, what do you say to the traders who are going to ask you if they must add without exception, why is there any question as to how to add correctly? Doesn't the fact that a proven position is correct indicate it is time to add?

POP - Adding can certainly be done this way but it is not always good for all trade plans. I often times add immediately when my position has been proven correct because I tend to do it in smaller steps and work more long-term trades. Let us say you are only a day trader trying to take out a little of the market each day.

You will find your adds at the wrong place by adding as soon as your position is proven correct due to the nature of the markets. They give you back and forth action much of the time, especially as looking a day trade. One correct way for a day trader is to see that the position is proven correct and then add at a proper retracement. This will not be the case for a trend trader.
A trend trader would most likely have at least one add at a breakout or break away gap. It all depends on your trade plan. Your method of adding must be validated by your trade plan.

Day traders will have a problem with rule two unless they position properly and understand that their adds must only be made correctly. Day traders are in for the quick profit so it is hard to have a good add plan. Their best trade is to put all positions on at once where original and adds are all placed at once and use rule one to take them off unless or until proven correct.

Believe me this is the proper probability in a loser’s game as is trading. Rule two says you must add to your winners without exception. As a day trader you are only keeping a position if proven correct or until proven correct. In a sense the market is deciding how large your position will be. The variable can be from all to none in this situation.

Trend traders will get larger when they are correct but day traders will start larger and get smaller when they are wrong. Day traders can be large when they are wrong but Trend traders will never be large when they are wrong. This is due to the nature of a loser’s game for day traders.

By reducing your positions when wrong, your exposure is not extreme for a day trader provided rule one continues to be followed. Exposure and risk are also an element of time in a position. That is the edge the day trader is expecting to work to their advantage. Trend traders are expecting higher probabilities in smoothing out the swings.

ALS - Aren't you changing the rule here for day traders?

POP - Rule two must be used if you expect to make money in the long run. Your validation of how you add is according to your trade plan and a day trading plan is certainly going to be geared for the quick profit so why shouldn't you have your biggest position to work with from the start.

Right or wrong, you are going to use rule one to protect at all cost. Criteria will be different for the type of trading you do and scalping or day trading is a lower probability of making money than most think. You have to be right when you get in and out and twice the execution cost for each trade.

A day trader takes most positions on a fade of an expected range and on what they consider to be the edge. Correctly for day traders is different for trend traders.

ALS - Wouldn't you say that adding for day traders isn't always a good rule.

POP - Adding correctly regardless of your time period is useful in making bigger gains in the long run. Day trading is certainly a shorter run. A day trader should cheapen the cost of what they have and to do this you almost certainly have to have your biggest position on first.

I use to watch a very good trader put a big position on and take it off until it proved to be correct. He made good trades and ended up with bigger gains by doing it that way than adding after being proven right. What you are missing here is his positions were larger at first and this really is the rule two in that you still are larger when you are correct than if you had added later this way.

The drawback is that you are larger when you are wrong too, but it's still a protected position if you use rule one properly. It is acceptable but again I must remind you that rule one is critical here.
It looks like a modified rule two but as I stated your trade plan determines your method of adding. It is understood that you want to be larger positioned when correct. This is a way to do a trade when you don't have an established trend and the probabilities are lower. I can't rule out this method. I have used it on short trades. When I feel I am trading an established trend, I have criteria for adding which gives better positioning.

These two rules are to give you the long-term ability to continue to trade with the least amount of drawdown and the best possibility of making the most money in the long run. Huge drawdown is the critical reason some traders go out of the business.

You must start your trade plan with rules created to protect your equity. I am presenting those rules to incorporate into your plan. Experience has proven these rules a necessity in survival and reaching your objective of making the most return with the least amount of risk.

The follow up to rule two took place after feedback from the Futures talk forum when traders expressed their questions about rule two.

Follow Up to Rule Two

It is clear that the traders are interested in more review on rule two. From the posts on the forum, it seems to be a problem of understanding not only why to use rule two but exactly how they should use rule two.

I asked Phantom to give us more detail on his rule two in order that it can become more effective for the traders. Phantom feels that there are several problems in understanding his rule two from reading the posts of the trader's forum. We will address a few of the problems and also try to explain more on how to use rule two.

ALS - Phantom, It looks like your rule two is not a good rule for most of the traders who have given return input on your rule?

Phantom of the Pits - By now you should see why we are spending so much time on just rules one and two. Rule one understanding has been pretty good so far. Rule two has been a problem. I could see that coming in the past posts. There is doubt in trader's minds as to the real purpose of rule two and why they should be saddled with a rule, which requires them to put a bigger position on than they want to have.

The traders aren't going to like what I am going to tell them here but I know they want me to be totally honest with them. There are going to be several reasons why a trader does not want to come up with a plan to add to winning positions. I will try to cover some of them.

ALS - Why is it that rule two doesn't seem to work for most of the traders?

POP - One simple fact! That fact is that they are putting their entire position on at their entry into a market. This is not rule two's intent. A total position is a series of positions until the complete expected position is established. They should only have their entire position established upon getting the move as expected. Rule two addresses this expectation.

Keep in mind that I don't blame the traders for their views on my rule two. It is not their thinking but their trading situation we must address as a place to start with rule two. It is a solid rule and its importance can not be diminished in trading.
Until you see the reward from rule two, it is very difficult to understand a bigger position being anything but wrong to you as a trader. That is of course going to be some of your behavior modification. Learning by experience is the only way that most traders will be able to accept this rule.

It is important to learn this rule by more than just example. It is not a rule you learn by making a mistake. It is a rule you learn by being rewarded for using the rule.

How can we reward the traders for using this rule by example? I don't think we really can. Therefore, we will explain why they are having difficulties and ask them to soul search as to the truth of the problem being within their own situation.

The nature of trading is that more often you see a negative effect from what you have just done. Seldom do you see or remember the good effects from the proper trading as often as the negative. This will leave a plan to add to winners on the back burner when it is time to add unless you fully understand the need for this rule.

The first problem with understanding rule two is that any time a trader can or does not incorporate a plan to add to winners, they may be under funded and unable to margin properly the additional positions in the add. Another aspect of being under funded may only be that over trading in the original position is actually a problem from the start.

Anytime you plan a trade program; you must consider what size position you are looking to establish. If your position as mine often is, is that you will have a total of six units upon completion of your position entering, you can have a better idea of what you must fund. You need to be able to fund the position from the start properly.

I believe most traders want to have a certain size position and from the start, that is the position they place. This is not a correct way to allow you to use rule one and definitely rule two properly. You see from the start of trading an expected move, your thinking is counter to ever adding in the first place.

True you should be at least twice as big or larger when right than when wrong, but you must work that position into your trading plan. You never risk it all on the initial position being correct or you are defeating the rule. You are trading more like a day trader if you put it all on at once.

Another reason for problems with rule two is that traders are actually day trading in order to not have undue risk in their positions. This will cut their odds of making the goals expected in any kind of move. It is more of a hit and run type trading. This type trading leaves you vulnerable to the flow of orders into the pit.

We can never estimate the exact quantity or direction of order flow for more than a very short period of time except in established moves. Sure we have our three phase theory and it does work to an extent but never good enough for us to know without seeing before hand just where the price turns are going to be. Looking back we can always pick the price turns and possible support and resistance.

I want the traders to ask themselves two questions! "Do you put your expected position on from the initial entry? Are you planning for adds prior to your initial trade?" If the answer to either of these questions is no, then you must go back and rethink your trading program. I have said it before. If you can think it, you can do it. Perhaps the traders aren't thinking it to begin because it certainly is not expected thinking without the proper planning.
I knew we would have problems in trying to convey rule two and that is part of the reason we have stepped back to wait and see the blank stares. We have those blank stares as I can tell from reading the posts and resistance to rule two. That is ok for it is what can be expected from such a rule.

I don't want to get into telling the traders their game plan for actual trades or their trading programs. What I do want to do is to establish that you must consider the favorable side of adding to positions when they are correct.

More thought must go into rule two as it is not as self-explaining as rule one. It is true that rule two is what makes my money for me. It does it in the long run and not the short run. There are several good aspects to the rule. We have discussed a couple of them previously. The fact that re-enforcing a correct position actually keeps you thinking correctly is one of the important reasons of rule two.

Another aspect is that of course you will be with a larger position when you are correct. I think one of the of the hidden benefits of using rule two in your trading plan is that it will actually keep you from over trading from the entry through to the end of the position if used properly.

By incorporating rule two in your game plan from the start, you will be eliminating the desire to be proud when the market moves your way and want to take profits to show that you are right. Traders love to be right. This is your enemy to love to be right. Your motivation must be to love to do the right thing in trading by either re-enforcing correctly your position or removing it should it not prove out to be correct. You see when you think you are right in the market, this is just the beginning of your trade. Not the time to take your profits to say to the world "see I was right!" Let me ask you, who really cares if your were right? So what? You will become the best trader you can be by being wrong-small not right small! Get that in your mind now.

You are going to have to press your winners if you really expect to consider yourself with the ability to make a living or extra income. Otherwise, face the truth that you are only playing to break even.

Who wants to play for a tie? I sure don't! I remember a trader asking me how I felt about making money in my early days. She wanted to know how much I made. I indicated to her that if I did not make at least a thousand dollars a day, it wasn't even worth trading to me. She said that she would be happy with a hundred a day. I asked her if she added to winners. She said that there was no reason to add to winners. I didn't mean to laugh at her but what she said. I pointed out to her that if she had three days a week where she made money and two where she lost that she would be in the hole for it would be a 50/50 game if she was never able to add to winners. My point was that you must make bigger money on your good days and not just the same amount of money you lose on your bad days. You would be better working for a living rather than trading if that is the case.

Now I am not laughing at anyone! I meant what I said about my statements of respect for the small trader! They need to know just why and how important it is to press winners before they will ever be able to approach the idea into their trading plans.

It isn't an obvious thought to think that even before you trade, you must have a plan to be bigger when the market is going your way. The first thought is always what size position to take to reach your goal. You must understand that you are not the one who will determine your market position size. It is going to be the market and must always be the market.
Rule two is going to tell you to put a complete plan into effect before taking the initial position. The light is starting to come on about rule two now. I can see some raised eyebrows in anticipation as to what is possible now. Not only is rule two a saver of your drawdown by it's proper use but it is an enforcer in pointing that you are looking to have a complete position when your expected move allows you to be totally positioned.

I am a little ashamed I did this, but I purposely held back the best part of the rule in order to see who would come up with the important aspects of rule two. Rule one was hit bulls eye by I would say at least half of those on the forum who thought it out. Rule two may have had a few who understood but didn't really make a remark on it.

I do know one who did hit the nail on the head. At any rate, there were others I think who did not indicate much about rule two who most likely had some good clues.

On adding to winning positions, I could give you my trading plan and my signals and tell you exactly when to add. But that would be doing the same thing as digging out the Mississippi on the West Side and changing its course.

I would be better off trading for you and you would be better off giving me your money to trade. I don't want that at all. Don't forget my faith in the small trader. You shall have to see the prospects of rule two more clearly yourself.

I can not help you with over trading or being under margined. You must correct that situation before you can ever expect to be on even ground with the big funds. You must at all times be able to only put a portion of your expected position on at entry and be able to at least double your size somewhere along the route of an expected move.

The protection is rule one but the biggest protection is rule two! Now I am going to tell you why rule two is the biggest protection of all. You never suspected what I am going to point out.

You have all heard to not add to a loser! Well rule two takes care of that from the start by keeping you with a smaller entry position in the first place. You never have your entire position until you are getting the move you had expected.

Now why would I encourage you to have half of your total position at entry? Because it is a losers game from the start and you knew that from rule one. Now from rule two, you find out that in order to trade it correctly, you were never really suppose to have your initial position upon your entry of a trade.

Can you tell me that you don't expect the market to fade your trade to a slight point? You really are going to pick a range when you are right and you are going to be at least half size when you are not proven to be correct. When you take your loss with rule one, it is a milder way of slapping your equity from the start.

Are you beginning to see any of the value of rule two yet? We can go into examples but understanding the rule is what we want now. Trading programs will all have different aspects of entry and adding. It is up to you now to understand rule two and try and incorporate it into your plans.

I am giving you a rule which not only makes you larger when you are right but keeps you smaller when you are wrong from the start of a position. I am also giving you a way to not over trade. It is up to that you to make sure you are properly funded to make this step an important one in your favor.
Never to over trade was one of the criteria of my rule two. A lot of thought went into rules one and two and it must come out the other side for you in understanding before it will work well. Now you have the background of rule two and can understand it a little better.

Whether we go any further on trying to impress the rule upon the traders depends upon it's acceptance by the traders whom I have complete faith. They shall continue to live up to my expectations and I shall continue to be proud of the faith I have in them.

I say it again and I know for sure! Clothes makes the man in most cases if that man lets it change his thinking and feeling to a point of betterment. Knowledge is your new suit.

ALS - Ok, you are telling the readers that to use rule two properly it will keep them from over trading because their entire position is never in place until they have added the remainder of their initially expected position only after the market has proven the position correct along the journey of the move that they are working with in the trade.

What the traders have failed to see is that in order to correctly use rule two, they never put the entire desired position on until or unless rule two is needed to be used along the way. Am I correct so far?

POP - Yes you are. What other points am I making?

ALS - Your rule two also is protecting from adding to losers and keeping the initial position smaller until proven correct. Is that right?

POP - Not exactly, what I want them to understand about that point is that they will only get bigger when their criteria in their trading program tells them it is time to add. They will not add just because the initial position has been proven correct. When they have completed their adding of additional positions, then and only then should they have their entire expected position established.

Traders are over trading most of the time when they say that they can't seem to justify adding to an existing position. Most of the time a trader does not think about the reason for adding because they have their initial position on from the start. This is their maximum risk from the start. That is never what you want in trading.

You must take some risk but never your maximum. That is exactly what they are doing if they can not plan for added positions along the way.

ALS - It is so obvious now! It is just like playing chess and seeing after the stalemate that you could have won so easily if you had just thought there could have been a stalemate.

POP - Yes, the trader is playing for a stalemate if they don't use rule two in some form somewhere along the way in their trading plan. Isn't it simple? To want to have a correct position from the start is over trading when you place an entire position.

Traders don't add because they have their position. The big drawdown is that when that original initial position is wrong, their losses are as large as there gains seem to be if they were right. We don't want that. Keep in mind that trading is always a losing game unless you change the odds.
With rules one and more so with rule two, you are changing what you can in trading to your advantage. If any position is taken without forethought of adding to it later when it has been a proven correct position, you are in a 50/50 game at best.

ALS - You also said the light should start coming on for the traders. Do you think this is enough to digest or should we continue?

POP - It's time to step back and let them get off the elevator. Let us see how many frowns we still have and if we need to review more on rule two. My faith in the small trader is that they are the best majority of one I could ever want in my class.

I am willing to consider the questions of my little Phantom's. I can do it for a day, and I can do it always? I am trying to make it possible for them to become the best traders they can be. I know that they will grow up faster than they realize. Good luck to them as we see what their new plans become.

ALS - Any lights coming on? Do we understand CORRECTLY yet?

"PRESS YOUR WINNERS CORRECTLY WITHOUT EXCEPTION"

---POP

Phantom of the Pits
by Art Simpson

Chapter 7 - Trading With Rules One and Two

Go To Webtrading.com Home-Page

ALS - Phantom, your required rules seem pretty simple. Let's use some practical applications in real time trading.

POP - In trading, rules are not meant to be broken for your own sake. The rules bring you to a no judgement type approach. You design your trade program and approach to trading by keeping the major choice of positions within your program while keeping the confirmation to the market. Your only job is to follow your trade program while obeying rules one and two. The rules take away the need to decide while the market is open of what to do during the trade day.

You will have a good idea what you expect of yourself at all times rather than guessing what is actually going to take place with your positions. You will either be proven correct with your positions or you simply get out of the positions. You don't stick around to get hurt with exposure if the market is not proving you correct.
Yes, you will have exceptions when the rules don't corporate with you and what the markets are doing. This will be a minimum problem, as the rules will keep you in the trading game for long term trading.

You must research your trade program well enough to be able to not enter at bad entry levels. Even if you make a simple mistake such as chasing markets, rule one will still keep you from excessive drawdown during your trading career.

ALS - I notice a few questions coming up about excessive commissions when using rule one!

POP - Today as an example as I bought the DJIA after a 30 point rise and expected to see a 5 point plus within 30 seconds. After 30 seconds I bailed. I had a loss of one point on the trade. The market continued to drop against me and my loss would have been 30-40 times my commission even if I had paid top commission at the low point.

Now you can't tell me that it is better to stay in and wait for it to come back then it is to get out and re-evaluate the situation. In the end I would have been right but my mental standing after a simple rule one trade is a lot better and allows me to have sanity about my next move.

Most traders think it is bad for them to be wrong and when they are, that's it for the day. Well, being wrong is the best chance to put a correct position on with your next trade as you certainly can trade again.

If you keep a trade, which never proves to be correct within your program of time element, you will never be able to correct a bad situation but only be able to remove that bad situation. Your mental well being is worth a lot in trading. You can trade well when you are thinking good.

What I am going to say next is something usually learned not by observation but by making the assumption itself. Most of your money from trading is going to come from trades, which take off rather quickly from when you put them on. That is the reason rule two is so important. Just look at most starting trends and good runs you have once a market turns. The chop-chop markets aren't going to give you good income.

While it is true that being in control of your position in the market rather than the market being in control of what you are going to think about your position next simplifies your trading life, it also greatly enhances your ability to make good trades. The main reason is that you know what to expect and have those expectations up front from the entry of your trades.

If you supervise a house building and you have several trades working on the house, you certainly make sure the plumbing which goes in the foundation is being put in correctly before you walk away and let the foundation be completed. Building a position is the same in trading as most occupations. If the plumbing and foundation on the house are completed correctly, you move to the next step.

Still at any time the prior work finished could create a problem. Let's say the foundation settles and cracks the sewer pipe. Would you continue on the house? Of course you wouldn't. Well no way will you continue with a trade, which proved correct but now shows problems.

You can never let your guard down in trading. You must always know what the next step is for you in any situation. You rehearse your criteria of a trade and it becomes second nature. Just like driving a car becomes sub conscience to you when you are proficient at it.
You start out by not knowing what the trade will ever do when you put it on. You can never control what the market will do or how the orders will enter the pits. You can not tell me when a large fund is going to take a profit or enter a new position. Nor can anyone else tell you for certain. All you can do is build your criteria or trade plan to take every angle which is important into account.

I can give you a plan, which will catch every move, but you will catch moves, which are the wrong way too. Along with that plan to never miss a move I can give you the big drawdown and the rules which will eat you alive if you can't afford the drawdown. In the end you will have what you think is a very small profit for all your time and patience of going along with the plan.

But yes, you will have a profit. That is not what the usual trader is about. He is not in this game to earn a few extra bucks for his vacation. He is always after a better return then most would consider fair in any other investment. That reason is another creator of rule one.

You are expecting a big reward and fail to see the big risk, which faces you at first. Somewhere along the way you must face the situation for what it is.

Trading is a loser's game. You must learn how to lose. The biggest loser who loses small will continue in the game. Obviously the small trader who loses big will quickly go to the sidelines. Sometimes the sidelines are not even there for a few.

Their losses take away their hearts. Believe me for I have seen them. It is the saddest thing in the world to take away someone's dream. More so when they never knew the enemy in the first place. A trader must know and accept what the market can do along the damage side to equity, to mental peace and to self-esteem. Every day is a big surprise in trading.

You must plan for the surprise from the time you put your position in place. The big surprise can sometimes be a friend but you must be prepared for it.

Why do I say the market is going to give you a surprise? Can you tell me exactly how far a market will move and then re-trace before continuing or if it will continue?

What you can do is to eliminate your reactions to what the market does to you. You do this by not giving the market the power to control your position or emotions with adverse market moves. You start out expecting the adverse market moves and plan your action based on those outcomes.

When you place a trade, don't ever think this is the only trade to make. There are thousands of trades you can make. You aren't going to miss a move for long if you trade correctly. You aren't going to chase markets if you trade correctly. You must have a plan to enter positions based on each market's criteria. Rule one is the rule, which keeps you in control at all times when that position is in place.

Behavior modification can take place in many forms but you need a rule to show you what must be done at all times. One trader suggested the rubber band method. Each time you took a big loss or did some bad trading you would snap the rubber band on your wrist. That's if you remembered to do it.

I don't like this method but it is better than a lot of others. Just because you put on a trade, which lost money, is no reason to feel bad. If you put a position on and lost big money that is when you can feel very bad. With rule one you are freeing yourself from having to feel bad.
You put the trade on based on the trade plan. The market either confirms and you now have a good position or it doesn't confirm and you are not ok with the position and you get out. Simple! Only a big deal if you don't get out when it isn't confirmed a good position. No need to ever feel bad. Most of your trades, which don't confirm within a logical time frame, are usually going to look bad sooner or later. Why not take the sooner?

ALS - It's beginning to look like it takes more thought to put a trade on then the time you're going to be in it if you're wrong or I mean not proven to be in a correct position!

POP - The logical step is to have the plan in place for the next step before you put on the trade. I would guess that 95 per-cent of the traders put the trade on and then wait for the market to prove they have a bad position. Even if the position is correct, their next step is wondering when to get out. It's human nature to do it their way. It causes a lot of unsuspecting reactions in their lives.

ALS - Human nature is as you say. I know you did some research on human nature of traders and non-traders. Perhaps we can talk about some of your data.

POP - I'll tell you what I would prefer to do. It would be better to just suggest some of the experiments and let the readers come to their own conclusions. Let's keep that in the behavior modification tips.

ALS - There were some questions on when to get out of a position. I realize this is out of order here but I know we need to include rule two.

POP - That's ok as it is a common question as to when do you know when to get out of a position. Actually rule two addresses this very well because it says to press your winners correctly without exception. Rather than getting out of a position with the proper criteria you will be increasing your position. You only do the adding with correctly proven positions.

The time to get out of a position is not when the market is proving your position to be a correct one. You have the opportunity to be wrong as often as correct but when you are already proven correct, this is certainly the time to step off of first base.

We have two rules to keep us protected from our lack of certainty and enforcement of certainty. Many trading plans have the trader in a position at all times. The thinking being that the market is either going to go up or go down. Well this is just absolutely an idiot's plan. Maybe I shouldn't say it so strong as I should have an open mind still.

I have to put this in the category of thinking a statement, which says to not do something, actually says to do the opposite of that statement. Too many times I have watched a fund bid the market so they can sell the market. It's a plan to take advantage of the surprise element in the markets. There was the day when you would only see me on both sides only when I was wrong. I am wrong a lot more lately. That's not bad either!

The readers are surely asking by now how do we use these two rules? It's easier to use real time quotes and markets to prove the points but since we only have hindsight here, we will do it differently. Let's use the old common day trading technique, which I am not going to give you judgment on at this time.

You say your plan wants you long if you take out the opening range! Ok let us say we are trading onions and the price is 1000($10). The price goes to 1001 and the opening range was 999-1000. Your plan says
buy so you buy. You get filled at 1002! Why 1002? Well execution is getting the position filled! You
gave up a slip of 1 tick. Not bad, most of the time it is small.

We can go into the importance of execution now or continue the trade. Let us continue the nature of the
trade and cover the importance of execution later. Now that you are long at 1002 you are using rule one.
You assume this is a bad trade until the market proves to you that the trade is good. If the market does not
prove this a good trade you are going to exit the trade. Fine so far!

What criteria in your day trading plan says you are right. Most say what determines you are wrong. Not
us! We only want to know the criteria for being right. Ok for us our program says "if in the first half hour,
the market opens lower than yesterday and moves higher, expect a move above the prior day's high within
the first half day of trading."

Our program also says the position is only correct if the market stays in the prior days top half in the first
half hour. Our last criteria for the trade is that it must show a 3 point profit by the close. Now I ask you
what is your next step?

Your criteria for remaining in this position is only when the requirements of your data indicate to you the
position is correct. The other data you would need in the program is yesterday's range, yesterdays high
and yesterdays close. Your day trading program says to use the old rule of opening range break out.
Yesterday's data is critical in knowing when you are correct.

For our example we will use yesterday's high as 997 and yesterday's range as 991-997. It gets interesting
here because you are going to decide whether you will exit the position. At the end of 30 minutes the
market is at 997. What would you do?

The first criterion of our trade program is in conflict with your day trading strategy but you still bought
the opening range break out. We don't care if the two are in conflict! We only care what causes our
position to be correct. Ok so far.

The market has been open a half hour and our price is 997. As you can see you must know your trade plan
before the market opens and what you are required to do. What makes your position correct? You must be
in yesterday's top half range after the first half hour of trading.

Are you indeed in the top half range from yesterday?

I am going to give you the answer indirectly so you can't slip down to find it. We will go to the next step
here. At the end of the first half day of trading the price is 996. Are you still in the position? You did take
out the prior day's high but you didn't open lower. Ok we still did it! Stayed in first half hour. That's right.

Now first half day price is down to 996 and we bought at 1002. Still in the top half of yesterday's range.
Ok, we are still in the position. Bad entry though as our plans conflicted. Should have only taken the
position if it opened lower. It didn't. Well ok because we are day traders we used the opening range break
out. Our entry wasn't the best but so what!

At the end of the day the market is at 992. Are we still in the position? You have the right answer but
Why? The market had to be at 1005 in order to keep the position. It had to show a 3 point profit on the
close.
How would you get out of this position? You would have used a stop close only order after the first half day to sell the position 1004 stop close only.

The example gives you several interesting situations and perhaps just as many questions about rule one. Rule one will not protect you from wrong entries! That is your job. You must solve your own conflicts in your trading. Rule one did take you out of the trade on the close because you were not proven correct based on the required criteria.

Keep in mind this example is a very different situation than you would expect of your trading program. You can't have a program which says if the market doesn't go to 980 that it looks for the market to go to 1100 sometime. There has to be a time frame on when they expect 1100. When a market doesn't go up anymore, somewhere it isn't correct to stay in the position regardless of the expectations.

The market must prove and continue to prove. It can be simple or complex strategies in your program but when the position is not doing according to the expectations it is wrong. Not when it proves your stop price got hit.

Stops, yes we did use a stop to get out. We did not use the stop as the criteria for getting out. The stop did not prove us wrong but the criteria proved us wrong.

I realize that in the example we put conflict, various criteria which was required for the position to be correct and a bad entry example. Does this point out more than just rule one to you? Rule one will get you out of a position which is not proven correct but it won't fix a bad entry. Know your plan before the market opens! If you had known your plan in this example prior to opening, you would have never positioned.

ALS - Ok, I see your point but how can most traders with jobs trade as the example shows?

POP - I can give you other examples but it all comes down to the criteria for proving a position correct. If you trade by looking in the newspaper each night your trading plan will be different and your positions must be smaller as you are going to need wider ranges to work with on criteria.

In the above example you could never have placed the order to buy the opening range break out and therefore it would never have been in your plans. You may have had criteria which said to buy yesterdays low plus one tick or two ticks and a time of day order which said TOD10:00a.m. sell 993 stop.

The market would have to be in the bottom half after first half hour to get out as criteria indicated to be correct the market had to be in top half range after first half hour. The other criteria could be met with either OCO (one cancels other) orders or stop limit close only orders. Not all brokers take all orders so your plan must include this possibility of difficulty in trading.

Each tool you lose or don't have in trading, you must reduce your position accordingly to have an effective long range program. The farther away you are from all the tools you need, the wider road you must have. Reduce the size of your car (position) for the road that isn't wider.

Now that we have your attention I think it is clear to see how just two simple rules can be exploited. You can't help but understand why trading can be so difficult. You want to be a knowledgeable trader and you need to take all of the difficulty out of your daily trading when the market is closed.
ALS - I would like to ask you a question, which I have wondered over the past couple of decades. Do you fell when you take a position you have taken a good position?

POP - Never! Do you understand my NO? If at any time a trader thinks they have what is a very good trade, they are going to get removed from trading very quickly. I make the best trade on my trade probabilities program but who is to say my guess is better than someone else's is? Never do I know it is a good trade until it proves to be.

Understanding that to feel you are making a good trade is signing your death warrant in trading. The majority of traders do certainly feel that they have a good handle and they are only putting on good trades.

There is an old saying that the market is never wrong. I don't mean to protest directly but I think that is not always the case. But it is what we must trade by in price. Markets go to extremes and that is certainly in challenge in always being right. Once we know markets go to extremes, we can put that on our side and exploit the advantage.

Very few traders exploit that advantage. You must with rule two press your winners. Often times you won't understand the importance of pressing the winners but it makes no difference as to reason when you collect your profits. Who really cares if the market is or isn't always correct. The market price is what we are measuring our equity with and always will.

In trading nothing goes right for most traders unless they take total control of positioning and letting the market only prove when a position is correct. I know I am repeating myself but there is not better way to impress this information upon the readers of this insight.

I don't want to see any small traders wiped off the map when it comes to trading but that is what happens to most of them. They are small and are stopped by the big traders and funds most of the time. If they can understand the urgency of not letting the big trades ruin their plans and hopes, they will do much better.

The first step is what we are pointing out. I know because I have driven the big cars on the small tracks. It is better to drive the small car on the big track but it just never comes out the same. With a little understanding we shall change that for them.

ALS - I remember an experiment which proved very successful with a group of traders or would be traders. Do you foresee that situation again.

POP - I have no idea of what you are talking about! I wish them well. No, I think an individual is the best minority of one I have ever hoped to reward. Only one at a time in trading is fine with me. It is their dream and my reality. They have to make it happen. If it doesn't, don't blame the messenger. Look in the mirror.

ALS - You and I are traders not writers, doesn't it seem strange to you to bring foreword your thoughts on trading for others to read?

POP - You may end up a better writer than you think. It's perfect as the best time to learn about trading is when the market is closed. Most traders only learn when the market is open and what a mistake that can be. It can be costly and emotional. Both are wrong sides of the coin.
ALS - We need some examples of other questions which the traders and readers will have on rule two. When do we press a winner and when do we get out of our winners.

POP - I know they would like for me to say this is the plan and it is very simple. I can't say that as it takes work, experience and execution at all times. Most traders, I don't mean to group them so severely and handicap them, but true as it is they look to remove their positions just as soon as they prove them right. They forget what their true purpose in trading really is. It is to not only make as much money as possible but it most important is to make it in the least amount of time.

This keeps them from facing the problem of drawdown because they are not trading to face drawdown but only to trade to make money.

I will never forget my Mother's words when I was honest with her on a trade one day. She asked how I did the day she visited the exchange. I said I lost a large sum of money. Well, her remark was "I wouldn't have done that!" I didn't attend to my business that day and left a trade on. You don't do that. But that is just what traders do everyday. They leave trades on when their Mother visits!

Believe me, Your mother will visit you every day when you trade! You have to attend to your job of cutting losses.

Just a couple of days ago, I was asked to go out on a nice boat trip for five days. It is costly if you don't attend to your affairs. There are times you must above all else attend to your positions. There are no long term trades! Only trades which turn into long term held positions.

Don't ever let anyone tell you that they have a long term position on at any time. How do they know? How does anyone know? Only the market can tell you and it opens every trading day. Don't ask me what I think. It doesn't matter. I can only give you the best odds. It is up to you to believe what the market is telling you.

ALS - How about rule two?

POP - What can I say other than let set an example up. Ok today let us say beans opened at 85–88 and after he first half hour 85 was still the low but 90 was the high. What would you do if it was 15 higher at 88 and you put your position yesterday? Would you get out and take your profits, take half your profits or add to the position?

I will tell you what most will do. They will take all of their profits. That is when you know your position was proven correct again from yesterday. What do you think the correct answer is?

You must use rule two. You certainly don't reverse pyramid by putting the same or bigger positions on because the market could very well take out the lows quickly and you will have to salvage what you increased if wrong. Do it in smaller numbers. Your plan must tell you when you know what you did yesterday is confirmed ok that you must increase your position somewhere along the line.

Sure, the argument is, but I am not sure it will keep going up. So what? We never really do anyway. So what is different about going with the current certainty? As long as you have rule one it makes no difference if you are wrong because you have all the doors covered. Don't ever lose sight of rule one when using rule two.
Some traders will say that they don't really know where to put the trade on price wise. Yes, you do! The word EXECUTION means make sure you guarantee you have that added position. There are times when execution is the most important aspect of a trade. If you can't get a position on you sure can't take on off. I know you have heard that statement in the past but it is with good foundation. You must say at the market in those situations.

Ok, today we pointed out a situation where it was obvious to add. Looking back it is always obvious. What matters is that after enough lead on your position after you have put some time between the position and an advantage price of a little magnitude, you must be pretty sure it's time to take your profit.

Well, don't take your profit. Add to your position. Then if it doesn't prove correct, take your remaining profit and expect to re-enter at a different level. So what if you lose a few ticks because you put an added position on and it was wrong! You will get enough lead on adds that you won't ever think twice after you see the run-a-way markets!

It's isn't because I say so but because the market catches traders the wrong way. It is seldom that it's not the case.

When a market gaps higher or lower, you are in a position to take the profit takers position away from them. Do it, but use rule one when you do. That way you will never worry if you are in a correct position or not. Doesn't matter anyway because with your rule one, you will do the right thing. It is never bad to be wrong. Only then can you benefit when you are correct.

Most traders will make a trade and lose a good amount and miss the next trade. Out of step with the market is bad and it gets worse. Don't get out of cadence for long on any one trade. That way you can half step right back in line.

ALS - Phantom, you are acting as if everyone can do what you explained.

POP - Not everyone can do what they must do. Learn what you are capable of doing and stick to those parameters. Use the protection rules in your parameters. Don't modify them or misunderstand them for your own satisfaction. Use them as they were meant to be used. They will hurt you if you don't use them correctly.

ALS - We could use more examples of how to use your rules but I feel the readers will get a little overwhelmed if we continue to throw examples at them. We could address every situation and eliminate most of the required interpretation by the traders. I don't think we should do that at this time.

POP - Yes, I totally agree, as the integrity of a subject is not always how well it is presented but how well, in this case, it is impressed upon traders. It is up to the trader to fully comprehend their part of what is required of themselves. They can make mistakes but as long as they use the rules properly, they will stay in the game.

It is a fine line when creating a program to trade markets. I have always suggested they establish their own criteria based on the best knowledge they can find. You start with point and figure charting to understand the characteristics of your market. Even if it is someone else's chart, you must see what the market is capable of doing to traders.

I am not saying that there aren't good trade programs but only that the trader must fully understand where the criteria in these programs are establishing the entries and exits. These programs will never have rules
one and two in them so you will have to incorporate them which could void the program. So be careful and express your concern with the program vendor on these matters. Your concern is to keep your drawdown within reason to allow you to trade forever.

Art, have we covered it yet?

ALS - Never in a thousand books can we cover it completely but I think we have made our point and you have made your mark on the readers thinking.

"You can trade well when you are thinking good."

--- POP

Phantom of the Pits
by Art Simpson

Chapter 11 - God’s Rules

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This chapter is as important as any chapter of any book written in modern times to Phantom. I don’t mean to take a platform but today I have discovered many reasons for "Phantom of the Pits" being written.

Today Phantom was given some very sad news. I have never in my life seen Phantom defeated in his entire career. Today Phantom is on his knees. He is in pain and distress to understand what has happened in his life.

He has been prepared for most any possible outcome by being able to protect his positions. Today is much different! He can only reflect as what the importance his life is to others in this world and what his purpose has been for presenting his insight into trading and methods of trading in order to make repayment of his life at this time.

I can only pass to you what some of his views today included and why. Many of you who have read my efforts to convey his thoughts to you in my own unfamiliar writings perhaps understand my difficulty as I write with tears on my keyboard.

Phantom is not one who you would consider extremely religious but today has shocked his thought on reality of what is beyond! Phantom's heart has been finally torn from him. No matter how prepared he has been to protect and defend his chosen world.
Today Phantom learned that John Denver was killed Sunday in his experimental aircraft when it crashed of the coast of California. The aircraft plummeted into the Pacific from about 500 feet of altitude. Trading has been Phantom's life and singing has been John's life.

The love of flying has been in both of their lives. There has been common ground by so many of John's family, friends and fans.

Phantom knows the hardships and difficulties of being a public figure and of the struggle of public figures like John. We keep Phantom's identity confidential for that reason. I can only request that you understand and respect Phantom's request.

John had given a big part of his life to others by being in the public's eye. This always takes a big part away from family over the years. This causes Phantom to reflect how trading is such a very small and minute incident in our lives. Who do we turn to when our world is voided of one of our familiar lighthouses in life?

Several months ago Phantom indicated it was time for payback and he really didn't know why it was so important now or what the true reason was. We both agreed to find reasons or wait for the answer. Today we understand more of the reasons.

You must understand that Phantom today cried and pointed to when he was asked what his favorite book was that he failed God's test. You see his favorite book is indeed the BIBLE. Phantom felt that no one would understand a different direction than a trader's highest goal.

He set out to explain and guide traders to the best possible outcome in their trading lives. It is clear as to how this guidance was meant to point. Phantom actually pointed out the reason for the book and the word, which was to be understood by all traders and everyone in their lives at one time, or another.

Phantom tried to point out his rules one and two for the reason of helping you survive in trading. He has given you the ultimate choice of following the correct path, as he wanted to help guide you away from the rocks and storms. He always will offer his guidance. But it is you who must make the correct choice.

It is my interpretation that this following statement is the truth of trading and the reason for the book. If you do not use proper rules in your trading, you will lose everything you had hoped to gain. "Phantom has been the messenger but not the judge of your survival in trading!"

The Bible which is Phantom's favorite book gives us a choice also. We are given the choice of believing or not believing what is written. The Bible indicates that those who believe in what is said in Bible and accept it shall have everlasting life.

What Phantom has missed is about his favorite book is that we all must make the choice but there is only one correct answer. Our decision according to the BIBLE can be based on what will happen IF WE DO NOT BELIEVE or it can be base on what will happen if WE DO BELIEVE!

Just as trading must be based on the correct choice, so must our choice for everlasting life.

"Phantom of the Pits" has another message I believe, besides Phantom's insights. The most important part of our lives is what is in our lives. Our family and our friends are above all material gains from trading and must at all time be the most important reason for our struggle in being a good trader.
Your God must be the ultimate and supreme in you life in order to have any meaning to those who love you and want you to be their sunlight in life.

Let us learn from what has just happened to Phantom in his life! Phantom cares and he needs to understand. His distress is not easily overcome. I think Phantom had to face the reality of mortality or lack of mortality in his life. Phantom is determined to work harder at giving back as long as it is welcomed.

Our Farewell and God's flight to our friend John Denver.

"Our Farewell and God's flight to our friend John Denver."

Phantom of the Pits
by Art Simpson

Chapter 13 - Behavior Modification

Phantom indicated it was a combination of knowledge and behavior modification, which he learned over his trading career that, was the important elements in correct trading. We will go into some of the observed behavior modification insights Phantom has seen and used over the years.

Phantom felt he liked the approach of a professional on behavior modification but that it was important to present the unique situations which trading presents to traders. Phantom is not a professional in behavior modification and wanted to make sure that was known before we began any conversation on the subject.

ALS - Phantom, you and I know that we have some thin ice when we talk about behavior modification. You are only qualified to give examples of what you have seen and used over your career in and out of the Pits!

Phantom of the Pits - Yes, thanks you for being alert on that point. Your point is important, as my methods are unscientific to say the least.

ALS - Where do you start in order to change your behavior to proper behavior for successful trading?

POP - It goes back to History class. Not everyone liked History but it was a way of understanding prior behavior and events in order to plan for the future. It is the same in trading. We must understand our present behavior in order to judge what we need to do to make changes in our trading style if any at all.
A person will make the same mistake again and again if there is not a properly learned reaction to a particular consequence of an event. We must know the right and wrong reaction before we can make any judgement as to what is correct for the situation.

Most situations are pretty obvious as to what a proper reaction should be. Most traders assume that their reaction is proper in the consequence of what the market has done. Some traders are better at knowing the correct behavior than others. The correct behavior is a learned process and not one that is always obvious.

Animals are easier to study than humans and I think that perhaps is a good reason for studying animal behavior. Take a simple action-reaction event for any animal and see what results come about. Let us say that your family dog has never known what hot meant. In the old days when stoves burned coal and cobs, my Grandfather would pick up the stove lid to put corn shucks and cobs in the stove to get the fire to flame a bit.

This would ignite the other coals better. He would lay the stove lid down on a fire-protected material on the floor-stove board. Well since the dog liked warmth, it would come over to lie near the stove. When the dog lay on the stove lid, he let out a yip you could hear on the trading floor. The dog learned behavior modification by instinct. The dog would never lie on a stove lid again. Now was this correct behavior modification?

ALS - I've heard this one before. The dog never would lie on a cold stove lid either. I suppose it saved the dog from getting burnt again. In the dogs case I would say it was proper learned behavior. It is the same when your brother threw the hot horseshoe on the ground. He would never pick up another horseshoe again.

POP - Yes, but you see traders learn that way too. They take a big loss and they will never take that signal to position again or perhaps just won't take it next time. Now that is not proper learned behavior. It is learned behavior by instinct due to a consequence of an event. This is just one of the examples I mean for you to understand when I say behavior modification is one of the most important aspects in becoming successful in trading.

How can a trader expect to be successful unless the trader knows the proper behavior to a reaction of an event, especially unexpected events, which a trader seldom is expecting. I think that along with my two rules of trading that a trader must have a good inventory of what behavior they need to survive and succeed in trading. Something that has been missed on my rules up to this point by traders is that the two rules incorporate behavior modification within the rules.

ALS - Explain how behavior modification is in your first rule!

POP - Look at what the rule states!
IN A LOSING GAME SUCH AS TRADING . . . WE SHALL START AGAINST THE MAJORITY AND ASSUME - WE ARE WRONG UNTIL PROVEN CORRECT! POSITIONS ESTABLISHED MUST BE REDUCED AND REMOVED UNTIL OR UNLESS THE MARKET PROVES THE POSITION CORRECT. (We do not assume we are correct until proven wrong. We allow the market to verify correct positions not incorrect positions.)

Rule one incorporates behavior modification by expressing the truth of trading as a losing game and that we start against the majority and assume we are wrong until proven correct.

ALS - Sort of like the IRS, huh?
POP - (Smiles) I think their behavior modification is going to be changed but that is another example. I am not sure we even want this example.

By stating that trading is a losing game, we think differently each time we position. By also stating we shall start against the majority and assume we are wrong until proven correct, we also change our thinking. We should not trade under false assumptions for if we think most everyone wins in trading, our behavior is going to be based on winning protection rather than losing protection.

In other words our focus will be on when to take our gains without thought on taking a loss much less a quick loss. We need that correct assumption to be able to correctly incorporate the proper behavior when we have positioned. With the proper assumption we can now include the proper behavior.

We are going to concentrate on protecting what we have rather than what we expect to make first. That is behavior modification. This above all else is just as important in trading as any plan for entry and exit.

Next we know from the rule the proper behavior for protecting our positions by removing them unless the market proves them correct. This is the proper behavior instead of letting the market tell you that you are losing money.

When the market tells you that you're losing money, your reaction to get out is not by instinct because nothing really physical happens to you except that maybe you get a sick feeling in your stomach. That sick feeling or your body chemistry changes don't teach you anything about the proper behavior.

It is a fact that you will become braver when your body chemistry changes as that is a protection, which is natural. This is not the behavior you want to learn. Actually you never want to get to the point of a market move making you sick. It is destructive and you won't react properly without learned behavior modification.

Rule one is designed to protect you from ever being in a situation of distress. In distress you will make the wrong decision in trading most of the time. There are always exceptions but not at first. Since all traders must start somewhere, why not learn properly as soon as possible.

ALS - I can see some Psychology majors challenging you on your thoughts.

POP - Yes, they are the experts on psychology and not on trading. I am not expert on either subject. I am only an expert on myself. That is what I trade with today, expertness of oneself!

I could give you the reasoning behind rule two with the behavior modification incorporated within rule two but let us leave something for the readers to interpret for themselves.

ALS - Ok, let us leave rule two open to interpretation and reasoning for better understanding of ones own expertness as you put it.

It's really strange how we start with this cheat sheet of an outline and we never get to most of the points and the ones we do, they seems out of order. It goes to show that we really don't have a followed plan in such a widely interpretable field such as trading.

I don't think you are stepping on anyone's feet, as you were concerned about earlier in your efforts. How about discussing some examples of observed behavior and behavior modification?
There are so many possibilities and every trader could come up with better ones than I am going to use here. I will start with the elevator behavior data.

It was my desire to learn how most people thought in certain situations. It was important to compare ordinary people and then traders. I wanted to see if they thought differently and reacted differently to situations such as getting on an elevator.

Pretty simple but yet complex enough that we had enough variables to group data. It was not scientific but it did give me good insight. Rather than give the exact results, I'll just give the particulars and let anyone decide for him or herself.

We took an observation at a building away from the trading district at an elevator on the top floor of the elevator ride. We watched as those waiting to get on the elevator to see what the behavior would be. We had two criteria.

The first criteria were that they would try to get on the elevator immediately and the second criteria were that they would stand back. This gave us a better-computed programming input by using binary input of one of two states.

The second group we observed was in the trading exchange at the top elevator floor. We assumed most were traders but did not know without trading jackets, which were off floor traders. It was important to find out about would-be traders also so we included a third group, which we took to the top floor to observe without their knowing our reason for the tour at that level.

The results were rather surprising. Most of the people would approach the elevator as soon as it arrived on the top floor. They had no thought that there could be anyone getting off the elevator. Some would even get on the elevator before all the people on the elevator got off.

This was strange but most who got on the elevator before those on the elevator got off apparently did not recognize the situation of the elevator being on the top floor and that all who were on the elevator would get off on the top floor. Others blocked the door when the elevator arrived.

A small minority of people would stand back and anticipate the elevator would not go down before all were off loaded, new people back on and the door closed. They would wait to get in last and they were the first to get off on the way down. I won't tell you which group did the best because you will have to decide for yourself how you would react.

This little experiment was important because trading is not so different from the elevator. Markets go up and down and trends take off, stall and fall. And then they do nothing for a period of time. Behavior modification for the elevator riders didn't occur to most of the people. It is the same with trading. Who would teach you this?

Ok we watched behavior and next we would tell the group of would-be traders that they would have to stand back because the elevator would be packed with people getting off. They became so good that they didn't even care to anticipate which elevator would be up first. Now we had our behavior modification but was it correct behavior modification for the would-be traders? In this case it worked for them because it is what they were told.
Again, not to repeat myself but it is necessary to say it is the same in trading. Traders mostly change their behavior by what they are told. Is this the proper behavior modification for traders? The answer of course is no, not at all.

A trader must learn from research what the proper behavior modification is in all possible situations. This takes lots of inner soul searching and market data to understand what behavior takes them to the threshold of successful behavior in trading.

You are most likely seeing my reason for stating that knowledge and behavior modification are required for successful trading. It never is an addressed issue in trading when a trader opens an account as to what their behavior might be.

They are qualified as to financially fit to trade, understanding the disclosure documents which explain the risks but never anything occurring to the trading public that flags them to learn about their behavior in situations.

You see behavior modification is your responsibility and no one else's. You can not dictate behavior to anyone. All I can do is to tell you that I feel it is not possible at all to succeed in trading without some sort of plan for proper behavior modification. I could never have survived without it.

Behavior modification can take many directions for traders and can be defined differently by experts. All successful plans have some sort of behavior modification built into the plan. I feel the best plans are those, which address the proper observation of trading, and the proper reaction of trading.

ALS - I've other examples we have jotted on our sheet here. It might be interesting to give the readers ideas for their own research.

POP - I don't really think we could give them ideas greater than their own. But I understand they might be interested in some of mine. If we get to a few that is fine. We have really made the point of behavior modification to the readers I feel. That is my concern. We can give them a total book on it but that is not going to help them search their own souls for their trading.

ALS - I hear what you are trying to say. Are there any people in the field of behavior modification who you regard as impressive?

POP - Yes, there is this one genius whom I have always admired and have felt is the only one who I can honestly say has every point in successful trading covered. If I were to tell you who it is, it would disappoint a lot of deserving people who are pretty close to being exact. Especially when exact is almost impossible to maintain for long.

Changes mean changing behavior in trading constantly. I don't know everyone's trading characteristics and besides whom am I to judge. I am but an observer and only an expert at observing my own trading.

I really wish I could give you his name but it isn't fair. I shall tell that person someday. In fact I have a diary which I include the accomplishments of great people and that person is certainly in it. I am not even in it. I don't think I will ever be.

ALS - I think the readers are interested in your view on how they can imitate or change their behavior to be a successful trader.
You are going to get me into trouble with someone. I'll drive around the outside of the track here. I have another good story and example. In a basketball camp there were about 30 students trying to improve their shooting.

Half were taken outside and told to sit down and practice shooting free throws. The other half stayed in the gym to practice real basket free throw shooting. This went on for three days of practice. On the fourth day all were given one hundred shots at free throws. The outside group actually did better even though they had not actually been able to shoot prior.

This was astonishing to the main coach and he asked the outside group coach why his group did so well. His remarks were "Most of my boys were shooting at the basket and not above it so I called out their name each day and told them to shoot the ball higher above the rim instead of at the basket. My boys improved on the last day as they never missed a single shot in their own minds."

Now I not going to paint a picture of the head coach's face but you can imagine his mouth hanging open and shaking his head. It didn't make sense that this could even occur to the head coach. It is the same with trading. You can not rule out any possibility but must have proper behavior to address any situation once it happens. This takes forethought.

You see what the outside basketball coach did was to incorporate his knowledge of why most free throws are missed. It is usually because the ball never clears the rim getting to the basket. He told his students to shoot the ball higher above the rim. Even though they had not shot a single basket, they were able to improve their behavior through knowledge. They go together, knowledge and behavior modification.

I want to give you a well-known statement and it is effective in trading too. You have to think it before you can act it!

I am a believer in the small trader. We just need to point out that they must shoot higher above the rim to have better odds. Behavior modification learned from knowledge is what they must research in their trading careers if they expect to succeed.

It shall happen in the future that the small trader will learn that they can move quicker than a big trader and that is often times an advantage provide they know how to use it. To make it happen they have to know the rules. Not my rules specifically but their own interpretation of what is required.

ALS - What is the most important point of this chapter on behavior modification, which you want traders to remember?

POP - There are several but the one that is often missed or misunderstood is that TRADING IS A LOSING GAME AND THE BEST LOSER IS THE BIG WINNER!

ALS - Thanks again for your insight Phantom. I know it's meant as a gift and you are not selling anything or trying to show up the experts. Surely you are expecting some kind of reward here?

POP - Every day I am surprised by a reward. Today an editor whom I consider the greatest editor of all times and whom I have great admiration for over the years humbled me by pointing to others as the reason for success. I can not say that about myself and that bothers me.

I can not point to others yet in my life and say that. It is not because I am selfish. It is because to be a successful trader we must walk alone in our days and do it alone. I feel it's very sad until you actually can
point to others as your reason for success. It says a lot about a person who can expand his or her horizons by including others. Trading isn’t that type of business. It’s almost a solo flight at all times. It’s you and the markets.

I shall look forward to my day that I too can say, "any credit for whatever I did belongs to a lot of people." When that day comes I can walk taller and I can reach the heavens! Until that day I can only pass along my insights of trading.

"Today an editor whom I consider the greatest editor of all times and whom I have great admiration for over the years humbled me by pointing to others as the reason for success."

---POP

Phantom of the Pits
by Art Simpson

Chapter 14 - A Wink is as Good As a Nod To a Blind Horse

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Many subjects of interest seem to intrigue Phantom on trading but seldom is there time in a persons life or career when the time to smile and have nothing but fun exists. As a child we all experienced the great fun of a Sunday afternoon filled with surprises and anticipation of newly found fun things. As an adult we often miss the point of a balanced life in most respects and none more than to take the time to be happy regardless of the current situation.

It seems fitting that Sunday could be one of those days for traders. With electronic trading now and world markets, it is more difficult to have the old days of limited hours of trading through the week and have weekends free. Still Phantom wanted to give a smile upon the serious adventures of trading.

Today we start with a blank sheet of paper on the so-called cheat sheet in order to convey the thoughts of fun in trading as well as respect the seriousness of the business required. We never know the road and the turn this project is taking until we come upon it. Fitting since this is written as Phantom's view as a trader's insight into reality of trading. Nothing more than his presentation into your thoughts in order to generate your own ideas as to what the possibilities are.

Sometimes a question of how to approach any situation can usually be reduced to a series of qualifications of one of two states before going into the next priority of thought. Phantom indicated that as we grow older it seems to be natural to oppose change of any kind. Since change is the one thing we can count on we must learn to use it to our favor even more so as we grow older or we fail to grow at all. This is true in trading and is usually magnified as change takes place.
Phantom's explanation of how the opposition to change is directed was explained as a percentage of the whole. He indicated that as a child of maybe 6 or 7, we would judge change based on our new adventures of discovery. Over the next year as a child we would grow much more than the additional year of 12.5% from age of 7 to age of 8. Mainly that in that additional year of growth as a child, we would find change an adventure of new found knowledge and not put restrictions on ourselves.

As we grow older say from 49 to 50 we have increased our new found life knowledge by a smaller percentage of say less than 2%. Our new knowledge is now not new frontiers of adventure but more of an uncomfortable reality of unfamiliar situations. Since 98% of our known knowledge is more comfortable than the 2% of new knowledge we tend to oppose any change created by the new knowledge for we strive for the simple comfortable life, as we grow older. We tend to feel that our effectiveness of making changes ourselves is reduced, as we grow older because the percentage of the whole of new knowledge is smaller and smaller each year.

Phantom feels when we reach the point of not caring about change anymore, we have severely defeated our most powerful thought process of creativity. Creativity can enhance our ability to accomplish great things and make great trades.

One point Phantom felt about the question of change was that it is important to expand the creativity process best by doing the fun or new thing, which gives us a sense of adventure in our lives. To be young again is not a lost thought if we could decide to be young today in our thoughts and our motivation toward being creative again. But how do we proceed with our creativeness to overcome opposition to change? Phantom is no expert on such a subject and so he feels as long as we could put a fun smile on the readers face, that it would serve to put on notice anyone who failed to come up with their own excellent ideas or their own answer.

ALS - Phantom, I know that "A wink is as good as a nod to a blind horse" is one of your favorite sayings. Why is that so great a statement to you?

Phantom of the Pits - My Grandpa was one of the last people to have horses for working the fields that I knew. It really wasn't that long ago but to younger people it seems like long ago. When I was a small child my Grandpa would take his workhorses to the field to plow the fields. I would get to sit on the big workhorses, as they were very gentle. Being gentle horses had drawbacks, as they were at times also very stubborn. When Grandpa couldn't get them to do what was required, he would say, "A wink is as good as a nod to a blind horse." Well that stuck with me whenever I knew I was correct on something and couldn't convince anyone of it.

Trading is full of situations where that phrase is fitting. There are traders who are as stubborn as the horses my Grandpa had for working his fields. Still we loved those horses until they died. We never gave up on them and they proved to be great memories of wonderful efforts of a great team of my Grandpa and the horses.

Today if I take interest in any particular trader's view and I see that view as very narrow or perhaps close to an opinion set in cement, I will use the phrase. It is meant only to provoke thought as to all possibilities rather than leaving a narrow and fixed opinion. There are often times, which it is obvious to me that the particular trader is wrong in their fixed and narrow view. I am not making judgement that the view is wrong but that it is too narrowly based or insufficiently thought out. I will use that phrase to provoke the important re-thinking process in order to search out new knowledge.
ALS - You must be careful with the statement because there are traders who will immediately think they are wrong and go the other way.

POP - Yes, that is mistake newer traders will make. The broker will in order to verify an order will say "are you sure you want to place this stop?" The trader will doubt his plan at that point and say "no, let's hold off on that."

I don't mean to be responsible for changing a trader's mind but only to change their horizon of knowledge and thoughts. I especially will see it an important statement when a dramatic change is starting to flag our indicators. A common thinking is what if I miss the move? So what? Is there no tomorrow?

Ok you put the position on anyway and you are wrong! So what? You expect to be wrong if you are thinking and trading correctly. It is a big problem only if you don't properly protect your trade as required. My statement is to prepare a trader for looking and being prepared to act on any possibility rather than being convinced beyond doubt.

ALS - You said we would talk and explore fun things, which provoke creativity. Let's just start with being a child again and playing games on Sunday.

POP - Ok you have given me good thoughts when you said to start being a child again. I can remember when just our family on Sunday would play a game called "PITS." I don't think many folks knew of it that many years ago but I just recently saw a deck published in the 20's recently and that brought back memories of a game which has been around for a long time. It was a game based on trading. Now that I think of it, I can take my introduction to trading back even further.

It isn't my intention to sell the game but I know there will be a run on it now. Perhaps we should talk "Futures" into licensing their own version for marketing as a courtesy to their readers. The game was an exciting game and still is today. We would get as many as four decks together and have 32 people at a time yelling and screaming. What fun that was to everyone from six-year-olds to eighty-year-olds. By expanding the players to four decks, we were being creative. To be creative, it is easy to improve upon anything, which inspires your interest. That is what we all need to do in order to grow, as we grow older.

ALS - Why was the game so much fun?

POP - The game was rather simple and though not well publicized became an adventure of newly found fun for anyone who discovered the game. It was a deck of cards with different commodities on the face of the cards. I remember that there were commodities such as hay, rye, wheat, corn, barley, oats, and I believe two others. I will leave the two others out in order to let the readers fill in the blanks as we get them to being a child again.

Each commodity had I believe eight cards. There was a bell like the one you would see on the counters at motels, which you could ring by hitting the top of the bell.

The idea was to deal eight cards to each player and the one player who had all eight of the same commodity would ring the bell and say they had won. At that point the game was over. Each player who had never played the game before would be shy and say this seems a bit far-fetched. As the game progressed by the rules the shy player would start screaming the loudest. Each player could exchange any number of their cards with any other player up to three at a time.
If you had five wheat cards and were trying for all eight wheat cards, you could get rid of what the other cards were in the numbers of which you had the other commodity cards. For example if you had two corn cards, you would yell two. Anyone who had two to trade would trade with you. You wanted to trade all of your cards away except the ones you were trying to get eight of the same kind.

You wouldn't think much of this game without seeing the action it created. All the players would start screaming at once as they got into the game. I remember we had a visitor come by one day we were playing and they thought there could be a war going on when we were playing. "PITS" is the closest game to true trading emotion and adventure to this day. I haven't played it for decades but still remember the fun it gave us all.

If I were a magazine or broker, I would put my advertisement on the cards and give that game to all of their clients at a discounted price. It's a fun game anyone can play within minutes of hearing the rules and it takes less than fifteen minutes for each game. We found that it was the best way to bring strangers into a conversation at a new meeting or reunion.

ALS - You're going to start a run here! I am sure there are lots of people who remember the game and would like to get a game or two.

POP - Ok I know that we have the readers thinking and being creative now. They can improve the game and the cards, as an example of showing them the nature of how being creative will overcome opposition to change.

ALS - Why don't you put your picture on the cards and call them the Phantom of the Pits game?

POP - Why didn't I think of that? You see you are very creative too! Sure we could do that and give the game to each person who bought a book. In fact I know you have two artists working on the trademark now.

I realize we are getting a little away from what the traders want to read. Do you think they will forgive us and understand the importance of the Sunday fun point we are trying to make?

ALS - To use your phrase "So what?" I know that you are going to cover it all eventually and interactively with the traders. How can we deny you the smile on your face as you think back as a child would and enjoy the pleasures of being creative. I know the readers and traders whom you have so much faith in are enjoying this as much as you.

POP - Yes, it is important to me. There are few things in a child's life, which allow a child to play as an adult while allowing an adult to play as a child. I don't regret bringing up the game I remember best as a child. "PITS" is a game, which will sharpen your awareness of your surroundings and interaction with other people without requiring much of a task on your part. Do you remember the game?

ALS - Yes, and a few others too more recently. I remember playing drop the clothespin in the milk bottle with a 101-year-old lady. Now how much younger thinking can you get. If a 101-year-old can go back and enjoy the childhood memories than why wouldn't a trader be able to understand this importance too?

Phantom, it looks like you're on a roll here. I remember a well-known writer saying that he felt that the books with less in them were sometimes better books. We certainly are giving less in this part anyway.
POP - I know whom you are talking about. I don't know whether he would want credit for that statement or not. I think I know what his point was. It was to express that it was important not to overwhelm readers with too much data, which could do more harm than good.

ALS - I think so too. Could that be the true Phantom of the Pits who said that?

POP - You're not going to get me to admit or narrow the field but why don't you ask yourself that question. I guess we can narrow the field can't we? That is pretty clever on your part. By knowing who POP isn't I guess you do narrow the field some. But why is it important anyway?

ALS - Ok I'll drop it. I was just trying to think from the reader's point of view in asking. I am just being creative. Can you be more creative in front of a warm open fire on a cool fall day or cold winter day?

POP - Relaxed maybe but I think serenity sets in with comfort. That too is important in a traders balanced life. I really see trading as driving a car around the Indy 500 track at 200+ and having to always be alert at every turn. That is why it is so important to wink at a blind horse sometimes. You don't need to operate at 100+ percent all the time for you lose some sharpness that way. Come down and go a different direction on thoughts. We are kind of doing that now.

One of the ways a trader can be creative is to just pick up the newspaper on a Sunday and ask about a story they read as to how it could be expanded for more information. I like to do this, as very few times we happen to see the follow up story of something which, is a question we want the ending answer.

It is easier to research further today with the news updates on the Internet news posts. Often times we read news on different trading stories and we must keep in mind that the view is not ours but the writer's view.

I don't want our discussion to be taken as my views but my effort to provoke trader's views and ideas.

ALS - Yeah, and I know your draft chapters are just a beginning in getting feedback to complete the process of interactive feedback in order to continue and complete each chapter. You have presented ideas, which have generated ideas, and questions of which you want to respond for the benefit of the readers.

POP - It's part of the reason I wanted a light part in our discussion here before we get into trying to narrow down the needed answers to questions, which will, and those that have been presented. We have many subjects yet to draft before we turn the car around.

ALS - I remember reading an article about motivational speakers recently. Do you see your insights as doing that?

POP - Not at all! Who would want to replace their own intuition of what they see as success with someone else's? It is important to have your own thoughts and ideas. You can't be someone else so why would you want to be totally guided by someone else's idea on what is best for you? Motivation speakers have a place and it is important to be motivated but most that follow forget one of the most important truths. You are the one who motivates yourself. It must be you. As in trading, it is you who must make the trades not someone telling you make a trade.

I see my insights as a guide to knowledge which, the trader may not have had otherwise. This always leaves open the interpretation of their own ideas and thoughts. In fact that is what makes markets. In trading we make assumptions based on known knowledge and we use theory to prove or disprove our
expectations being correct. I am trying to take away the feeling that a trader usually has the advantage when they do not. I am trying to take away the feeling that there is no way to succeed in an unfavorable game.

My insights are not anyone's ideas but experience in my trading career. When I was in Junior High School I along with the class was asked to select one of two stories to write. The first one was "Clothes don't make the man" and the second one was "Clothes makes the man." I chose Clothes makes the man. It was the worst grade I ever got.

The teacher was biased toward clothes don't make the man. Well I chose the one I felt would be the hardest to prove with theory and assumption. I had good arguments and I think to this day that I did the best piece of writing in that class. The teacher had her mind made up as to anyone who chose what I chose would be wrong. "A wink is as good as a nod to a blind horse" was what I thought of the teacher's grade.

I have proven that I was right in my lifetime and I think that story is part of my success. You see a person must believe something and then proceed to either prove or disprove their theory. My theory proved out over the years. My theory of clothes makes the man built my character and my determination that I would someday be able to prove in fact that it was beyond theory and assumptions true in my case. Now that does not mean it would be true in all of the class mates cases. This is what the teacher missed.

ALS - How did you prove you were right by fact?

POP - My assumption was that how a person feels affects their actions and reactions to situations in their lives. My main point was that someone who had good clothes and was dressed well would have a different feeling about themselves than someone who would be wearing lets say just shorts in important situations. The key was important situations. Can you imagine being at a funeral in just shorts? How would you feel? Wouldn't your actions and reactions be more agreeable with your feelings if you were dressed in good clothes? Of course you would.

My fact proof came as a parallel to that article. I considered the well-dressed person and the well knowledgeable trader as a parallel in points of feelings. In the pits trading with good knowledge (well dressed) I felt more confident in trading. When well dressed in correct situations such as meetings and important events, I felt better confidence and my effectiveness was much higher. True I am the same man regardless of how I am dressed but I am not the same person if I have not prepared my knowledge before I trade.

For the traders, I want to impress in their minds the same parallel. If you trade with lack of proper knowledge and behavior modification in situations, which the market will present you with, you are only wearing shorts at a funeral. How does that make you feel? It certainly won't say to you, clothes don't make the man! It will strike you to know that being prepared properly is the same as having the proper clothes for any situation.

ALS - Ok, did you ever want to get back at that teacher?

POP - I don't think I was smart enough to know what getting back at someone even meant as a child. I had lots of stars in my eyes. I still do for that matter. It is a waste and non-productive of time to have anger or greed or regret or fear.

ALS - How about hope?
POP - Hope and love have a place in my life. Hope must be tied to action and plans. Love is my reflection of what I have given or am willing to give.

"There are few things in a child's life, which allow a child to play as an adult while allowing an adult to play as a child."
---POP

Phantom of the Pits
by Art Simpson

Chapter 15 - Quicker Than the Eye

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Usually a newly placed trade in any particular market is placed with the greatest optimism and with human elements of hope for it's correct movement. Perhaps the hope for the correct movement is what keeps new traders mesmerized by the market's inability to comply more times than not.

Can it be possible that it is easier for a trader to do the wrong thing or is it that when a trader makes a trade all the other information comes out two minutes later?

We will explore Phantom's insight on why things seem to change rather quickly when a new trade is established. Why does the market seem to know when we have placed a new position? What does it take to expel this type of thinking and reaction to our newly placed position?

At what point do you feel that it is the other traders against you in trading? Why should you feel that someone who is giving objective advice is now your new enemy and on the other side after you have just positioned. Doesn't everyone?

Is it possible to do just the opposite of what we think is correct and come out ahead since we seem to do what we think is right and get slapped too many times? We are talking emotion here and that is the one element that no one seems to have at the time of researching a position or entry.

Once a position is placed, emotion becomes an element we don't like to deal with. We get excited when the position moves our way but become complacent far too often when it totally ignores our hard earned research for positioning.

ALS - Phantom, I know that you have said that you are not an expert at anything except on your own trading. I also realize that we are only talking about your insight and that you have said it is important for
each trader to grow and develop his or her own ideas from insights they formulate from observation and research.

Sometimes it helps other traders to know other points of view on a subject. We know that everyone has his or her own ideas on what a particular market is going to do. Do you think it is important to view other people's insights as a way of understanding our own behavior?

Phantom of the Pits - I've read good books on the adult-child theory in trading. We start out as the child and often times, traders never go beyond that point. Our thinking must become adult in trading and that is from understanding and knowing what is correct.

As a child, we often don't need a reason but just the rule. As an adult, to be effective in trading, it is important to know why and not just the rule.

It is difficult to convey to someone an insight of what happens when a position is placed unless the person you are trying to convey the information to has the same position on and effectively has the same environment. Just a simple thing as changing a flat tire for the one whom changes it, is a good example of what I mean.

If you are not the person who had to change the flat tire, the effect of frustration is not the same. Because of this you are going to be more removed from the important feelings of such an event. Trading does have the same type of removal from a situation of a particular point of view as changing that tire. Most trades are placed with good reason and backed with good research. If the trader didn't feel they had a good chance of being successful with that trade, they would have never made that trade. That feeling of better than average probabilities is self defeating because with that feeling alone, it is possible to miss the big moves by being wrong first.

I view the nature of entering positions a little differently and I feel that is a key in better trading. It is not natural to feel other than optimistic about a trade. What must be done is that the optimistic view must be projected beyond the initial position.

The most important point of a newly established position is to understand that the initial entry of a trade is only a small part of the expected process of trading your position. Look at it as if you are going to make a series of trades anytime you get a signal.

You must have the latitude of knowing and doing what it takes to correctly end up with a position, which reaches to your goal. Your goal is the important part and not the trade you have just entered.

If I were to tell you that your signal to enter a market has the criteria that you must also be swift in protecting that position and correcting that position as quickly as you can. Would you be able to reverse your position as many as three or four times.

You would be more agreeable to that prospect by being alert to the possibility of having to reverse your original position. That thinking would make it easier for you to make the needed adjustments to your position. This is what you must do anytime you enter a position. You must know that the initial entered position is just the beginning of your trade.

Rather than taking a position and letting emotion enter the picture, you must understand that position does not justify any emotional modification of your thoughts. Stop that position before emotion even enters the
trade by removing the position. You can re-enter the position correctly again and again until you have no emotional affect from that position.

If your position brings emotion into the picture, it is usually wrong or the wrong way. The market will seldom comply with your position at first but that in no way says not to trade correctly. Your entry is a lot of times at the place where many think the same as you. Don't ever feel bad about this because you're not alone in your thinking. It is that you seldom can all be right at the right time.

The edge you have over everyone else's thinking is that you know you are quicker than the eye. You can remove your positions quickly because you are alert to the idea of knowing you can re-enter immediately quicker than the eye. A bad or incorrect position is the best opportunity to do the correct thing. You are going to always do the correct thing. Be swift! You can stop this emotional feeling of always getting in at the wrong place immediately and it will soon become second nature to you.

If you find that you feel you are wrong as soon as you enter, remove that position because you are right (in removing that position!) Why do I know this works? I know that some of my best days and trades are when I started out wrong with a position. Learn to understand that an existing wrong position is the best excuse to get a good position. So what if your are wrong and wrong and wrong again.

The best part of being wrong is that you are going to do the correct thing by removing that wrong position. Listen to your inner thoughts on being wrong and when emotion becomes an element, remove the position. It really works. Emotion has no place in a trade. If emotion is in your trade, it is a wrong position.

ALS - It seems easy to say but how about execution of that idea of getting out when emotion shows its face in your trade?

POP - You must make it a mechanical thing. It can be done in various ways. Most new traders don't have enough funds to properly diversify so that they have several positions which give them the opportunity of throwing out the bad and keeping the good with lower overall risk proportionally.

There are other ways of making the removal of emotional positions mechanical such as when you use rule one. You are going to not become as emotional when a position proves correct as when it proves wrong.

What you need to do is listen to yourself and your emotional distress of knowing that you and not the markets are going to tell yourself that you are wrong in a position. Your emotional distress is telling you to remove the position immediately. Do that without hesitation and it becomes mechanical to you.

Isn't the purpose of rule one to also listen to yourself and not the market on telling yourself when you are wrong. If you let the market tell you, you have an elevated emotional distress, which now will affect your judgement and decision to properly remove a bad position.

Since we don't allow the market to tell us we are wrong but only when we are right, we must have something tell us when we are wrong. What do you think that is? There is probably not a better signal to get out than the beginning of elevated emotion in a trade.

I know it take practice and a method of behavior modification, which you must devise to help you work with the implications of emotional elevation when wrong in a trade. You can do it and make it a habit after a little practice. It is no different than if you were to go to a stranger each day and say good day. After a period of doing it you would find it second nature.
ALS - Aren't you going to give us your methods or suggestions for helping with the behavior modification on getting out of bad positions?

POP - If you have to unbutton your top button on your shirt, you had better get out. If the phone ringing irritates you, you had better get out. If you are beyond your reasonable time frame to hold a position, which does not prove correct, you had better get out.

We know that a broken clock is right twice a day. You could assume that when you don't know the position is correct, you just as well reverse as you still won't know but you can be sure that you will soon know one way or the other. Of course this isn't a very good assumption so it will actually keep you on your toes more than anything else will. This can also be a dangerous way to position but believe it or not, I have seen day traders position this way in order to establish a position when not having an established trend.

I don't personally recommend it but I don't advise against it if you do it with good research of non-trending markets. Sometimes your best opportunity comes when you have initially entered a bad trade. The opportunity is that you correct a bad position and profit from that wrong position being corrected. It happens more than not if you are alerted to this thinking.

Be swift is all I can say to impress you to this possibility in markets. The surprise is often the other side of our current position. Just because we have the expected side of a trade does not prevent us from going with the surprise side when we know our position is wrong. In a correctly proven position, we never go against that position though.

ALS - Do you feel it is easier to put the wrong position on rather than the right position?

POP - Actually it works out that what we have just done is often times not proved correct but that does not mean putting on the wrong position is easier than the correct position. There is another element, which gives us the feeling that we seem to see the market go against us as soon as we enter. That element is timing.

Timing will cheat us more than not. An inexperienced trader will fail to recognize the importance of persistence in our re-positioning after removal of a position. Just because we exited an unproven position in no way says that we were wrong. It is our intentions to keep the drawdown small and allow us a better entry when we are not proven correct.

Isn't it better to get out if you don't get the expected move? You want to be swift when the market is working for you but and you want to have the least exposure you can have when it isn't working for you.

I realize that most markets spend lots more time going up than down and your exposure will be longer in a bull market than a bear but why diddle in the middle when the market is doing it's chop -hop. You use the chop-chop to better position and to cheapen your position.

ALS - Just as soon as a position is placed we seem to hear all the news which does the opposite of confirming our entry. Why?

POP - After we enter a position, we are more open to listening to news, which makes us more sensitive to doubt of our position. The answer of course is to remove our position if the market does not confirm our position.
If we see that the news is against us, we surely are having doubts about the position and it hasn't proven correct in the first place. It is just another signal to ourselves that rule one must be foremost upon a new entry above all else in order to keep emotion out of our thoughts. That way you can bring on any news and not let it directly affect your thinking.

ALS - Why does it seem that the market knows when we have just placed our position?

POP - It is true that it seems to happen to us. I think every trader feels that way at one time or another until they learn to be mature in their understanding of how the markets react to waves of orders. Price movement makes other traders decide to enter into a position.

We tend to take obvious signals and entries, which many others are taking at the same period of time. Because of that, the market will appear to make a move against us immediately. Every trader will eventually face this impression. That is not a bad circumstance to have happen unless we don't react properly to it.

It happens much more than you think when the market turns very close to our entry. To be alert to that possibility is a must in trading at all times. To be able to have a plan to address that situation is critical in survival long term.

To eliminate the feeling of the market knowing when you enter and immediately moving against your position, you must know that the most critical time of a position is immediately upon entering. That is when you must be prepared to be the quickest to protect your position.

I always consider the most dangerous time of a position is at entry because you do not have a proven position at that time. Why is the most dangerous time of a position upon entry? My answer is that it is because this is your only opportunity to keep your drawdown small if you aren't proven correct with the position.

Keep your loss small and quick, early while you have the opportunity, otherwise you will allow bigger losses to affect your loss taking and thinking. This is why I call entry the dangerous time of a position. It is your first opportunity to keep losses small. The first opportunity to keep losses small is your best opportunity.

What you do immediately upon entry of a trade determines whether you will be a good loser and the best winner you can be.

ALS - I have often heard traders make the statement that they should just do the opposite of what they think and they would trader better. What do you think of that statement?

POP - I also have heard that remark. I know my Dad thought that was a good strategy in my early trading days too. It does have merits. Don't get this wrong! The merits are that it is good thinking to have a plan for acting upon that thinking.

Plan to know that what you do is with a good possibility of being wrong and having a plan to do the opposite as soon as you know you don't have a proven position. This works better in non-trending markets.

Let's say you know that a big news item is going to come out or you have just been given a data from a big report. Your thinking could be that the news is already in the market but you aren't sure.
Most traders will trade accordingly and when wrong, get out and that is that! Well, doing the opposite is the correct thing to do but you do it because you were the wrong way to begin after the data. It is important to avail yourself of all sides to a market in certain situations such as reports.

So you must admit the merits are true in a sense of that statement. You can do the opposite of what you think even though you did something that was wrong at first. Isn't that the same as doing the opposite of what you thought at first? In a round about way it is!

ALS - I have another question, which just recently became pretty important. On a news channel an interview with a particular expert was like throwing gas on a fire. The traders who were positioned counter to a remark made, felt the person making the remark was their enemy for making such a statement. Is this appropriate to have such remarks made and is it destructive thinking to let it affect a person's trading?

POP - It happens all the time. That is the first assumption you must make for it is true you will be more sensitive to a person's remarks which are counter to your position. And I suppose that is ok to be sensitive as long as you keep emotion out of it. But keeping emotion out of it when you see a big slide or big runaway market is hard and almost impossible to ignore.

The true test of such remarks is what the market does in reaction. I have found over the years that markets do react to such remarks. But here is the key. You will have more than one reaction. You can use those reactions to your advantage if you remain swift in your market moves. In fact you must be swift and you must use what the market gives you for your advantage to position or profit.

Here is why you will tend to have more than one reaction. The local traders will see the remark or even a report of data first. Their reaction will be as a professional and they will position according to their beliefs. At first it won't be in unison but it will pick up a cadence of sorts and you will see some kind of trend in pricing early. That is usually your first wave of buying or selling. Next flow the orders into the pit from those who have just gotten the news and you see a further reaction to the news.

The third wave of news is the customer (public) who have been told the news and have contacted or been contacted by their brokers. The third wave will usually be the strongest because the willingness to fade the news is less prominent when their orders reach the pit. This is when you have your thinnest market and when markets make new highs or lows.

After all three waves of orders are filled, you still have your stranglers upon learning the news whom take positions. This could take a day and a half to enter into the market. The news is seen on TV, heard on radio and read in the newspaper after the market is closed. That is part of my day and half theory on news items and events.

Upon the conclusion of day and half of response and reaction to data or a critical news remark, the market usually comes to a Plato of understanding of equilibrium.

The second part of your question is that it is not constructive to become emotional about a news remark but you should recognize the opportunity of such a remark being a mechanical reaction you can make to capitalize on other peoples behavior to emotion from such a remark. This sometimes will take a couple of days to play itself out.
It is important to understand that this can change the continuing trend, counter trend, non trending or interday trading and void some trader's signals. To be alert to this is crucial in following your protection of your positions. More times than not, you can cheapen your cost of your position by using the knowledge.

You can improve your cost of positions by using the news to properly splitting half of your profits and re-establishing on the waves of orders. Or you can use the news to establish a trading range in order to have a better position than from putting it on all at once.

In other words you have the opportunity of scale trading due to an expected wider range of activity. But keep in mind this must all be thought out in your trading plans and you should be prepared at all times for these events in order to utilize them in your trading. Most systems do not take this into account. The surprise side is created often by as you called it, fuel on the fire.

It's sort of like watching someone pile logs up next to the fireplace. You with almost certainty can say with high probability as soon as you gather additional information what is going to happen. If the temperature is very cold you can say that there will be a fire in the fireplace from the knowledge you have gathered. Well, news stories at critical turns in a market can do the same thing.

You see the logs and you are waiting for the temperature to drop. You certainly don't use a squirt gun on the match. You use the warmth to your advantage even if you don't like fireplaces. Same in trading, you use the warmth of news items to your advantage even if you don't like the fact it is against your current position. Change your ideas on events when you gather additional information whether being fundamental, technical or tactical (as I call the mix.)

ALS - With a slide of the hand and quicker than the eye, we seem to get back to the same things in successful trading, knowledge gathering and behavior modification. Isn't this most everyone's theme in trading?

POP - You know I don't really know. I only know what I have learned over my years of trading. If it isn't most experts themes, I would venture to guess it soon will be. I know there are those who will read this to improve understanding of insight into successful trading. I know they can understand the problems of trading better because of what we are doing. I am not out to disprove any successful method by presenting my views on trading but only to enhance the possibilities.

ALS - I think there will be critics of your views.

POP - Do you really think so? I disagree with you. I am wrong in the markets a lot of the time but I don't think you are right with that statement. It is like going down one of two roads. Unless you go down both of them you can not say you chose to take the wrong one for the better view along the way. It is the same in trading.

I have presented a view along the way. It is just that I have been down both roads and I can accurately express which road I feel is the better one to take. I am presenting an opportunity to expand horizons of trading within each trader's mind. I am not presenting a limit or restriction to improved thinking on trading systems or criteria.

To be a critic it is important to look at things from all views. You look in a mirror and you don't even see yourself the way others do. It is reverse image. To be a good critic you must be able to see as others see. You must not rule out the reverse image as a correct view.
ALS - Is that what you consider your rules, reverse image?

Pop - Very interesting observation. I suppose you could call rule one a reverse image rule from what others see. It is just the opposite of most people's understanding of what is necessary in trading rules. We do make the market prove us right rather than wrong and that is reverse of common thinking.

We do assume we are wrong and in an unfavorable game until proven correct. That is also reverse image. In rule two we do press our winners and that is the reverse of taking losses or the other side of the coin.

Yes, I guess that by looking in a mirror you could easily understand why others do not see as you do. You really are looking at a reverse image. Sometimes it is important to see things differently than others. I have learned it is better in trading to be different. You never need to conform to anyone's view but your own in trading. Don't forget that! Use your own ability to improve your behavior in trading.

"You really are looking at a reverse image. Sometimes it is important to see things differently than others."

--- POP

Phantom of the Pits
by Art Simpson
Chapter 16 - Your Comeback After a Big Drawdown

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ALS - Is it true that you have saved the best until last in your insights?

POP - You will see as clearly as anyone can see that what I am going to tell you is the most exact and best information you will ever get in your entire trading career. You can call it the best. If it isn't the best part of any book you ever read I will send back every thought to the cleaners.

There are great authors, great advisors, and great traders in the world of trading. There are great editors, great reporters, and great teachers of trading. They all have a reputation. They carry that reputation well. I could never carry a reputation for it would be such a burden I could never survive. Great people have been able to deal with it like my friend John Denver, Don Gibson, Oprah and my Brother. They have learned how to carry such heavy baggage in their lives.

Who I am is always going to be more important to myself than anyone else in the field of trading. It must be that way in order not to interfere with my duties of success. It isn't a selfish thing, it is just that we must be in control first. You see trading must be the most important thing in your life in order for it to be
possible for you to become the trader you know you are capable of being. You will take the blame and try to take the claim. But listen to me! You must never be so lost in your trading to think that your success is because of you.

Art, you have dropped some hints along the way and with the events that have taken place. I can tell you that my faith in the small trader is no whim. As I read your brother's memorial to John, I realize Harold said it as perfectly as anyone could say the true reason of what this is about. "Was I somehow meant to be here? Was this moment just coincidentally mine for my imagination to make it as I will or was I supposed to be a part of all this?"

I can figure theorems pretty well from the facts I am given and I can assure you that you and I have learned a great deal from this project. We have learned more than we started out to give. We have learned more than we could imagine in a lifetime. Do you know the mail and understanding I have received over just the past two weeks? I know you have seen the response too. I have it calculated that we could put no less than a 1024 page book together of those we can thank, for not our, but their insights. It is overwhelming to think that we are alone. But being alone is what trading is about. It is very lonely in the world of trading.

I can tell you that our experience has opened our eyes and unlocked our hearts because of what has happened to us, by being a part of the Futures forum. What a step forward it has been to see the speed of thought in our lives today. I believe because of the faster speed of communications that the markets are quicker today and my rules are even more appropriate.

I don't know why I say my rules anymore for I feel that they are suppose to be the small traders rules now. I don't mind or regret the route it took to give what I have to give. I am not capable of carrying a burden. I have just lately learned what tears are about. I have been told, scolded and directed to a different light in my life. It has all been for a good reason and I thank my new teachers for all of the effort to let me be in their class.

You must accept my thanks and appreciation for your understanding of my weakness and loneliness of trading. Only a trader can understand that darkness. I thought I was alone but find out that there are many lights along the path. Those lights are our new-found friends who have walked the path strategically placing their brilliance in order that we continue our walk.

What a JOY to received the oldest book of Shakespeare from New England. What a lesson to received guidance from more countries than I have visited. It's important to learn again the zip code of every state in the U.S. It's an important lesson to learn what I would never have imagined thirty years ago of how thought and feelings could transit the world so quickly. This is my shock to new learned knowledge.

Winston Churchill once stated that "This is not the end or the beginning of the end, but could very well be the end of the beginning." We'll accept that. We have started! It gets better. There are more of us now. I no longer shall have to walk around in a majority of one.

It is going to be difficult because there are those who would pull my mask off. But all I can ask is for understanding. Understanding of why I do not want or mostly why I can not accept credit for my insights. To answer your Brother, Harold, yes, I was meant to be here! As long as I know why I was chosen to be here. Only others can me why I am here. I shall listen to them! They will give me joy from their hearts and allow me to bow at their feet in appreciation, for they know more than I of what need brings in my life.
Traders are a macho bunch but look at me, Art! Am I macho and the true image of what a trader looks or acts to be in the world of finance? No, I am just a teddy bear in my own world of big complications. I am a very simple man and a small image of God.

I no longer shall ask Harold's question. I accept the idea that I truly am supposed to be here and I have the responsibility to respond and give what I can give in order to satisfy my inner needs or my boss. You and I know that it is the readers and the givers on the forums and all walks of life who are the guides in our lives. We have learned behavior modification well and acknowledge that criteria in our lives from here forward.

Just ask and you shall have the answer. But it is in your own thinking that the appropriate ration be dealt. Consider your reasons and you shall change your destiny. It is Phantom's duty to follow and see that you don't stumble for I have already walked the path. I do not lead and I do not follow. I only walk your path in appreciation of knowing you shall grow and be the leader that is expected of you.

I need to show the starving how to take a bushel of rice and instead of eating, sowing instead and learning the magnification of effort in prosperity. The starving are my traders who are my little Phantoms in an overwhelming world of giants. My Phantoms shall become the leaders in the world of traders. Not by my hand but by their own. You see they are the chosen ones to lead the New World of finance. There are cycles and a new one shall surface. The little Phantom's shall learn the smile of trading in their lives. What more can you could you ever wish for them!

Art, I hope your wife isn't getting tired of my stepping on her cats and it has been good to share some of the sad times with you both and the traders who have helped us get beyond a period of sadness in our lives. I know that someday your hill behind your house will be famous. I expect your brother Harold has already re-named it. Take it to heart. It is not your hill. It's only your walk, which is yours. It is the same in trading. It is not our success it is theirs. Not by forfeiture but by design that the student of a good teacher shall surpass the teacher.

I asked Alfredo if we could use his ideas on a post to convey more of what my intentions are. It surprises me that others seem to pick up on what I am supposed to do than I do. Look at his post and see what you think.

Can you forgive me for not sticking to the subject on this chapter?

ALS - I and the readers and traders understand where you are coming from and the importance of what it is to walk alone. I know that you are pouring your heart out to us in an effort to show your genuine appreciation of what has been given to you. I know that you are humbled again by what others have presented to you. You have always prepared yourself for the possibilities as well as the expected probabilities in your trading. When it comes to being an expert on everything, it just can't happen.

I know what a genius you are and how it sometimes robs you of simple happiness which most people take for granted. To continuously move swiftly into the next step of life is true, as you have stated thus far. Opposition to the unknown is high. You are no different than any other person or trader. It is just that you have been given a different view on life, events and reactions of events, which puts you where you are. You have been given a gift and you are the first one to accept that you do not have a right to accept any credit for what you have been given. It is your time to give back!

So it takes us a little longer to get to our chapter theme? We have only shown what an ordinary person the Phantom really is. You are no different from the inside out than any other trader. You may see the line a
little clearer as you said that you are the observer and you do see the line in the sand. You have been patient enough to wait for others to see the line in the sand. And they will see the line in the sand. It only needs to be pointed out to them that there really is such a line.

Phantom, I am not saying this because you are my long time friend but because it has been proven to me. You are the light in the lighthouse for the future, current, expert, and novice traders, not just in the U.S. but in the entire world. You are their hero because you dared to be great. And you are great. Anyone who could teach Christine to sing surely must be worth something (said with a grin) in somebody's life! The fact of you Phantom is that you are a very simple man! That is what you have always wanted to be! So Be IT!

POP - Do I have your wife sew my buttons back on? You have exposed me more than I could ever have shown. I have to put it in the category of committing a random act of kindness! I do appreciate what you are trying to do. Let's just turn the tables a bit here so the readers know more about you now.

You see I know of your love for music and your first trip to Nashville in the 60's and your collusion with Floyd Cramer on your song. I know you didn't make much on your first song and that trading has been better to you. Maybe you should go back to your first love, no offense to your only wife ever! After all what is important in life?

ALS - My brother is the singer and the musical part of our brain sides. It is funny how dare to be great can change our lives. It is the same with traders. You hear! Go ahead and dare to be great! Phantom knows it can be done and he is giving you the gift. Somewhere you will know how the thank you will be directed.

I am impressed with the faith you have in the small trader. Just today on CNN I heard an expert say just that same thing about the small trader leading the way. It is true you know that the word has been written already. A small trader can and, Phantom if you are correct the small trader will make a big difference in life. I use faith and not hope in your view.

You know Phantom if we keep this up we are going to have to pay the readers and the other traders to pay attention to us!

POP - We know where we are going so what difference does it make if we can be real people like everyone else. I think that for the first time in my life I have an outlook on life, which is a total shock. I can't get enough. I don't care what my positions do tomorrow.

ALS - You never did! I guess that is why you are who you are. If the other traders who read your insights can understand how simple it can be to not care because of your rules and just do it, - DO IT! I mean as you say, it only matters what you do with your losers which determine your success.

I don't mean to change the subject but the CD we are listening to now is Floyd's "Losers - Weepers." Do you think that has any significance in this interview?

POP - Yes, Keep emotion out of it. If you do the right thing in trading, never be a weeper. Hey, that is pretty good don't you think?

ALS - 12:15 a.m. and I have your attention and tomorrow is Friday. I know you have big positions on in the stocks. It is a long drive to Chicago! How do you think you will trade tomorrow?
POP - The same as always. I will sell more corn on the rally and cover when I am wrong. That will be at 9:30 a.m. but first I will run the stocks. Lucky I covered on the close today. It has been down and then up. I like it. More opportunity for us tomorrow, don't you think?

ALS - Why don't you just take tomorrow off?

POP - Ok, I will get out at the open or perhaps we can do it before tomorrow's open with the night trading.

ALS - How far do you think the corn will move if you get out tonight?

POP - You don't even want to know! At least I am on the right side. We could see by going at the market heavy. I can't for I know better. Ok we'll just have to look for a Saturday and Sunday walk back to the top of the hill.

I notice that song you wrote in the 60's is now playing on your CD. Are you ever sad you sold it for such a miser of a penny?

ALS - You may not know how much I got for that song. It is the best price anyone could ever get for a song. I have the greatest memories. I don't make many of them anymore. Nor do you I bet!

POP - I'm pretty simple! My memories are no different that our traders or our little Phantoms I mean. I hope Phantoms can grow up faster than children. I don't want to watch from the sidelines. I want to pass the ball once in a while.

ALS - Phantom, we are losing out here. I think this is all going to be cut from the book. Maybe we had better call it a night until we get back on the subject.

POP - Ok, we can cut our losses. We will start over again. I just want you to do one thing for me tonight before I head back. Put this on the Futures forum and let the other traders know I am one of them. I'm no different. I'm just a bigger size!

ALS - Ok you win again. I will be up until you get home. See you for the true part of our trading after the big DD.

POP - I'm going to take that bushel of rice to starving you now! First I would like to go to Lake Tahoe for the best Chateau Brian. See you beyond!

ALS - We will get to the point soon!

Note: Alfredo posted the following in reference to his parallel of Phantom's rules with his loved game of Chess as it relates from his view.

[top] [post reply] Date: 30.Oct.1997 (Thu) - 06:03 Author: Alfredo A. email: mailto:

I consider myself a weak amateur of the game of chess. But an amateur (in the sense of lover) nevertheless. There are some fundamentals that even beginning players know that they must execute properly in order to stand a chance of at least forcing a draw against a better player, or checkmating a weaker one.
1. The opening is critical. You have to be both aggressive as well defensive and work your pawns looking ten or twelve moves down the road. Some games are won during the first five or six moves. (Phantom's Rule 1 ????)

2. Next comes the consolidation. You develop your horses, bishops and towers and protect your king. You are preparing your pieces in such manner as to later on permit you to launch a successful attack. You explore the weaknesses demonstrated by your opponent. You try to tire him as much as possible. (Phantom 2 -- press your winners ????)

3. If possible, the final attacks, and checkmate. Against a stronger player, a draw will do. (Phantom 3 -- this one he owes us -- when to liquidate and take your profits ???)

Battles are battles, be they on the air, sea, land, chessboard, or the PITS. Is this a very futile analogy???

Any chess players out there to correct/improve my reasoning?

Good trading

ALS - Phantom, I think Alfredo has you pegged pretty good! Did you ever play chess?

POP - In my younger days I would pride myself in chess but as I grew older, I never felt I had much time for the game. I should play more chess to relax but there are so many things to do now.

ALS - We'll cover your chess matches someday but for now let's go to "trading after the big drawdown." Why do want to put this part in?

POP - First it was a question that one of the forum followers posted and I want to answer their questions. It is a good question. Second, most traders wouldn't be reading this if they had never been faced in a similar situation as a big drawdown. It can happen in so many ways.

I am not going to judge why a trader would have a big drawdown because it has searched each of us out at one time or another. A big drawdown is what will stop you from trading. I am going to approach the reason for the big drawdown as if a trader had fifteen losers in a row! I am not going to judge any other reason of character as to why the big drawdown. I want you to also forget the reason for you misfortune from here forward.

ALS - We both know that holding a loser too long is the biggest cause of the big drawdown! Why are you so kind?

POP - Really, this is the best part and to go forward is what we are after here. We don't look back except to learn from what has happened in this case. Another reason I want to approach the drawdown as you having a series of fifteen losses in a row is because that is an event every once in a while.

We are going to recover and I shall show you how to recover after the big drawdown. I am pretty intent on not giving you specific trading plans or signals from my programs but I do need to give you the way to recover. To do it correctly I will have to give you a good suggestion to take in your recovery. I want you to research on your own and take the suggestion only after you have understood the suggestion correctly and can approve of what I say to you on your own. In the end it will be you who make the decision to make the trades. Therefore, please verify your data. It leaves some interpretation to you the trader in your trading program.
To start we are going to make sure we have enough funds to continue to trade. If you don't really have enough funds then you should postpone until a later date. Notice I did not say you had to quit trading! We all quit trading for some reason. It is just that your reason is different at this time. Ok we proceed now that you are satisfied you have enough money to continue to recover from your past misfortune.

I want you to go into the next stage of your trading by accepting an assumption. I want you to accept an assumption that you have made fifteen trades in a row, which have all made money.

ALS - I thought you said we were going to assume the big drawdown was caused by fifteen losing trades in a row. What do you mean now that you say assume you have fifteen trades in a row, which have made money?

POP - Frame of mind is what I am changing for you by asking you to make an assumption that you have fifteen winners in a row. The reason I am asking you to do this is because you will be more careful if you have had fifteen winners in a row. If you assume you had fifteen losers in a row, you will be sort of careless in your thinking by expecting that surely you won't have many more losers in a row.

Your frame of mind with fifteen winners in a row will put you on the edge of caution. I want you to be on the edge of caution. Or we could call it being alert to quick market changes. You can no longer afford to make a bad trade and now that puts you at a disadvantage. We will turn that table from here forward by doing the following suggestions.

First you must know what your risk to the dollar is going to be on each trade from here forward until you get to a point of recovering from your big drawdown. How many ways can you know your true risk to the dollar on your trades? Actually with options you can but only if you are a buyer. There are other ways to do this too by using butterflies in future positions by using three contract months but this is too advanced for you at this time so we will stick to options.

I don't like to give trading advise but it is imperative at this time that you understand at this point, we are talking about an exception. You do need some advise as to where you can find the correct road. You know what you want and I am only giving you directions on which road has what you want along the way. I am not going to give you specific advise but a method of turns and directions to you in order that you get on the road and headed in the correct direction.

Second I am going to tell you that you can and will recover after the drawdown if you do not take a side road along the way. You can get to where you are going but you only have enough gas (money) to get you to that point. Don't take any detours. Sometimes it is not as much fun to head straight down the road with one purpose in mind. That is your only handicap. You have a good choice to make. Knowing you can do it by following correct the road is a good choice. Should you decide differently, you are putting the recovery in your own hands differently.

Take out your chart book and study it. Tell yourself the nature of the market you are studying! Pick your best eight markets only. Try to diversify to a point that they don't all tend to trend together or that they are all related in their behavior. Pick out the existing trends of the eight markets. Write them down and notice how many are in up trends and how many are in down trends. You'll most likely see that most are not in trends at all. At this point it makes no difference. You are not in a hurry except to make the right trades at the right time.
What you are going to do in your recovery is to put as many aspects of trading in your favor as you can in order to change the law of probabilities of recovery in your favor. By knowing the trends of your chosen markets you are to classify them as bullish, bearish or non-trending. Seems simple enough doesn't it?

Place the bearish and non-trending market charts aside for this day and pick them up again tomorrow to see if any changes have been noticed in behavior. You are going to concentrate on the bullish established trends at this time.

The main reason we need eight of your favorite markets is because we are only making the highest probable trades and we need to diversify. You are also going to put advantages on our side. You have a better chance to predict a bull trend than a bear or tired trend. Or do You? Sometimes a tired or bear trend is easier to see. Bear markets tend to move down quicker than Bull markets move up. Or do they? You don't really know do you?

Ok do your research and look at the market behavior from today backwards a few years at least. Learn from this research. It won't do you any good for me to tell you since each market can react a little differently. Any rate I want you to know not me.

You are going to use options for your recovery because we can limit your exact known loss. Futures tend to not be an exact known loss when you enter due to the variable factors you have no control over. You can also get other benefits from options, which we can't get from futures.

The best advantage we are looking for in options is the fact that in bull markets, options pick up and increase in volatility most of the time. In a bear market options tend to lose volatility. Because of our limited required risk, we can use the bull markets to our advantage due to the increased volatility tendency. Since you don't want to sell options and have open-ended risk, we rule out the bear markets for your recover. Also bull markets tend to spend more time going up than bear markets do going down. Markets, which go up, give us more time to increase volatility while open interest builds and interest increases. Bear markets tend to lose trader's interest. Or do they? Do your research!

I am not going to give you a lesson in options as there are experts in software, programs and about any other aspect you could want to learn. If you are interested during your recover to learn more by all means do it. You are however, going to use the best part of options for your recovery. You are going to put increased volatility on your side as a part of your plan.

Now that you have your vehicle for recovery we now need to get a friendly trend working for us with some information standing in your corner which also helps from the charts and from research. Isn't it a good assumption that in bull markets that volume and open interest tend to increase? Isn't it a good assumption that increased volume and open interest increase volatility? Isn't it a good assumption that markets tend to have three major waves of buying in a bull wave? Again, please do your research in order that you have the confidence that those statements are true and good assumptions.

After looking at all of the charts to determine if any bull market is established, you are ready to make a trade when the parameters are correct. Just what are the correct parameters? First you must find a bull trend in one of your markets. Next you must learn which phase it is in. Is it in the first wave up, the second or the third? How do you tell? The answer can be several possibilities. You are going to research our own possibilities! You will have to make your own assumptions. When you are convinced a bull trend has started, look now for a four-day reversal. At that point you shall call that wave one of buying. Look further and see if you have any other four-day counter trends. If you can point out another, let us...
call that wave two. And then look for a third. You may have to look backwards in your research to find some examples.

On your current charts, look for a market that is established as a bull market. What you want to find is a possible four-day counter trend starting to develop. We want it to be in the first wave of buying in the established bull market. You could look at the second four-day counter trend development but we want the most powerful opportunity.

You will want to take a position on the first four-day counter trend in the direction of the bull trend. You can make it one of two ways. You can do it on the break out of the forth day's highs when it breaks above the previous four days or you can position when the move is above the high of the established bull move. The best way in your case is the first. You want to establish your position prior to the increase in volatility. This will be your entry of the fourth day when the market breaks above the prior four-day's highs.

You have a pretty good idea of what you want to do and how you want to enter your trade. You are looking for limited risk trade when you have an established bull trend. You are expecting to be wrong but with limited risk by buying calls, you can make the trade. You want to either place a call bull spread or purchase the next higher strike call, depending on your capital available for trading.

You must decide what amount of risk you can afford to take based on your account size at this time. It is your decision. A rule of thumb is ten percent of your capital on the trade. If the bull spread costs you 5 and you have 5,000 in your account, we can go along with it. After you put the trade on you will be looking to get out when it is half value or your position has met the criteria to press, get out, or reverse.

You want to trade the option with at least 40-60 days of time remaining. An option with less than 40 days remaining will leave you too little time to participate in a good trend without losing too much time value. You can position an option with time upwards of 120-180 days with little problem but in a good bull move, the closest contract will be the faster volatility mover. You are after the fast volatility move in this position.

Your trade can benefit from any increase volatility in the established bull market and the fact you have entered at the first phase of a bull market. Your entry point is a critical point in that you are going to see either a continuing of the trend or a failure of the continuation. You have used rule one by limiting your exposure and risk. You have set your limit on your risk and you are expecting to only lose half of your risk by placing an order to get out of the position once you have lost half of the value of the option. It the option reduces in value by one half, you surely are not in the trend anymore at that time or you have moved too close to expiration. You move to the next trade!

The other criteria of removal of the position is failure of the four-day counter trend to re-establish the continuation of the existing trend. A failure is confirmed when you have moved below the prior four-day lows during the next trading day. You could have a very fast trade if wrong and a long rides if correct. Be prepared to recognize the failure or the continuation. With your option position, you are protected in the amount of drawdown but be swift in preserving your funds when not proven to be correct.

You can take the second four day counter trend to establish an added position by using rule two but only if you were able to properly establish the first four day counter trend position. Be under the assumption that you may be too late on the third to establish positions. The third four day counter trend can lead to some pretty wild swings if it fails to continue the trend but still be in a trend. This is the part of the bull trend you will want to think about taking profits. Since you are in a recovery stage, you must decide to
take your money on this move rather than trying to force another trade. You make the next trade with the same criteria.

The importance of this type of positioning in your recovery is that you will make a much better return than what you risk when you catch both a bull trend and the increased volatility of the move. You want to make the most amount of money with the least amount of risk. You want as many factors working for you as you can possible have. You will be tempted to take the four-day counter trends in a bear market but you have an additional drawback. That drawback is that volatility most likely will fall and your expectations are reduced rather quickly on what is possible in the move. Therefore, it is recommended that you stay with only bull trending markets and the first four-day counter trend.

You'll find many advantages in this style of trading but patience is rewarded in the long run by good gains only from waiting with the correct trend. On the other hand running away from failures of continuation of a trend still leave you with small losses. This is less fun than most trading done by you over the past when you had the drawdown.

There will be times you won't have positions on, in fact many times but don't let that be your downfall as you are not trading to trade but to recover from the big drawdown. The best benefit from this type trading is that you will learn a lot about markets and options this way too.

ALS - Let me review a little here. You are suggesting that after a big drawdown that traders take at least eight markets, study and determine which are in established bull trends. Next you are saying that you must see a four-day counter trend to use for entering an option position. You establish either a bull spread or bull call position in the direction of original trend when the market takes out the prior four days high.

For protection you suggested that a continuing trend failure is reason to get out on the next day if it goes below the prior four days low. Also if the option loses one half value that it is time to get out. You want at least 40-60 days of time left minimum on the options. Have I left anything out.

POP - Yes, you want the first position on the first four-day counter trend and to press on the second four-day counter trend but use the third to take profits rather than add again. You only add on the second four-day counter trend and it is best to establish on the first four-day counter trend of a bull move. You are looking for volatility to be your friend in a bull move and you are expecting to have bigger profits in a bull move than your risk by at least a ratio of four to one.

ALS - Will this work everytime?

POP - Of course not but there are good merits presented here. As I have said before, I really have a lot of faith in the small trader. The large trader has all of the data to establish the good trades and has the funds to back up big drawdowns. I am not giving advise but presenting a situation which can lead to recovery from adverse market affects on drawdowns. I want the small trader to become the leaders I know they can be. It has to start somewhere and I think it is going to start from a big drawdown for many of them. No one is immune from market exposure. To control that exposure first, we must trade with extra advantages on our side. We are doing that with this type trading. We are trading with an established trend and we are adding but only correctly. We also are protecting in two ways our position. Both rules one and two come through again.

ALS - I have been meaning to say something about that. Your two rules as Alfredo mentioned in his chess parallel, he says you owe the readers a third rule of when to liquidate and take profits. What about rule three.
POP - I have said on the forum what I feel about taking profits and when to liquidate. I did include it in the recovery. I am a believer in taking profits in the third phase or wave and within three or four days of high volume days. Most markets I like to take profits within three days in most cases. I hope that gives some answers and makes a few traders alert to functions of profit taking. I am not going into the detail at this time. I really have given more than I intended to give in this book on profit taking.

I see as the most important aspect of Phantom trading at this time the understanding of rules one and two. As far as giving a rule three, not yet!

ALS - There are a lot of questions about rule two yet. Most traders are still uncomfortable with it. They have taken to rule one pretty good. We surely can explain rule two a little better.

POP - Maybe we should do a follow up on rule two. Let's ask what questions are foremost in trader's minds on the forum. If we don't get it into this part of the book we will do it in a later writing.

ALS - Ok that sounds good to me. It also sounds like you might have another rule yet.

POP - Time will tell on whether there is to be a rule three.

ALS - Are you giving a hint here?

POP - Have you notice how sometimes things don't get written correctly or interpreted correctly? I don't care about errors about me or my career as I am in the background by my own asking but I don't like to see data wrong. I shall challenge when the data is wrong which affects a trader's interpretation or their ability to correctly trade. How can I know unless I get feedback. I must get that feedback before I can move on to other points. I don't mean to take so long in rules one and two, but there is no other way.

ALS - Should we cover some detail into recovery after the big drawdown a little more?

POP - NO, let us wait and see the reflections coming back first.

"You want to establish your position prior to the increase in volatility. This will be your entry of the fourth day when the market breaks above the prior four-day's highs"

---POP
Phantom's Journey

Phantom remembers those people he meets along his journey in trading and those he has met since he started his insight give back. His remarks were that he felt he could serve you much better than he has. Phantom felt that he is the beneficiary of what you have given to him.

The best compliment I can remember Phantom ever getting was when he was at an important meeting. The wine steward had just poured a glass of red wine for the host and to be polite Phantom also accepted the gesture. As the wine steward poured Phantom's glass to the brim, the last few drops spilled onto Phantom's white shirt and suit.

The wine steward turned to Phantom and said in a loud voice "Sir, a lesser man I could have served perfectly!"

Phantom turned to the wine steward and said to him, "It is I who must serve mankind better! I am grateful for your reminder."

Phantom wants to serve you better and is grateful to you for the thought you provoke within his reach. Some of the great traders are often overlooked. Great traders are not just those who have been fortunate enough to make it big in trading but also those who have made great trades in their lives.

It was Phantom's request after seeing a simple kindness of others toward a Dad and his Son in their loss of a long time family friend. The family dog had just passed on. To see the pouring of kindness of others toward the man and his son touched Phantom's heart.

It is not just this random act of kindness which touches his heart but powerfulness of wonderful thoughts which can be extended by others. Traders in their time and atmosphere of intense trading are still human in a cold and harsh environment.

Phantom wanted us to write his journey in an effort to balance the scales of trading and living as partners within the soul along the way. Trading at times can reach out and grab your soul with cruel implications but your living can repair your touch of kindness within your soul. Phantom wants you to see his insight of you.

It is true that much of the human element has nothing to do with trading and that most see no need to study human behavior. Or do they? In researching the lost dog incident it is clear that around ninety percent of traders involved tolerate such thought along their trading route and actually those opposed also contribute.

Phantom starts his insight to your journey. There is something to be learned. Or is there? He starts with his Christmas Gift.

Arthur L. Simpson

Phantom's Christmas Gift By Phantom of the Pits (POP)

Along my journey of trading there have been great traders I shall always remember. To my surprise it is not the big success stories I remember but the great trades (events) those traders have made in their lives.
Often it is a helping hand in exchange for their precious time and other times it is dedication in their lives toward mankind. The brotherhood shown by those great traders is what my journey has shown most to me.

I want to share some of my insight on you, the great traders in our world. The strongest thing in the world is love. It is stronger than death. What guides us to gather strength even when touched by death? This is just one of my questions in an effort to balance my trading career with the living side of the scales. What I have found out about you continues to give me answers. I want to share that with you.

The wife of a trader conveyed to me one of the great trades made by a person whom I consider a great trader. In our journey, we shall identify that person only if that person wishes us to do so. In this case the person has not decided to do so at this time.

It was Christmas Eve in 1979 when two men who had just finished their work shifts on a United States Naval Ship tanker. The ship was anchored in Ulsan, Korea and unloading fuel a distance from shore. Since the two men didn't get to be home with their loved ones on Christmas Eve they had plans for the evening. It was 8 p.m. and the two men took a boat launch to get to shore.

Both men were carrying large bags ashore. One of the men questioned as to whether they should be taking anything ashore for fear of being thought to smuggling ashore. The other man pointed out that this was surely the time to take that risk as it was indeed Christmas Eve and understanding might be easier if an explanation was required of them.

After getting off the boat launch the two men walked about two-mile and the sacks were really getting heavy at this time. It was a cold winter night in a country foreign but they had a plan and carried on with their heavy sacks.

The two men arrived at a building and entered, as it was unlocked. A lady came and met the two men from the ship and asked them to have a seat. A short time later a group of children came into the room and spoke in Korean. It seemed to be with great excitement that the children were pleased to see the two men. They had seldom seen others and especially these two men.

One man's name was Preston and the other man was my trader friend. The youngsters were laughing at their broken Korean language. Since the youngsters could not speak English it was the only chance for communications.

My trader friend according to his wife had caught the eye of two children. One was a boy about ten years old and the other was a young girl about six years old.

The only word the children were trying to convey to the men was the word Wahn or Waan or One. The men thought that perhaps they were trying to show they could count in English. The young girl would stare at the two men and the older boy would not stop talking, as he was very excited to meet Americans on Christmas Eve.

What was in the sack the housemother asked? The two men said you shall see in time. Let us get the children something to drink. At that point they were given something to drink.

Preston pulled out a sack within a sack and the children's eyes got wide as they thought it was a trick of sorts. The little girl was questioning with her eyes as the two men pulled out pieces of fried chicken.
which was left over that night from the ship's Christmas dinner. The men started eating a piece of chicken in front of the children. Their eyes were sad, as they seldom were able to eat as much as they wanted.

The children had never see or eaten fried chicken in their entire lives. Chicken pieces were being passed around to the youngsters as they learned the tasty smell of the new found food. The full sacks of food were more than enough for it didn't take long for the children to get full.

The oldest boy motioned to the housemother and asked several questions. It was Christmas Eve and getting late for the children but they were allowed to stay up late this special night.

The two men had to be back at the ship soon because it was to leave at 3 a.m. in the morning as the tide was going out and it was the only time the ship could leave safely.

About midnight the two men left on the launch for the ship. As the two men arrived back to the ship, the crew made ready to depart as their unloading of fuel had been completed.

My trader friend had tears in his eyes as the ship left and he thought of the starving children and his small participation on Christmas Eve. He had just been presented with a gift for trading his time in this event of which he would see many years later. It was one of the best TRADES he would ever make.

Fifteen years later in October 1994 my trader friend was once again on a ship and his wife had just been in a life-threatening event. Being on a ship and away from family presents impossible resolve in helping anyone.

My trader friend searched the ship for a Bible and for some reason none existed on this ship. The ship made weekly trips from Puerto Rico to New York and was in New York on a Saturday. After the ship had been properly secured to the dock, a man walked on the ship with permission to do so and approached my trader friend.

The man held out his hand and said, "my name is Mr. Wohn. Here is the Bible you wanted!" Why my trader friend was astonished as he had not mentioned this to anyone. How could this be? A stranger walks aboard a ship and hands out a Bible after my friend had been looking for one earlier in the week.

Having just finished lunch, my friend asked Mr. Wohn if he would stay for lunch. Mr. Wohn asked what is your meal on the ship? Today it is fried chicken, my friend informed him.

Mr. Wohn indicated it was his favorite food but he had already eaten lunch. At that time Mr. Wohn started to explain just how fried chicken became his favorite food.

"I am in America from Korea," Mr. Wohn said. "I promised God I would give mankind what they are in need of in their lives." My friend asked him how he had decided to dedicate himself in helping others.

"I was ten years old and my sister was six and the only family I had. We were both orphans and live in an orphanage in Ulsan, Korea. I first met God in my life on Christmas Eve in 1979. It was a cold Christmas Eve and it was a sad time on our lives for we never had enough food to eat and we would always be hungry when we went to bed."

"At about 9 or 10 that night, our housemother awakened us and told us to come with her. We went to our lunch room and sat at one of the tables. It was cold so my sister and I sat nearest to the stove to get warm."
"Two men were in the room and I thought we would see a magic trick as one of the men pulled a sack out of bag. The men started to eat a piece of food and it looked strange to us. They gave us some and motioned for us to eat the same way as them. One man put it up to his mouth and took a bite of the food. So my sister and I did the same. It smelled good and really was wonderful. It was fried chicken. It was the first time we ever ate fried chicken."

"Well I remembered the kindness of the two men to this day and that is how I decided I would help others."

"On that Christmas Eve, our housemother let us stay up late as this was different from the other nights. I was the oldest in the group of children and I wanted to know who brought the food for us. I asked our housemother and she said that God and Jesus had brought us the food. My sister looked at the two men and wouldn't take her eyes off of them when she heard the housemother's explanation of where the food had come. She had heard of them and wanted to know more. My sister asked how they had gotten to their orphanage and she was told that they had come on a big ship in the water."

"The two men left before we went to bed and all the children talked about the wonderful food and happiness of that night. Our housemother told us it would soon be Jesus' birthday the next day."

"I was excited the next morning and my sister was more excited as she wanted to go down to the ocean and see the big ship that God and Jesus had come on to give them food."

"I will never forget the disappointment in my sister's eyes when there was no ship. Can you imagine that? We had just seen God and Jesus in our eyes but there was no ship there at all. How had they gotten to us?" I began to lose faith that it was God and Jesus who had brought us food. My sister said yes it was them and she knew it was and wouldn't change here mind. She was so dear to me and all I had in life. So I let myself have the same faith and I promised God I would spread the same kindness to man."

"My little sister talked of meeting God and Jesus when she died and of living with them. She would ask me if I would come with here. I would cry at nights because I knew I would soon lose her." Mr. Wohn told my trader friend of his sister's death at her age of eight.

Mr. Wohn indicated that perhaps he had seen God and Jesus that Christmas Eve in 1979. As he walked down the gangway, my trader friend called to him but didn't know what to say. He could only think of that Christmas Eve away from home and loved ones when he had walked a cold nights walk with heavy sacks of food from the ship to an orphanage in a Korean town.

My trader friend yelled to Mr. Wohn, "Mr. Wohn, God uses people to accomplish his wishes at times."

Mr. Wohn yelled back, "Yeah, I know! Would you thank your friend for that Christmas Eve in 79 for me?"

Talking to my trader friends wife, I have found a deep gift. She says it is one of the most powerful gifts her husband cherishes. To trade a part of his life and to see it come back everyday when he looks at that Bible is the greatest Christmas gift he will ever need.

It was a great trade my friend made in 79 and to see it come back amplified fifteen years later is what I consider a great trade of a great trader. There are great traders among you and I see this of you too!
I hope you can see the true meaning of being a great trader. This one Christmas story of a ships' Chief Cook and an Officer is just the beginning of your great future in your trading career. There shall be more along the journey and I wish to share them with you.

It's all about YOU!

Phantom

"It is I who must serve mankind better! Phantom"

Phantom of the Pits
by Art Simpson

Rule Three - You Say?

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I've noticed a lot of arrows drawn on pieces of papers, a few triangles and other strange dittos. I thought they might be new flow charts for another one of Phantom's computer programs. It's not unusual to have scribbles that turn into worthless pieces of paper after the markets are closed. Shortly after the markets are closed most of these odd scribbles get closed out to the circular file.

These particular scribbles didn't get thrown away and that made me more interested in them. Since they didn't make any sense to me, I decided to ask Phantom just what they were. He was a bit uneasy about them and didn't want to detail any of them.

I decided to try and figure this out myself. Here is what I saw. In his first set of scribbles, there were arrows and two triangles. The first set contained four arrows. The first arrow pointed to the top of the page and the second pointed to the right of the first arrow. The last two arrows pointed from the other two arrows down toward the bottom of the paper and the last pointed to the left side of the paper. In other words what we had here was your old ordinary - to turn left make three right turns.

The next set of arrows was but two arrows. One pointed to the top of the page and the last arrow pointed to the left of the first arrow. In other words we now had the old turn left directly symbol.

To the left of both sets of arrows was a triangle indicating one of two choices. It still looked like a flow chart for a program to me at this point.

But wait, there it is! I see it at the bottom of the page. In very small letters are the words "rule three." Great I thought, Phantom is going to give us rule three just like everyone had asked.
Traders on the talk forum had asked Phantom to give them rule three and tell them when they should take their profits. Their feelings were that the circle must be completed. The traders were beginning to understand rule one in getting into a position and whether to keep the position established. They were also beginning to understand rule two better in what the purpose and advantage of adding to correct positions would do for them.

Could it be that Phantom has had a rule three all the time? Did he just not want to share this rule? I wasn't sure about rule three in his trading career as I thought I reasonably knew how he traded. How had he kept it from me? Why wouldn't he share his rule three with us? So many questions ran through my mind.

I turned the papers over and I was a little disappointed in what I saw. Nothing other than a big question mark was on the other side. There was nothing written on the pages except the scribbles and rule three at the bottom.

ALS – Phantom, about rule three, what can you tell me in order that I pass your insight on to our traders as we had agreed upon when we started this project?

Phantom of the Pits – I am afraid I have let them down Art! I don't have a rule three as such. What the traders are asking of me is more automatic for me than a rule. When to take profits is not an easy and clear-cut rule.

You see my rules have been set up in order to address the nature of trading as a losing game and to keep losses small. This is the most important aspect of trading and to add to correct positions in order to bigger when correct. To have a rule on taking profits is to have a rule, which is second nature most of the time.

I can understand the point of view that taking profits must be done correctly also. Though it might be second nature for me, I am learning that important insight on that aspect is just as important to our traders.

We will come up with a rule three. Did you notice I said "we"? It's all the traders, you and me who will be satisfied with rule three at it's conclusion. It is not clear yet at this time but we shall do what we discover as correct.

If you take a beaker of dirt and water, what do you get when you stir it up?

ALS – The clear water becomes muddy. Is the rule going to be revolutionary?

POP – Ok, well that is what taking profits become when it is time to take them. Revolutionary as you say and I suppose revolutionary rule three will be the most liked rule of all! There are so many variables that we can't just have a simple rule to take profits. Most profit situations should be within the trade program but I am sure we can come up with the rule that doesn't interfere with a good trading program. We will work on it.

My rule one takes care of removing the position when not proven correct. And rule two takes care of getting larger when proven correct by adding positions. Back again we go to rule one to protect rule two after adding positions. Rule one usually addresses removing a position when it no longer continues to prove correct even though we have added positions also.
Taking profits is never as cut and dry as removing positions that are never correct for me. It's kind of funny though as most traders find it pretty cut and dry in taking profits. It is taking losses that seem muddy to most traders.

The traders on the forum have a legitimate request for rule three. I take profits within my programs and never gave it much thought that it would be as important a rule as they have pointed out to us.

I can't give my programs and it is going to be rather difficult to put rule three separate from the programs I use to establish and remove positions. I don't want to let them down either. Taking profits is critical to increasing equity in their account. They are right in wanting the rest of the insights into taking profits.

Outside of a trade program, taking profit criteria is going to be a little modified. Because we have to modify when to take profits this way, we will have to have qualifiers as we did in understanding of rule one and two.

First it must be stated that any time you take profits, you must be satisfied that this is the correct move. If you look back at anytime, you will see that you could have made more money. Not that you would have taken the position off at a better price but just the nature of hindsight.

By using rule two to add to positions, our newly found rule three will be much better and agreeable for our traders to use. We need to establish criteria on the rule before we can actually set the rule into words.

Are we going to define taking profits at the point we remove a position and end up with profits? Or are we going to consider a rule to take profits for use only after a success of having added to our total position? Do we consider rule three for taking profits after one add, two adds or additional adds if required? At what point do we consider our trade totally established?

You can see some of the difficulties in coming up with rule three to take profits unless we set the criteria for the rule from the start. Removing positions can at times be considered taking profits, yet other times removing positions is keep loss small. Taking profits must be considered differently than removing positions. We consider removing positions as our keeping losses small even though at times removing profits leave us with a profit by the nature of the rules working for us.

Art, This is going to be a rule where we must have input from the traders in order to come up with the wording of Rule Three. This is their rule so we must go back and get their input. It is important that traders understand that Rule Three is with my input also but it is not a rule I have set into cement over the years. It will include the nature of my profit taking to the extent of what criteria traders want in the rule. Thought must be given on rule three by all who want the rule to use.

It is not possible to end up with a rule, which will cover everyone's input but we can come up with a rule, which they will be satisfied with using. We might need to do a lot of computer testing since we are giving a rule, which they are asking to have. I am not completely comfortable in a rule three, if it is different than my way of trading. Because of that feeling, I shall incorporate my own criteria within the rule also.

I must know what the traders want in the rule. Consider all the variables, do your homework and set your criteria so we can work on your rule!

ALS – What about the arrows on your paper on rule three?
POP – You see two sets don't you? We may have three sets after their feedback. Feedback is what we want now before I go into detail on any of my thoughts here.

I can guide some on what we need. Consider both rules one and two and do a flow chart of the possibilities of each rule in each step and then point to what rule three is to consider as possibilities for taking profits. Let us know your thoughts by steps if you can. This will help us work the rule criteria better.

ALS – Ok, We will wait for feedback on what criteria our traders need.

Note: Further research and input came from "Futures" talk forum of excellent traders in order to end up with a creditable rule three.

ALS – We are beginning to get some ideas from traders on rule three now. Actually there are some pretty good suggestions. In fact some of them end up with your arrows.

POP – I'll discuss some of my theory at this point to give some hints and then we will address the input from the traders.

Consider trading nothing but a maze. By maze what I mean is a series of rooms to progress through from the entry until you get through all the rooms until you come out the other side. You can go straight ahead or must turn to the left or right. But the object is to get through all the maze and progress from each room until you have ended up through all the rooms and are at the outer side of the maze once again.

In our maze, you must design a system, which guarantees that you will indeed get to the finish of the maze. You can not know exactly which way to turn each time but you know that you must make a turn. Trading is the same idea. You don't know which way for sure to turn each time to get to the goal. Your plan can be guess and miss, trial and error or systematic.

We want a balance of correct procedure each time and a speed, which does not create unnecessary moves. Now the next point is going to make you laugh and question my integrity but it is an important learning process from observation.

In my younger years at a great University I learned the maze answer by watching a mouse going through a maze. The mouse was released to move around the maze and we were to learn what the mouse would do. To my surprise, a low intelligent mouse had a system to get to the other end and it didn't really take long.

What the mouse did was always turn to the right whenever possible until it had progress through the entire maze and was out the other end. While this wasn't always the fastest way to get through the maze, it certainly accomplished the object of the study by ending at the other end.

At that time I devised what is a simple method to get to the exit of the maze by just placing my right hand on the right wall and continuing to progress until I could only turn to the right. At that point I would turn to the right. As I continued forward, I would go forward, turn left or turn right (whenever I could) but I would never retrace or reverse my steps. The idea was to guarantee that I could get through to the exit of the maze with the least number of steps using a system to prevent repeating my steps.
Isn't that what trading presents to us also? A maze where we never really know which way to turn but must have some kind of system to keep us from retracing our steps and extending the amount of time required to get to our goals.

In trading, you can never really know at each important point what the correct move is until you look backwards. Therefore, you must have a method, which is systematic with what your goal is. The goal in trading is to get to the point of the least amount of loss in the journey. In a maze you can not have the exact path but you can totally eliminate the unnecessary steps by using a well-devised system. In trading, you can not make the exact moves each time you trade but you can devise a system, which prevents you from unnecessary steps. The unnecessary steps are usually costly losses in trading.

My rule one and two give me part of my system in trading by allowing me to eliminate the unnecessary steps after defining what my goal includes. Let us progress forward with a forward arrow upon entry of a position. My next move is either rule one or rules two. I either turn to the right or turn to the left. When I turn to the left, I am removing my position because it was not proven correct or does not continue to prove correct at that point of the trade. If I can turn to the right, I will do it (my right hand on the wall) because this is my rule two adding to a correct position and the current position has been or continues to prove correct. I want to turn to the right whenever I can in order to get to my goal systematically without unnecessary steps. You see this is in my maze system as well in my trading system.

Pretty simple and elementary since it was learned from a lowly intelligent rodent. This in no way lowers the value of the knowledge. I sure don't want anyone calling my system the rodent system so please have mercy on me!

Now you can see some of my dilemma in getting to rule three. If I must either go straight ahead (continue status quo) or turn left (get out of my position) or turn right (add to my position), I have no room for turning around 180 degrees and taking profits outside of my rules one and two. That would interfere with my two rules and cause unnecessary steps in reaching my goal properly.

Two points I want to make here. First I do not mean to imply that I must either use rule one or rule two when I make a decision. If the decision is to use rule one, I know I am either correct or must remove my position based on rule one. Just because rule one is used and I now have a proven correct position does not mean I must use rule two until the proper criteria is established. That criterion will not necessarily be to add just because the position was proven correct. We may not add until the next buy or sell signal.

In trying to associate rules one and two with the maze, don't forget that we turn right only when we are able to do so (add to a position). We turn left (remove our position) when we come to a head on wall and can not continue without turning left (removing our position.) A head on wall in trading is when the position has not proven to be correct. This is not the same as having been proven wrong.

While trying to correlate the maze and our trading rules, don't over analyze the comparison. I am only presenting it as a background thought in design of your flow charts for trading should you want the simple arrow diagram for your own use.

I am concerned that feedback indicates my insights are a little difficult to understand. Can you imagine if we had ten or twenty rules? I know I repeat myself often but it is necessary in order to continue to re-enforce the importance of the rules we have established. I guess I could make a career out of better explaining my thoughts. I think it is better if the traders do more of their own thinking rather than try and imitate my thoughts in coming up with their own plan. Anything can be improved and I feel that each
trader has the opportunity to improve their plans by knowing my insights. While mine are not perfect, they work for me. Trader's plans must work for them to be of any use.

I feel like I am leaving something out of my thoughts here but I am not really holding anything back intentionally. I want to address some of our feedback so far!

ALS: The first one we look at is from M.T. In summary his feed back indicates that rule three seems intuitive, in a sense that rule three is just an extension of rules one and two. His thoughts are that taking profit could be at a point of adverse movement back to say the last point of adding to the existing position.

POP: I've always liked his thoughts and writings. Since add on positions are done in smaller parts than the initial position, his thinking can actually be successful if it was considered time to take profits at the adverse movement. But for profit taking sake all positions would have to be removed in order to have a profit. Otherwise it would just be using rule one to assume the last add on position was not proven correct but rule one would not be used properly. Mainly because using the adverse movement to remove the position was the criteria for removing the position.

I want the last add on removed if the positions criteria does not prove correct rather than because of an adverse move after entry. Of course if there is an adverse move, it certainly wasn't proven correct either so it is still right to remove the position. Don't get me wrong as sometimes the adverse move takes place immediately and you must remove the position because of it. But you are removing because the position didn't prove correct.

ALS – Yes, M.T. does say that he questioned as to his thinking was correct in using a price movement to determine what to do instead of controlling the trade. He also indicated that he feels he does better if he just has a stream of consciousness type thinking. He also indicated that at the last add, perhaps you would drop all of your established position and that is more or less what you said Phantom.

POP – M.T. is to the point of being more comfortable with his trading and being more subconscious in his actions. Believe me that is how it eventually plays out when you have your plan into effect and the confidence in what you are doing builds. He is certainly showing a good handle on his future in trading.

ALS _ M.T. pointed out that indication of change in trend might be the removal point of positions.

POP – In a trading program that is what causes us to remove our entire positions sometimes. Certainly when we get an early indication of topping, we remove our positions also. In fact last week we did get our topping indicator in beans. Now that is good a reason to remove your positions. Also we sometimes get a very quick reverse position indicator after a topping reversal. We did get that last week.

I see you threw up some questioning to that effect last week on the forum in the proper form so as to not preclude other traders thinking. Our indicators can be wrong at any time and it is important that we don't inflict our suggestions as advice on trading. Never give the crutch to a trader as long as they can walk on their own two legs. They strengthen their legs by walking on them and not using a crutch. Meaning they must make their own best judgement based on their experience and knowledge.

Let's move on to the next feedback, as M.T. is pretty helpful in helping us drive down the road on our journey.
ALS – David Thomas had a follow up to M.T. indicating that perhaps rule 3 could be quite simple. Rule 3 is simply following rules one and two. D.T. said that by using both rules and in the last part of your positioning you will use rule one again and never return to rule two for your position is removed by rule one.

POP – Yes, that is basically how I end with most of my positions. But there are times when I get a reverse or topping or bottoming signal where I remove my positions without rule one. That is where the traders are correct in thinking there should be a rule three. The more I think about it, the more I see this as a qualifier rule to remove positions and take a profit at the time. But it could also be a qualifier to remove a position without a profit also at those times.

It is beginning to look like an interesting story here. The making of rule three or the failure of a rule is this point, I see now!

ALS – Steve Waring has some interesting flow-charting. He did a good job with the format on the forum, as the difficulty to convey with actual arrows is rather difficult. Steve said he can't see any clear answers to profit taking . . . just a lot of trade off.

He uses two examples of mechanical profit taking systems. One system has a target price and one has a retracement of price. As you would expect, each at one time or another has an advantage over the other. They both seem to go against rules one and two.

He picked up on your cheapen the price of what you have trick. As you always indicated trading to be like the ocean when the tide is either coming in or going out. He had good thoughts on how to use rules 1 & 2. When your program indicates a possible plateau or reversal short term to offset part of your position looking to re-enter at a better price and cheapen the price of your position. Steve also indicated his thoughts on positions as being a series of trades. Questions on cheapening your position price arose from some of the holes.

If you re-position in this manner and miss the lower price, do you do it at a higher price? What do you do if the market continues to go against you and it gets to be a cheaper and cheaper place to re-enter (leaving your remaining position losing?) How many attempts do you make to re-enter?

POP - All good questions and the answer to each is along the same lines here. When using rule one to tell you to remove an added position, it is possible that you may have held the position for a period of time and you have a good profit.

Your trade program may look at the fact that the market is starting to plateau and you are not seeing your position to continue to prove correct. By this indicator and using rule one, you would remove the position due to the failure to continue to prove correct even though you have a good profit but have just stalled in the move. In this case you would look to re-enter at a mover favorable price on a reaction and have to prove that re-entry with rule one again.

Of course if the market continues to go against the proven correct position, you would within your trading program expect to be flagged of that situation and use rule one accordingly. You would not make any new attempts unless your trading program indicated to position further. As far as how many attempts to reposition is up to your trade criteria and program.

Rules one and two are not the criteria to position but only the rules to follow within your indicators from your program in order to have a mechanical system for doing what is required on both sides of the coin.
In asking questions on different aspects of your rules, I think Steve is actually trying to cover all the bases on proper behavior in all situations of the rules. By asking the questions, he is actually devising a probable and possible scenario, which is required in addressing validity of the rules use. As I have said in the past, it is questions of methods and systems, which allow a trader to correctly simplify trading when the market is open by obtaining the answer to the best probability of a method or system.

Does Steve see his points in his research as different than I see them? I don't think so at all as I question every aspect before using my two rules in order to solve any possible conflict in their incorporation of my trading criteria. I think Steve is going to be able to incorporate his trading program without conflict after satisfying his program criteria to what he expects of it.

ALS – We could debate the use of your rules more!

POP – I don't call it debate. I call it improving trading styles for our traders. They ask the right questions and they trade the right way after incorporating their knowledge. It gets even better after they incorporate their experience too.

ALS – Steve indicates his feeling on catching a move as being willing to risk open position profits for the reward of the trend re-asserting itself at plateaus. We still consider a profit-taking rule as a variable.

POP – My trade programs allow me to take profits after three adds upon a third wave of movement. The third wave usually is the strongest and that is where I get out of the elevator on the 14th floor rather than ride to the 18th floor if it seems to move rather fast. I know it is going to stop eventually. The only question in trader's minds, I think is do we get out at the 14th floor on the way up or the way down.

The correct answer to that lies in our trading program. Using the criteria we have programmed in let us say that on balance volume is telling us above all other indicators that on our way up we are seeing large volume on any reversal day and more so than on up days even though our OBV is increasing. This is conflict and perhaps our program will say get out on the 14th floor on the way up and not on the way down. Other times we will have a program which says to stay in as long as the positions continues the move.

ALS – Ronald Adams had another good idea on rule three. He felt that you should never give back to the market if you can help it. In other words keep what you have. He also felt there was really no need for rule three.

POP – It has always been easier to make money than to keep it in trading. Ronald has some good points. Giving back is the big problem after having profits. This really leaves us with conflict as to whether there would be a good advantage in having a rule three. I know a very famous system of trading over decades never had a rule three until it was proven to them that they must have a way to keep their profits at least around 50% of what they had made in their positions. It changed their profits.

ALS – Rob Klatt climbed on board the bus on the rule three thoughts. He is with the other traders on his thoughts too.

POP – We can let him drive for a while then.

Maybe we need a rule three completely outside of rules one and two in order to keep more of our profits using probabilities based on research. I am 50/50 on this rule now.
As you see we are still in conflict as to what is the need or purpose of criteria for rule three! Go back to the traders and let us listen some more.

ALS – Ok let us do that! I think this is excellent improvement material on effective profit taking. I know you have many more ideas and with that grin on your face, I too know that you have the ending answer within your sight. It has been in your computers program all along.

Where is Alfredo when we need Alfredo? We are at a stalemate. New game?

"It's all the traders, you and me who will be satisfied with rule three at it's conclusion."

---POP

Phantom of the Pits
by Art Simpson

Is the Market Always Correct?

Everyone knows that the market is always considered correct and there isn't reason to even dispute this belief. Most of our beliefs have been previously written or have been stated for years or decades by experts.

Phantom made a hint on his feeling as to how he felt about the market being correct. He made the statement that he didn't always agree with that statement. We felt it would be an important insight into trading plans by looking at his view on the subject.

ALS – Phantom, do you feel that the market is always correct?

POP – NO! NO! NO! Definitely Not! Can you tell me who proved that to be a correct statement? Or can anyone tell me who proved it? This statement is the biggest reason traders are buying highs and selling lows.
ALS – They're going to put you away with that kind of statement. They're going to lock you up. You are going to lose all of your creditability unless you can make a good case for your disbelief Phantom. You are taking on a lot of people.

POP – I guess I appear to be bad with that statement. The experts seldom know or acknowledge that trading is a losing game. A trader expects it to be a winning game. It is the same with the statement that the market is always correct. Who, ever thinks that it is possible that the market could be wrong at times? Why do as many as 92% seem to lose in the markets?

I see the market as a continuing image of liquidity. A liquid market reacts differently to news situations and technical indicators than non-liquid markets. After all what is the purpose of floor traders in the pits of different markets? It is to provide liquidity. Liquid markets are the leaders in determining price. Non-liquid markets tend to be sloppy in price determination. We have the reason for different markets and the creation of new markets. It is to provide liquidity and ACCURATE price discovery.

If a news item is bullish or bearish in a non-liquid market, the bid and asked spread is usually wider than in a liquid market. Now are we to believe that a wide spread on bid and asked price is telling us that the market is correct? I think not! Sure you can try and make the same demand and supply argument in the market being correct but lack of liquidity is an artificial market condition of demand and supply a lot of times. Not having an offer to sell is not the same as not having any product available. Sure it can have an effect on changing price but it is an artificial condition.

These artificial market conditions must be utilized in a good trading plan in order to survive. Our plan is to trade as long as you want. To not get caught in artificial market conditions requires criteria. Every trader has been told that the market is always correct. The market is always in a process of moving away from what it currently says about a price. Does that say it is correct? It only says to me "A market is more than a day!"

ALS – Yes that is the first lesson you taught me in trading. I didn't even know who you were when I learned that from you. It didn't take me long to respect you and watch you in your trading. I've studied you ever since and I feel I know you almost as well as you know yourself. I know there are those who study you now. I see by the respect shown toward you since you began this project that loyalty comes from the reflection of traders changing views about trading.

POP – A simple statement about markets being more than a day can change a person’s thoughts and lead to a different outcome. It says the market is changing every day and what price it shows now is surely not correct all the time and definitely not correct for long.

You often see larger market moves in thin markets. Those who direct a fund know new prices generate new orders. So why wouldn't they place desired position in the market on thin days in the direction of their indicators? This does happen. Now are you telling me that the market is correct at the close in thin markets at all times? I am telling you to look at both sides of the coin in thin markets. Why? The thin market move is not often going to hold without some kind of base building or reversal when liquidity comes into a market. The fund positioning in a thin market is going to see a slight advantage on thin days but it is at their expense in the long run. After they have positioned the market will tend to retrace.

When funds take profits in a thin market, it hurts their average price fill because the market will move farther than in very liquid markets. So it is a double-sided edge where there is a good side and a bad side. Ok so it evens out pretty closely. Markets in trends do react differently in thin markets. It is important to
have the knowledge of the difference of thin and liquid markets. This never occurs to a trader most of the
time because they are using price to generate their positions.

Markets are more than a day! This alone tells you to not believe the markets are always correct! This is a
good reason to use Rule Two. Not all of your position will be established until or unless the market
proves you correct.

ALS – Isn't this conflict to make the market prove you correct while not always believing the market is
always correct? Doesn't this present an implied conflict in your trading plan?

POP – Isn't this the same conflict that most traders use to get out of a position by getting stopped out?
Even if the market was thin on the day they got stopped out. This is what traders think of when they say
the pit is gunning for their stops. The fact is that when the markets are thin, a trader's chance is greater of
being stopped out of a good position.

Why shouldn't we turn this situation to our favor by using another rule in trading? Yes, there has been a
third rule in my trading but it has not been a written rule. Not everyone will want this rule. In the search
for a third rule by our trader's input, and their looking for a third rule they have come close but not exact
on rule three. They wanted a rule to tell them where to take profits. This is their desired rule three but they
all have agreed that they just could not justify a criteria for rule three telling them when to take a profit.

You see my rule three takes into consideration both sides of the market instead of just taking profits. It
also takes into account of when to take positions off totally. Sometimes it will be to take profits and other
times it will be to offset any position when the markets criteria says to do so.

Rule Three uses the criteria of the market not always being correct.

ALS – Do you want to state rule three here?

POP – No, I don't! I want the trader's input now that they know they have been on the right track of rule
three but not quite getting to the important point in the criteria. I want them to think about it and give us
input. We will state RULE THREE shortly. To just state rule three without a lot of thought on their part
will make the rule a little less useful to them. We need more information for them in order that they
understand my view on the market being correct.

I have indicated on the talk forum the importance of several aspects on off setting positions. There have
been those who have asked. I've passed it on lightly. Some who have read my posts to the forum are
picking up on it. You'll be surprised at how punctual and accurate their input shall become after knowing
that they have been correct about a rule three all the time.

We have traders for years and decades saying that they see the market reflects all the market conditions
by just looking at the last price. They continue to trade based on that fact. They make their trade programs
based on that thought about the market being always correct. Why shouldn't I use that to my advantage
with a rule three? Why shouldn't traders take advantage of that knowledge by modified behavior in their
reaction to the current price?

I want to state again "It just never occurred to most traders that the market could be wrong! They think it
is only their trading which is wrong all of the time. They continue to lose when they know they are
correct. Just how can there be so much conflict in their trading plan. I'm saying the market is not always
correct and that liquidity and timing are two elements, which keep a market from always being correct.
In making this assumptions, wouldn't this help in positioning and exits? It is not complicated but another rule to keep the advantage of a situation from being unfavorable at all times. My rule looks at the liquidity situation of a market and uses that knowledge for rule three. Let us further explain our position on this thought!

To review the statement as stated "Is the market always correct?" Let's start on even ground. Let's say we do not know either way that the statement is or isn't accurate. Do we say the statement must be always correct or always incorrect to be a legitimate statement?

Why must we say always correct without exception? I start with the assumption that there are times when the market is not correct and I will show you that side. It is important because I want to point out that you can trade correctly and lose money. Why do you lose money when you are correct? It is because the market is a true reflection of liquidity at any one time when a market is trading and not always based on a fundamental or a technical reason?

I know many experts are going to say that liquidity is really a technical or fundamental aspect of trading and that helps prove the market is always correct. What about timing in a market? Is a market's timing always correct. Why does the market prove the most people wrong and make more losers than winners. Think about this very carefully. Is the market not as we had all been taught or thought? Let us research that further.

By assuming that the market is not always correct, I am going to show you that you can devise a better trading plan by just knowing you must question the correctness of the market being correct.

Most traders use either fundamental or technical reasons for trading. I like to use what I call tactical reasons, which include aspects outside of purely technical or fundamental aspects. Let us use examples of how markets can react in situations to better show our point.

Say for example that a report came out on Orange Juice that it was the smallest crop in history and the night before the report we had the worst freeze in history in the Florida crop area. Based on fundamentals the market should go higher normally. Based on technical indicators, let us say the market shows a bullish trend being established. The public before the open knows no other information. At the day's open, the market opens limit down with locked in sellers and offers, which build, and not one trade is made.

Now the market is open and no trading is taking place and OJ is limit offer two hours into trading. The experts and the reports in the news make the following statement "Well we see that the market is correct in proving that OJ was overpriced."

How can you say that the market is correct when there are no buyers willing to buy? Any shorts in the markets are not willing to buy back! This does not show the market to be right in my book! It only shows me that there is no liquidity in the market at this time.

Say the market closes limit offer. Now are we to believe that from close to tomorrow's open that the market is always correct? And that this situation is correct during the time the market is closed and there is no market? How can the market be correct when there is no trading?

Ok, now we watch the next day's open in OJ and it opens limit bid with no trading the entire day. No additional news is available except the news reports stating, "The market proved to be correct today in that OJ was under priced."
The only thing the news reports for the last two days did was to declare the current price correct. Let us say for example that the stock market moved to a point of being halted for a half-hour. Is the stock market right because of the halted trading?

While it is true we only have the current price to use to gauge our equity and balance our accounts, other criteria must be used to understand if the market is correct. I am not sure you are beginning to see my point here so we need to use another example.

ALS – When we say "market," are we talking about the price of a contract currently or does "market" mean what is or has happened over time in a market action of a contract?

POP – That is a very good observation and the question needs to be answered. You hear reports that the market moved up today. Is the market correct in moving up? Say it opened lower and closed higher than the low but lower than yesterday, is this moving up a correct statement? Or what if the market opened on its high and closed on the low but a point higher than yesterday. Is the statement that the market moved higher correct? Is the market always correct?

What are the reporters referring to when they say the market? Their definition is now I believe. That is what they mean about the market - now. Correct can be different depending on their reference point. Timing can be different depending on when the observation is made.

I hope you are seeing my point. Let me use an example of how a pit in a thin market might react to various situations, in order to explain better our thoughts, on the market not always being correct. Keep in mind the markets price is a function of liquidity.

We will use a small pit in Bread Futures (no such future contract). There are ten traders in the Bread Pit and two are brokers, five are day traders and three are position traders. Yesterday March Bread closed at 66 cents a loaf. Limit on Bread futures is ten cents.

The two brokers have orders on the open and all are executed at 66 & 67 cents. The position traders in the pit have all kept their existing positions and not traded. The day traders have positions on the other side of what the broker's orders were.

Since little activity was taking place, the position traders in the pit decide to leave and trade something else. The day traders don't see any big volume so they offset their positions with each other and the broker's orders when they come into the pit. When the day traders in the pit have offset their positions, they leave and go to lunch for an extended time. Effectively for this day no change in open interest exists at this point. The only two left in the pit are the two brokers. All of a sudden someone bought Wheat and it went limit up within ten minutes.

Now the pit brokers in the Bread pit get large orders to buy Bread futures. The brokers bid and bid and bid and now Bread is bid limit up at 74 cents. The locals are eating lunch and the position traders happen to be short. They all return to the pits as quickly as they can. No one wants to sell so the market closes limit bid.

Is the market always correct and correct now in Bread Futures? I still only see that the market is not liquid. I don't see this as being a market, which is correct. Ok the experts say that yes, demand and supply have proved the market is correct because demand outstrips supply.
No one wants to sell but this may not be correct just because the wheat market went up. Traders think this way though and that is why I always look to sell the weakest market in a strong up move. It is because of the similar thinking toward the Bread market when wheat goes limit up that Bread should also. Often times there are correlation's until the positions are or can be filled. At that point the true market takes over when there are now no buyers. There are times that the markets are not correct. It happens and those are often times great opportunity.

You would never think of this side of trading if you only see that the market is always correct. The experts are going to tell you that this view is more of an interpretation view. I am going to tell you that the opportunity of the surprise side is often because of the market not being correct.

There are times I do not consider the market correct. I feel it is useful in questioning the correctness of the market in certain situations. If there are situations where I must question the market for correctness then there is always a possibility the market is incorrect and I must be prepared for it.

Some days when we are seeing a topping action and the market makes several moves up and then back down, we are not seeing anything but good liquidity. So can you say the market is correct? With good liquidity I consider the market correct. With poor liquidity, I do not consider the market always correct but possibly distorted.

Anytime I consider the market distorted, It is my judgement as to whether I consider the market correct and I do not want to leave it to the market.

ALS – Isn't that just another technical indicator you are using rather than debating the correctness of the market?

POP – If a market moves limit one way or the other and no trade takes place and you have both a gap and lack of liquidity, you can call the gap a technical indicator but the lack of liquidity is a different flag in addition to a technical indicator. It is impossible to trade without liquidity and those times are flagged as not fit for trading and a not correct market. You could have several days in a row of limit moves without the ability to establish a position. Which day do you want to pick as the one where the market is correct? Would you pick all of them, none of them or any one of them?

Art, let's go back to the traders for our input on whether the market is always correct. They now know there is a Rule Three. Let them discover it as best as they can. We shall state Rule Three soon.

ALS – Ok, we now wait for input! Is the market always correct?

Note: The following was written after input from several traders.

There are great traders and many great ideas. You usually can tell the great ideas from experience and in our search for answers we know the input from Alfredo A. is always very worthy indeed. The following is the latest post by Alfredo A. We felt it important enough to put in this section.

- - - - Date: 1.Dec.1997 (Mon) - 10:30 Author: Alfredo A. email:

Phantom/Art/et al:

Was travelling the past two weeks. Am excited by your concepts and developments of an eventual Rule Three relying heavily on volume/open interest/liquidity. I think you are definitely on the right tracks. I
personally don't like and shy away from illiquid markets. We have all seen OJ go limit up for three days and then down for four sessions with no liquidity. You can get really hurt because you won't even have a chance to implement Rules 1 and 2. (This is OJ, never mind pork bellies). I like to watch OBV and be wary of major divergences. But a market (OJ) which sometimes trades only 300 lots of the first future month per session is subject to violent price fluctuations, not to mention eventual attempts at manipulation, resulting in impairment of liquidity.

As for the markets being "correct," I dare say that they are never correct, and that is where you have a chance of making some money. The only "correct" market I can imagine is the SPOT market, where someone actually stops and the other side actually tenders the merchandise. If on the date of expiration of a gold contract, the last contract tendered is, say at US$300.00 per ounce, then that perhaps is as "correct" a price as you can get. But as for futures, the very fact that prices fluctuate constantly along one session shows that there are differences between traders, and for a market to be "correct" there would have to be, by definition, unanimity. I think futures markets, at least in their nuances, are essentially "incorrect". (Ergo, the importance of being proven correct). But I also guess that this "incorrectness" adds to the fun of the game.

But, yes, I myself consider OI and Volume very important, both as indicators of liquidity, as well as giving us inklings about where prices might be going. It's a shame the exchanges can't get OI faster to us as they do with volume, but I suppose that would be an operational impossibility.

Best regards and good trading.

Alfredo A. - - - -

Phantom felt that Alfredo has lots of great ideas and when we are fortunate enough to be presented with them, others should read them.

We need another chess piece on the board and many of you have ideas and feel that open interest and volume are very important. As Alfredo believes they are important indicators of liquidity and give good feedback about where prices could be heading.

I believe we can trade our pawn in for another more useful to improve our trading. Phantom took note of Geoff Hughe's thoughts as they show correct interpretation of the importance of volume and liquidity. Here is his view:

- - - - POP, What I THINK you are telling us is that Rule 3 pertains to volume. Volume=Liquidity. If a market rises on low volume the market is incorrect and a short order would the best way to enter a trade. If the market rises on large volume the market is correct and a long trade would be the best route. This pattern would be reversed on market that goes down. Open Interest would be another factor in Rule Three. If interest decreases in an up market shorts are covering their losses .I think that's right, - not quite sure - - - -

Phantom liked seeing Geoff's excellent interpretation of questioning a market with price and volume.

David Palmer had great insight. His post is as follows:

- - - - Phantom, ALS, and all, Thanks for stirring the creative juices on this forum. I'm certainly a better trader for the effort. On the volume/liquidity thought - I remember reading a while back that Phantom had mentioned that he looked to take profits within 3 or 4 days of high volume days, so this must be part of
Rule 3. After reading the last posts I attempted to build an indicator that would show me current volume relative to recent history. What I came up with was current volume divided by 45 day highest volume minus 45 day lowest volume times 100 to yield a percentage of range. I then averaged the percent Vol over 5 days to smooth it and better see a trend. Then, using Phantoms 1/3 theory I put alerts at 67% and 33%. Tell me if I get out on a limb here. This could almost be used as a confidence indicator for the price discovery process. Anything in the upper third of the range could be considered "correct" price discovery and anything in the lower third would definitely be suspect. Nothing special about the exact numbers used. This seems to make sense. Any thoughts on this anyone? - - - -

What do you think of DP’s ideas? Phantom was impressed and indicated with good testing even if the criteria had to be modified slightly that it would be a very useful indicator. We will call it the Palmer indicator after David Palmer. Think this one over and put your thoughts on paper.

Randy Hogan always gives his thoughts plenty of time for accuracy and are always well thought out. Take a look at his thoughts on rule three.

- - - - Rule 3 thoughts... How often are markets thin? Can you tell a thin market as it's trading or does rule 3 criteria get us away from the effects of making a trade in one? The comments I've read about offsetting are after a position is taken and the market moves in favor (near high of day on a long for instance). If the market doesn't follow thru immediately the next day (10 min. in some markets, 30 min. in others, etc.) the position is "offset". Is this rule 3 protection?

Can a thin market or an incorrect one last more than 1 day? Rule 3 criteria changes daily so the market must continue to prove, eliminating the possibility that the position was taken and added to in an "incorrect" market.

That was a stab in the dark (with maybe a little light on in the background)!

Thanks - - - -

Phantom's thoughts on Randy's ideas were that rule three should do as he asked in getting away from making a trade in illiquid markets. Think markets certainly can last more than a day. Alfredo had a good example in OJ.

Ulrich always questions both sides of a situation and has good insight. Phantom wanted to post part of his thoughts as being bold enough to agree that the market is not always correct is a very big and unpopular stand. Here are a couple of Ulrich's ideas: - - - -

I stated that the market is always correct before. I meant it in the way that your equity runs will always reveal the truth. If you lost, YOU lost. Not the market, the broker etc.. It was you putting on the trade, no one else.

The market itself is wrong most of the time. This is what gives opportunity to trade. If the market was to be right today, why should I trade it? I wouldn't expect a move - would I? - - - -

Ulrich usually hits the nail on the head because he never gives up his search. That is a characteristic, which leads to great trades.

Phantom appreciated all the input and didn't want to leave anyone out of the input process as he felt it is very useful. How often do you come face to face when the market is closed to search out ideas which
have been around for a long time. Many of those ideas of the past are in need of discovery of the correctness of them.

I asked Phantom if he would want to expand on the input he received. His comment was that yes indeed he would. We shall come up with what will be known not as rule three (his rule) but "THE THIRD RULE," which is their rule.

Thanks for your input and thoughts on improving a knowledge and behavior search beyond Phantom's rule one and two.

"There are times I do not consider the market correct. I feel it is useful in questioning the correctness of the market in certain situations. If there are situations where I must question the market for correctness then there is always a possibility the market is incorrect and I must be prepared for it."

---POP

Phantom of the Pits
by Art Simpson

The Third Rule

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Art - Phantom, you have indicated that you used rule one and rule two in your trading career to allow you to change your thinking and your behavior. Why do you now state a third rule?

Phantom - The third rule has not been a written rule for me but has been a second nature type of rule over the years. You know that I strongly disagree that the market always is correct. From experience I have concluded that to be the case. I use this assumption on my part to protect profits and eliminate new positions in illiquid markets.

I'd like to point out that the third rule is not my rule and the credit goes to the traders that have convinced me that there certainly is a third rule to be used after rules one and two. I was very reluctant at first but I see that they are correct in this request. Let us look at everyone's rule here and not my rule.

Almost every trader that read my rule one and two felt there is a third rule. They really are sharp and more observant than am I. Even though I have used a third rule more as a rule of thumb, it is indeed a third rule. Our traders thought it should be a rule on when to take profits. It extends beyond that point because our true focal point is to keep loss possibilities as small as possible and retain as much profit as we can. That implies taking profits at the correct time and properly outside of rules one and two.
Although rule one does address taking the quick loss when the position has not been proven to be correct, we do need rule three to tell us something about our trading plan which is very valuable in trading. That rule tells us when we must question the liquidity in the market and the place that indicator has in our trading plan. I feel it is better to have that in a rule outside of the original trading plan in order to give us our criteria in illiquid market times for not losing much money.

I also feel that the time to take profits is clear within market conditions when we have our extreme volume days. This is usually a turn around indicator in most cases. But let us get out on those indicators. Why? Because we can re-enter any market as soon as we get another signal from our trading plan. Even if we were to miss part of the move at the expense of being early, we still will be better off in the long run. It is the long run we plan to trade in our careers.

ALS – Do we need to qualify the third rule?

POP – No, we do not. We will state it now!

THE THIRD RULE

WE SHALL GO AGAINST THE MAJORITY AND ASSUME THAT THE MARKET IS NOT ALWAYS CORRECT (those times being when liquidity is poor.) AT THOSE TIMES WE SHALL QUESTION ALL SIGNALS AND WAIT FUTURE SIGNALS IN THOSE CASES FOR POSITIONING.

WE SHALL USE THE CONVERSE OF POOR LIQUIDITY AND REMOVE OUR EXISTING POSITIONS WHEN EXTREME LIQUIDITY TAKES PLACE IN TWO STEPS AND WITHIN 3 DAYS OF EXTREME HIGH VOLUME. HALF OF OUR POSITION SHALL BE REMOVED IMMEDIATELY THE FOLLOWING DAY AFTER AN EXTREME HIGH VOLUME DAY. THE OTHER HALF OF OUR EXISTING POSITIONS SHALL BE REMOVED WITHIN TWO ADDITIONAL DAYS. WE SHALL WAIT FURTHER SIGNALS IN THOSE CASES FOR FUTURE POSITIONING.

The first part of the third rule addresses the situation of thin or illiquid markets. It states that we shall question our trade program signals and wait for further clarification of signals in those thin markets. At illiquid times the market is not a valid indicator for taking positions. Since most signals are generated by price, you can see the importance of the third rule allowing you to have an exception of questioning your signals. There will be some trade programs which address this situation very well. Not many programs use volume and open interest such as moving average indicators in generating signals.

I am not questioning various systems but only saying with the third rule that we must put an illiquid relief valve somewhere in the plan in order to preserve equity at those times.

The second part of the third rule gives us criteria for taking profits or removing any previously established position. We do know when to take profits. Although we take all the profits and may miss some of the move, we shall await further signals at extreme high volume days. Additional signals develop quickly after high volume days and we want the benefit of that by not being positioned incorrectly prior to additional signals.

Don't forget that a good plan will continue to give you signals based on market conditions. We are using extreme liquidity to our advantage by knowing that huge volume is the prelude of further correction possibility. Many times huge volume days are the very reversal days in bull markets. At any one time
there could be an event, which causes extreme volume. It usually takes several days to play out when this happens. We also use that to our advantage in the third rule.

When we say we shall take the last half of our position off within two additional days, it is important to note that there will be times when we will do it very quickly and not extend to two additional days. The two additional days gives us the outside limit allowed for our rule.

The third rule is a good rule and it stresses the acknowledgment of trading in the long run and not the short run.

ALS – Many experts are going to argue with your rule three, as it will surely interfere with their professional trade programs. Most systems say to trust them over a valid time in order to allow them to work properly in the long term.

POP – My trading experience has told me to have enough integrity to bail out when I see that everyone starts putting on their parachutes. Why stick around to see who leaves their seat belts on? Trading is a run-run game. There are times you have to run before they run. That way there is less chance the market will out run you.

Do you think the experts ever buy insurance for their homes, cars and health? Surely the experts have a plan to protect positions at critical times. The third rule just places another double check in a good trading plan.

Traders must never be complacent when the market is at extreme volume whether high or low volume. These times are to be flagged and I don't know a better way to flag them than to remove existing positions. How much can you lose after removing a position after a market volume extreme? Why not make your plan give you another signal before you re-enter the market?

ALS – Do most traders have the same kind of thinking on this liquidity situation?

POP – We are either at the first floor (bottom) or approaching the eighteenth floor (top) of the elevator. Few traders watch the floor indicator. They wait to get off. I say just don't wait long! Liquidity is giving us our floor information so we know where to get off the elevator.

I've seen what waiting can do to people. It was back when the Hunt Brothers had too many bean positions in place. They were told that they would have to get out. I had just put a position on and within seconds the market was practically all sellers. I lost money that day within ten seconds and I got out. The volume was extreme and the market went limit down very quickly. Sure this was a short time frame and few knew to get out until it was too late but many situations do flag you that you are looking at a special price level.

We have all heard when in doubt – get out! I think a poet made that statement and it took hold. It makes sense to this day and always will. You don't ever lose when you are out. There are times to be out.

ALS – It looks like the third rule is more of a rule to keep from losing money and to keep from losing profits previously made in the market. How often do you foresee a situation in which market conditions present these criteria of either high or low liquidity? Or should I call it volume?
POP – Yes, you could associate liquidity with volume in most cases. We are talking normal and abnormal market conditions of liquidity and we measure liquidity by using average daily volume as our reference. But don't forget we are only talking of extreme conditions of liquidity, which is abnormal.

Traders will see the validity of watching for extreme volume days. Their use of the third rule will become second nature. They will see the thin markets better and know what not to do in those situations. The third rule is a good rule!

We would normally expect the conditions to be a possibility at trend reversal times and at certain events, which cause lack of interest in trading a particular market. At times in front of critical reports you could see the situation develop.

ALS – In front of reports what do you usually do with your positions.

POP – From experience I have learned if you make a mistake you pay heavily with being wrong after the report. You have to have a big lead and then it takes it back sometimes. I must consider always cutting back in front of a report unless I am given a big edge. There are times you can not control your position the next day so why not cut back. Most traders should remove their positions in order to allow longer views of their trading careers.

I just recently had a new trader ask me about a sugar position and my guidance was to look at what the market had done the prior four days as we at that time had three higher lows in a row. The opinion was that sugar would go down. Today it made a contract high. Rule one and rule two with the help of the third rule allows all traders a long term outlook in trading.

First behavior modification must be adapted to the rules in order to have any expectation of trading long term in a trader's career. Many shall have to face the aspect which is human nature to oppose any change. Change is required and you are the only one who can do it. Your trading career depends on it. Don't take it lightly.

If you must, rehearse your behavior daily until you have it down correctly. Behavior modification requires positive reinforcement and trading often is not positive. Find the positive in taking small losses rather than getting wiped out. Find the positive in the simple rules we have given you to use. Decide what you want to do with the guidance you have been given!

Unless you go down the defeat road, you will never have to endure the hardship of knowing you didn't make a good attempt to change your behavior in trading.

I would like to leave you with one last thought. Trading is not as we had all thought. The sooner you learn that what you imagined about trading is far from reality and that you must change your thoughts on that reality, the better trader you shall become. Good Trading to all of you! I shall watch you trade and shall always be your shadow.

**Our Phantom's Gift**

Once upon a time, in the land of Pit trading,
They came across a kind of book,
Around about the glorious days of bulls and bears,
Bound up with masking tape on all the tears,
Maybe they did see but who would look?
The word spread near and far,
Was writings by perhaps some Rook.
Don't ever open it or it will spread,
The misunderstanding of this knowledge instead,
And please don't ever let anyone see you look.

The traders understood. Traders happen to be smart
And they were smart to play their part to not look,
They didn't even flip a page,
For they knew it was from an old Sage.
They never tried to peek at that old book.

Brokers didn't either, day traders, position traders neither,
Cause they were smart and didn't ever need to look.
In those glorious days of bulls and bears
It could have been any day just as now,
And not the ones to blame somehow
For looking inside that dusty book.

Yes, someone did. Pulled off the masking tape,
And turned the page to look
At that old dusty book all out of shape.
A kind of bright light or word,
Or was it a sound everyone heard,
Spread around the floor as everyone did look.

And word poured right out and all about,
Into every place even a cranny and nook.
Everyone began to scream and shout.
It was thought to be so unfair
That no one really would even care
How it would spread to everyone who would look.

It spread to new traders. And I'll tell you this right now.
Not even one could tell you how.
It just got bigger every day that they would look.
It left them thinking, laughing and crying,
Thousands of them quick and trying.
Cause of what they could see was in the book.

Now there's a way to get a copy,
It can be read by any old floppy.
Everyone wants to have a look
But you can't stop it from spreading
As it passes faster and farther each day.
But anymore no one seems to want to stop the book.

As plainly as you could hear it would be everywhere and all around,
For years and years as long as it took.
Because of all the knowledge since the days of bulls and bears,
Was the grandest wisdom ever found
Because of that time they opened the book.

I'm absolutely sure it takes all to look
To see that we get the last page in the book.
Who is the beneficiary for surely not the Rook,
Perhaps the old gentleman down by the brook,
Who said it was Phantom who wrote the book!


"Find the positive in taking small losses rather than getting wiped out. Find the positive in the simple rules we have given you to use. Decide what you want to do with the guidance you have been given!"

---POP

Phantom of the Pits
by Art Simpson

Tie Ribbons on Your Trading

Go To Webtrading.com Home-Page

Just when you know you have everything covered to start your trading career or to continue the one you started, you find that you have a few more questions that you would like to have answered. We will get Phantom's view on a few of those important questions yet unanswered.

Questions like a few of the following are perhaps in your minds? When you spill a soft drink on your mouse pad, why does it always soak in but good trading methods take forever to soak into our brains? What kind of system should I use to trade? Should I buy a good system or come up with one of my own? How do I trade to not chase the market all the time? Why do I always end up with the bad positions but seldom get the good positions and the big moves?

Other than your questions, we should ask Phantom some of his questions that he first had and has now in trading. Answers are usually from different views. It helps to get other views on our questions. A good decision is one that can be made from having good choices.

Isn't trading a lot like picking out a Christmas tree? Do we just take the first one we see? Or is that only in the first house we buy? How about when we buy a different car, what approach or plan do we have? Do we buy the same car everyone else wants to buy? Or do we make the trade that no one wants?
There isn't really an end to questions we have in our trading careers. We'll try to touch upon some of the most important ones without writing a book about each one. These are Phantom's views and are not in keeping with everyone else's ideas at times.

Art - Phantom, since this was your idea after reading the Sunday paper, what questions do you think are important points that should be answered in trading?

Phantom of the Pits (POP) - A point I would like to make is that sometimes the most brilliant minds can not trade correctly. They don't always have all the answers. When they don't have the answers we are disappointed. Many times the correct answers by someone else does not mean they are the correct answers for us. It shows that to be taught by someone else or by being self-taught, there is an important aspect of gathering the correct information. And then the remainder part of learning is the behavior modification after learning correct information. This conclusion has been stated prior.

The point I want to make is that when we don't know the correct answer, so what? Admit it and use the channel required to find the answer. We can't know all the answers and we can't be expert at all things. The smartest person doesn't know all the answers.

ALS - I've known some people who know it all!

POP - They don't trade long do they? Having all the answers is still an incomplete process in trading. Often in trading we know the logical answer but don't know the intuition answer. There are situations in trading when we don't want to take the logical answer but the intuition answer. To know which answer to take is the most difficult decision for most traders.

I believe at least ninety percent of the traders lose money and that close to eighty percent of traders are logical in their trading and not intuitive. What do you now see about trading? Wouldn't you now look more at the intuition side of trading and do more research on intuition?

Do you remember that many times I say "second nature?" What I mean is intuition when I say that. Intuition can come from known logical reasoning but with the emotional part removed. It is a feeling we have. Sometimes we can't explain the feeling with reasoning or a logical plan.

Does this make trading seem more scary or open more thought in you mind? Many traders don't want to miss a move so they buy regardless of the intuition they may have. Other traders see a market move and refuse to jump on because intuition says they are buying a top. Who is right?

Is the intuitive trader a better trader than the logical one? How do you know? How would you prove it? Those are questions, which I had when I began to trade. I found the correct answer for me but it may not be the answer for others.

I guess you will want my point of view on the logical or intuitive trader answer. I don't expect all of you to agree with what I have found to be my case. There is one word, which I have dropped on you at times in these writings, and that word is a very important one in the answer to the logical or intuitive trader question.

I'll give you the word and let you use it to give some thought to the question. We'll answer that question as I see it along the way in this part. The word EXECUTION is our key to the answer.
I saw an advertisement pointing out that you would never have to worry about buying tops and selling bottoms again. There are times when you can make an exception about any statement and you need a filter system in your trading program to help clue you in on these times.

There are of course times when you should buy tops and sell bottoms. I do it all the time when I expect a market to reverse. Why? Because I use a method I call the best of a bad position theory. My theory being a learned one that my best trades are usually after correcting a bad position and getting correct in a market. This happens to me more at tops and bottoms than any other place.

Some of the biggest moves take off from a reversal and if you miss the entry it causes you to be hesitant to position as the move gets stronger because you missed the entry. A worse case is when you had a plan and didn't get filled. Why does it happen you got filled when it went against you but a good position never got hit? There are good reasons for that to happen.

I've always said to pick a range and not a price. The exact price can not be done with consistency. A range is easier to pick and position when you have your signals. Most people think that the position of getting out is the most important. You know what, it is important but the most important position is actually the entry. How many times have you put an order in at a price and got the price but not the fill? Many more than you think! It happens to most traders.

By knowing that most traders have put orders in the market and never gotten filled, what does that tell you? Inexperienced or uninformed traders are great market supporters and market resistance builders. Now just why should I say that? The locals lean on the orders, as it is only natural. It works like this! You want to buy 10 December corn at 268 because that is where the support is. Sure enough that is support. Tomorrow on the way to 275 you ask yourself why is it you only get filled if it continues to go down. Do you have any clues? EXECUTION! You must guarantee that you are filled with every signal you get. Any signal you get when you don't position is going to be your money position. The market never waits for you. If you trade millions of bushels a day then you should worry about the extra ¼ cent. Even so, execution is still the most important step in your positioning. Your plan is the most important part of your trade but execution is what validates your plan by giving you a position.

When you learn to use rule one properly, you will never worry about or hesitate to take your signal and position with the utmost execution. You will see that you must take all Signals and make sure the market lets you in. How do you think the best way to enter a position is? The answer is based on how close you are to the market, how accurate and timely your quotes, and how quick your orders are to the floor are.

You must guarantee you get all your positions on at all times! I can't stress that enough! The unfortunate thing about that statement is that it is completely true. The unfortunate part of positioning is that most trade programs or systems use price action and positions are usually taken on strength or weakness. This causes buying tops and selling bottoms at the thinnest part of the trading day at times.

How are you going to make sure you have all your signaled positions in place? I could give you a way or you could come up with a plan of your own. Which would be the best plan? It has to be your plan. It is only my job to tell you what you must do!

You must position according to the market characteristics. Sometimes you will have to buy the high and sell the low. How do you know when to buy the high and sell the low?
You must have two plans in place at all times. I would guess that most traders have one plan and when they miss their position, that is it for the day. You must be smarter than those who only support the market with their orders and never get filled. They can never make any money but you can. You see the market order support are the orders waiting to get filled but never will be filled until they are wrong. Same thing on the top side! Why would you want to position this way too?

One of your entry plans will always be a market order. The other order will be an intelligent order based on the nature of market you are trading. We know that each day that there is a high and low and a range throughout the day. You seldom buy the low and sell the high so don't even consider it. Your second plan for entering positions will be based on the fact that better liquidity tends to migrate toward the middle of a day’s range.

You don't want to chase the market if you can prevent yourself from doing so. This is the reason for your two plans. Your market order plan is your plan to execute upon failure of your first plan. Same as get me a soda but if no soda (sometimes they are out) get me a glass of the water (lots of water around.) This is all pretty elementary to most traders.

What is not elementary is always having two entry plans. Some of your systems will ask you to enter a position on a stop. Ok it is a market order. Throw out your other plan if the system is that accurate to expect you to enter on a stop. Other systems may ask you to enter on the close. Ok, execution is important and you have no choice but one plan at that point.

I usually know within the last hour of the market what I am going to do. This allows me more time than to just enter on the close. The reason most entries are poor is because the systems are based on how you get your market prices and information. It can't be a system which gets data that you don't have the possibility of obtaining. That is your big disadvantage.

As an example, if there are 1000-day traders in a market you can almost be certain that they have positioned by the last hour of the day. If the market is up, what do you think their position is most likely to be? Same if the market is down. What is there most probable position to be? Long or short? Ok, you get my thoughts here as the point is that when they offset, there will be some kind of wave action. You want to use wave action to your advantage when positioning.

You don't want to chase the market but you don't want to miss it either. So your two plans cover all the bases with your input of market characteristics. If each day the market tends to give you a range of say 15 points, then you surely must be cautious when the market is already up 15 ticks. But only be cautious for a short period of time. Don't miss the move and use your "at the market" plan after a period of time. Sort of like a stop and I must say the best use of stops I know.

How does it work? Today at one hour into the market day you get a buy signal. Your two entry plans are now valid to be used. The first one says to buy at the market but you want to use that one last. Ok so you hold that one because what you are doing is holding your own stop order to buy. The second plan is to buy as intelligently as your input allows for the particular market you are trading.

You know the signal to buy is going to be based on strength and stops are hit going up when it kicks in. More times than not, you will get several waves of buying and this can be to your advantage. Sometimes you do just plateau but that is ok too. Use your second plan for entry and price based on your criteria but do one thing more! Add MIT to that order and add two ticks! It will be the best money you ever threw away. You must guarantee you are in your position but with intelligence. That is exactly what you are going to do.
After a short period of time, if your position is still not filled, you will use your first plan to go at the market to get filled. So be it! You still acknowledge that you guarantee you are filled and in the market at all signals.

Keep in mind if you don't get positioned, you are acting like you only want positions when you are guaranteed wrong immediately. This is one time the market can give you an emotional let down if you didn't get positioned. It will always be the time the market takes off without you. Stop! Stop yourself into your entry signal at last resort but absolutely do it if necessary.

Take a survey! How many of you have missed your entry? Don't let it happen again!

Now we have your position established after you have a signal. Good and well so far but what happens now that the position just isn't acting correctly? You have the old ought- oh get out signal. So what is so important about the bad position now that it isn't correct?

What is important about a bad position, one I considered not proven correct, is that it gives you the greatest opportunity to get a correct position. This happens often at tops and bottoms. It must come from a trade program you develop which allows you to reverse your position at certain times but not all times. Most of the time a good position other than the bad position is being out of that position. Other times the best position is to reverse the prior position. Your trade program should address this.

How do you know when to reverse? We watch effective ranges in bull markets. We expect a bull market to continue to build range during most up days as long as bull markets are strong. When markets are getting into topping action you often times see what is known as a large effective range. Effective range is nothing more than a broker's dream. The market will go to a level, reverse, go to a level, reverse and so on until you have a very large amount of price swings within a small range. Buying gets met with selling and selling gets met with buying which swings the market back and forth many times in compact ranges.

In bear markets your effective range may just go dead and not swing at all for lack of interest. A normal bear market will eventually have bottom pickers cause up swings even though you are in a bear market. When all interest is losing in trading, you can look for a possible reverse of a bear market.

I find that the positions, which I reverse, are usually the ones I have the intuition of not wanting to place in the first place. It works so good for me because I know my answer to what I disagree with in my positioning. This allows me to take all signals even when I disagree with them because I know what my true thoughts will allow me reverse if the first position isn't proven correct.

I saw some posts on the most difficult positions to place are usually correct. That is true in most traders' situations. That is why you must take all your signals and be prepared when you disagree with the signal to have a strong counter plan due to your intuition. Intuition is your friend as it is your caution flag, but not to the extent it takes you out of your plan.

Logical plans are usually what a system is developed around. Intuition is often left out. To me the intuition side of trading is the surprise side of trading. You must always have your intuition plan along with your expected logical system.

You are starting to get my answer on the logical and intuition trade question. I did not prefer one to the other. They both have their place. What the true answer is to me is in the trading system or program, which I develop for my trading. Perhaps this is an answer to you also. I must have both covered in my
trading plan. There are times the intuition plan comes out ahead and these are usually at tops and bottoms. Be swift! The intuition part of my program is swift. It prevents large drawdown.

It's not exact but you see you must let intuition be your surprise side plan. How many times have you said, "I just knew it?" That is Right! You did know it. Learn to use that intuition and when to use it. I can not tell you because I am not you. I can only tell you how important it is. I know you have all felt it was important and have learned that it is important.

You know now how to put the good positions on and not just get stuck with the bad positions. EXECUTION when you get your signals is a must!

ALS - I thought you would go more into detail on how to enter with the two plans than you have. Would it help if you did?

POP - The point of execution has been made and I think reflection of a person's trading is more important at this time. The positions must be entered in order to have a fairly good chance of having the good positions on as well as the positions, which are never correct.

ALS - What kind of trading system should a trader start with in trading for the early part of their careers?

POP - First it must be one that they totally understand. They can not take a system, which they are not familiar with and expect to trade it correctly. There will be too many conflicts if the signals and how they are obtained is not fully understood. This can be a problem at times from some systems, which may not properly disclose the criteria of the trades on entry and exits of the trades.

The trader should error toward simplicity at all times unless they have a better understanding of a more complex system. With my rules, the system is going to be easier to judge and simple systems can be just as effective as long as execution is never in doubt. The system they chose will be a trade off most of the time. I always want the system with the least drawdown and the maximum gain in the shortest period of time.

ALS - You don't want much do you?

POP - I don't mean to be cavalier about it but it's easier with my rules to look toward that goal. You will have to make sure that you can use the rules successfully with the particular system you chose.

The other terms of a good system are the liquidity filters but with rule three, thanks to our traders, it won't be as critical as without the rule. To confirm the move of course the system should have some kind of volatility figured in and open interest.

On suggestions as to whether to purchase a commercial system or design your own, I would say that your first purchase of importance is price data whether it is included in your system or outside of it. You need price data and chart data. Without those two elements, you have a very large handicap to overcome.

ALS - I've seen systems where they say just ten minutes each day. What about systems where you only need a short amount of time each day?

POP - I don't rule them out! I am saying that you need the data to verify the validity of any system. Without it you can not be a good judge of any system.
ALS - What about a long term trade suggestions by various individuals or vendors?

POP - I don't know if you can remember my remark about not being able to carry a reputation. My reason for that feeling is that I know what has happened in the past is no guarantee of the future. I also know that I change my mind more often than the experts. It is extremely difficult for expert traders to convey with confidence to their customers that they know what they are doing if they change their minds often. I like the luxury of changing my mind. They don't have that luxury.

I remember one day when I got at least six reversal signals in one day. How do you think a trader you are trying to help would understand your changing direction every time they saw you in a day?

That is another reason I say it is not an impossible road but a lonely one. It is out of necessity. You must have the courage to do at all times what is correct. A good advisor is perhaps good at advice. There is conflict between giving advice and also trading. I do not accept conflict. Some can but not me. Most new traders are better off without conflict of advice.

I could tell you what I am doing every trade and you would not trade the same way. You could never be at my point in time when I execute my trades. We must always have the latitude of changing our positions based on our systems. My rules allow this thought for doing the correct trading.

Good advisors are often times trading funds instead of giving individual advice. Advisors have a harder job than I do. Think about how you explain to over eighty percent of traders that they have lost and been wrong in their trading.

I am not saying anything against advisors for I know the cards are stacked against them. You take the best advisor and there will always be those who are upset for one reason or another. It’s the adult-child thing in trading. I admire those who stick to the field and move beyond the difficulties of being leaders in their field.

The same also holds true of systems vendors. They are only as good as their data used for back testing and often times it is past data being used for future prices. Any one event can change the entire picture. I guess that is why stops are so important in most systems.

I think to not over trade is more important than a good stop system but most traders don't have the discipline to trade small enough that stops won't much matter. Everyone is in this game to get rich. Why, it’s the farthest thin from my mind. Can you imagine trying to get rich by trading? There is only one way to trade and get rich.

ALS - What way is that?

POP - 1. Trade your program signal, protect it with rule one and add with rule two when the program says to add and take profits or offset with rule one or rule three when required. And then do it all over again and again and again until you have the confidence you need. At that point you can think about getting bigger. You must have complete confidence in your trading.

"EXECUTION! You must guarantee that you are filled with every signal you get."

---ALS
Phantom indicated that it was time to conclude the talk forum part of Phantom's Gift and move to the sidelines in order to complete the first book of his give back project. There were a few hesitations on the forum but only because of not knowing the further plans that Phantom intends to complete.

The project has been very successful and well received which pleased Phantom and exceeded his projections. Several comments were made to the point of wishing for a never ending dialogue between Phantom and the participants on the forum. Phantom felt it was time for him to stand on the sidelines in order to see the results of his efforts.

Trading is an extremely difficult business and research is always a demanding part of each trading day. While Phantom needs to complete a few other projects, none are as important to him as the efforts he has given on seeing the small trader compete successfully with the big traders.

There are so many turns and new frontiers in trading and only a few have been covered up to this point. For a trader to know what is required in order to stay in the trading game for a long period of time is most important and above other aspects. But without the other aspects such as a trading plan and a system to generate trades, trading can not be completed properly.

There are so many trading plans and systems and while one trader may be able to be successful with a same system, another trader may have failed to master the same system due to different entry and exit points. It can be a very fine line.

With Phantom's rules it is a more even call with the same system. This is what Phantom intended to see in presenting his trading rules. To more or less level the playing field and improve the standing somewhat due to the quicker actions required by the rules than actions of the deep pocket traders is an improvement for the small trader.

The small trader can not survive unless equity is preserved first and foremost in trading. It can be done but must be done with the skill required. This requires following closely the rules and knowing oneself. It is difficult to teach this method without a trader's own experience pointing the need for the rules which require the trader to run like a coward in order to survive in the long run.

It isn't too much different from a professional basketball game in that if you missed your shot, you are running in order to defend at the other end of the court. You know that you will have another chance if you can continue to keep the opposing team (the market) from running up the score on you.
It must be instinct and practice is required in order to make it a reaction trained by your practice. Knowing the rules is just not enough. No one tells a good trader to make a trade, as it must by your own thought in order to properly follow the correct rules. Same at getting out of positions which don't prove to be correct positions.

We proceed with a trading plan after we feel that our behavior and reaction to market conditions is in our total control. As long as we are prepared for any outcome and adapt our behavior to all possibilities can we start to follow a good system.

Phantom wanted to give the important step beyond the critical starting rules in order to give traders a better outlook in their trading. We include some of his writings over the years of his trading on such things as how to look for an entry and improve the edge upon entry. We shall look at ideas on system entry and trade signals.

All traders feel there is a system, which is best. The best system is going to fail at one time or another and that is why we need Phantom's rules. Bad systems can turn some good trades and be correct at opportune times. Many of these systems have drawbacks.

Many systems assume that you will have the funds to cover what the back testing indicates is required to margin your trades. Phantom has studied these assumptions and has his own ideas as to the difficulty with using back testing as the criteria of system creation.

Often system traders fail to see the entire requirement when emotion takes a seat on the team bench. This absolutely will defeat the system. What system is best? Phantom has thoughts on which system you might use to better survive. Which ones are they?

Most of the book has required a couple of readings in order to interpret a lot of what Phantom has indicated in his insight. It was by no accident that his insight prompts your own questions and searching. You are with us so far. That was the most important step.

You are doing your own thinking. From here forward it will be a little easier for you. It is discouraging to have a market take funds away from you and your family. The more soul searching you do about what the market is waiting to show you the better your outcome will be in using the rules properly.

Take a break, have a favorite drink or refreshment and get your note pad ready to make your own notes. You are going to draw your trade plan according to your goals. Phantom will have some good suggestions about your trade plan.

Your trade plan will give you your entry signals. Phantom's rules will give you your exits and drawdown protection. What else is there? If you have the rules for protecting your funds in a losing game and you have a good plan for putting on good trades which you exit if not proven good trades, you have it pretty well covered.

It is easier to look greed and fear in the face with the proper frame of mind. You have to be your own motivation expert in your trading. The motivation must be tilted toward the rewards of keeping big losses out of your account. Not just today but every day you trade. You must look at a big loss the same as you would a personal bad habit. It is undesirable to ever have a big loss show on your statement.

Phantom is going to look at your statements. If he sees big losses in your account, you will have to answer to him personally. It is his business when you have a big loss because he is going to see it in your
face. Your tie will be too tight, your face red and you will have a miserable day. POP wants better treatment for you in your trading. He cares and you must care each minute your position is against you.

Can you make that good fortune in trading? Only if you lose small and never let turn around markets take you for a ride. It is your question to answer. Phantom has no one to answer to and nothing to prove to anyone. You must prove to yourself. Let your performance speak for you. It should not take you more than six weeks to know for sure.

You can expect to be on your way not because you made some money but because you don't let much money get away from you. We have known some big winners and winning was easy for them. Only thing they forgot or never knew was that though it isn't difficult to make money it is difficult to keep it. There is only one way to keep it.

Ok if it isn't difficult to make money, why don't you understand before you make money that you must keep all money at whatever cost you can create with the word small. The biggest loser I ever saw was a trader who had a few outstanding months of trading in a trending market. You may have heard of the Hunt silver slide. It can happen to anyone who does not respect the reward of a SMALL LOSS! YOU MUST see the reward of a small loss. Don't let it be your forgotten advice.

Let's look at some of Phantom's writings and his updated notes as to his ideas on your trading plan.

ALS: Phantom, I'll transcribe these into our book and have you verify the points, which I don't fully understand. Though I have known you my entire trading career I still don't know everything about you. When you put thoughts on paper it seems different for me than when we talked answers back and forth. I am more like the readers now, as I must read what you wrote instead of what I wrote from your spoken insight. Do you think this will make it easier for the readers by doing it this way?

Phantom of the Pits: You bet, Art! I am exact in my thought when it comes to making a trading plan for our traders. You go ahead and put it in the book.

ALS: Okay, here we go!

POP's (writings): In every trading plan there must be an element, which gives you the edge. It is that edge which can change the outcome of your trading career. In the pits it is the edge the locals get for putting on the trade which is their advantage that allows them to trade for a longer term than if they had not gotten the edge.

My rules are not the plan but the rules are a must in order to have a plan to work. To me the rules are the most important part of giving me the confidence I need to know that I can and will survive in my trading. Survival is the most important point of any plan. If I know I can survive then my plan can be much easier to design.

While my plan may seem advanced to others, there are only three ways for a market to go. I know you are going to ask what is the third but none the less believe me! There is a situation coming up in a few days and every trader off the trade floor is not thinking the trade. My writing points out a third way the market can move
I didn't want to put this on the talk forum because I didn't want to confuse new traders with my thoughts on this point. I am not going to ask you to interpret what I am trying to say. I am going to tell you what I mean here.

A good trading plan must have the third way a market can move included in the plan. Is the third way a market can move is the surprise side move. No not exactly!

The third way a market can move is the edge we want in our trade plan. A market that goes with the trend and then breaks support or resistance, which also flags traders to get out or cause them to get stopped out, will turn into your friend. The most powerful signals in a plan are the ones where the market has moved both ways in a trend and are showing reversal to the big build up of trend followers.

I know of a couple of funds that have been proven winners due to this one input of their plan. Sure there were other criteria too.

Oh you say but you are the great trend follower of all time. What is wrong with throwing in the towel early in a trend? I'll tell you what is wrong! Not throwing in the towel early is what is wrong. Big losses are the reward when you have convictions in a trend beyond support or resistance. You got it, the market trips and you must take it. You need not only to take the profit but also to head the other way. You need to make criteria for this situation in your trade program.

In your trade plan we now have two situations which can give you the edge. The first is the surprise side and the second is the third way a market can move. The surprise side is an event, which takes place during the day, and unfortunately seldom allows the public to benefit from on entries. Mainly because they are already the other way when it takes place.

The public seldom reverses their position because they seldom get out at the right place in the first place. You must use this knowledge to your advantage and not be caught up in the same situation.

I don't care how bullish or bearish a position you have established appears to be, there is a place in every day when it is going to be right to be out of that position. The odds are that you won't hit that place most days. You'll find that it seldom happens when expected in trends. That is why you must have that exit planned during every day. You must be prepared within your trade plan to use the exit if needed.

How do we put this into our plan? If you are using Point and Figure charts, you can often see the 45-degree line of support and resistance. A good trend will give you several attempts at the support and resistance lines. After several attempts a reversal day will break through the line. At that point you will have stops and the stops can generate more orders coming into the pits. As the price moves through it will generate more orders to exit.

You don't want to stay around long after the first move through the line. Even if it does reverse back again, you usually will have a good clue that you did the right thing by offsetting as consolidation starts to take place if the line holds.

Some of your biggest trends and moves come from the breaking of support and resistance of a strong established trend. Put these criteria in your trade program. Even if you were to only trade this edge, you would be making the best moves of your program.
Let me qualify this for you a little more. This is the third way a market can move. The market must have moved in the direction of the trend and then broken support or resistance. It is not the same as the surprise side moves.

The surprise side move is different in that it can be caused by a reversal of a market after going the way of a report and then failing. The surprise side also can be when opinion is one way and the market has no more traders to re-enforce the opinion with positions so the market fades the other way.

You must have a surprise side plan in your trade program at all times also. The surprise side over the years of research for me has always been the opposite way the market opened in all markets except one. It is up to you to search that one market out. It tells you something about taking a diversified trade plan by spreading your trades over several contracts. If you trade five different futures and you see that only one can be the one, which I expect to be a surprise side in the direction of the open, you have the odds in your favor in your thinking.

I don't want to mislead you on the surprise side. What I mean is that if the market opens higher and closes higher for the day but lower than the open, it is what I call the surprise side. It is the same on a lower open and it closes higher than the open then it is the surprise side. Go do your research on the open and closes but not in respect to higher or lower on the close but in reference to the open only.

The big money is made on the surprise side. Why do you think that is? It is because the professionals are not only getting out before most but also going the other way when the rest of the trade starts getting out on stops.

You should make yourself a data chart and research this knowledge to confirm it before you put it in your trade program knowledge.

First the market opens and last the market closes in reference to the open. This is your data research required for this input. What do you find over the last six months? What do you find in a trend and when not in a trend? Chart it or data scale the information and use that in your program.

You see opening prices are good indicators of where the market will close in relation to the open in certain market conditions. It seems to have certain creditability due to the way the market information is reported in newspapers to off floor traders. Some traders only get the open, high, low and close most of the time.

Opening prices are bad news most of the time. There are times when opens and gaps are with high creditability in predicting the close direction. Learn them from your technical research and use them in your trade program.

During a surprise open there is little you can do if you are already the wrong way but to protect your position. If you are right by mistake of the surprise open, consider yourself lucky but listen to your plan just the same. If your program said to offset after a higher open and you get a surprise higher open, do it and then re-enter your trade when you have the criteria met of your program met.

Many times an extreme open will give you support at the opening range as the gap indicates to the professional trader an invitation to continue to move in the same direction as new orders to follow continue to come into the market in waves. You must consider this phenomenon in your trading plan and input it carefully in your program.
It is just as important to not make a mistake about good gaps on the open. Watch them and research what happens with them. There will be a two-sided market in those situations but only because there are always many traders willing to take a profit. Use that as we have said in the past to your advantage. These profit takers are your friends in these situations.

Gaps are certainly a study needed since they are your opening indicators and can change most trading plans immediately. Use the information you gather on gaps to implement good trading plans with the gaps being a possibility for each day.

Getting back to the third way a market can move is not as many think in picking tops and bottoms. It is not picking tops and bottoms. Third way moves are your acknowledgments of what the market is telling you about the existing trend. It is finding lack of continuance and is going to reverse somewhere along the trend. It is usually after the support or resistance of the trend has been flirted with and broken. Be aware of your support and resistance points in your plan each day.

Always take into consideration the possibility that the third way moves in trends are of the most powerful moves in markets. If you have missed the existing trend for some reason you can always be ready for the third way move out of existing trends. Don't ever force the trade until the resistance or support has been violated depending on which way the trend established is moving. Have your points in your daily trading plan.

Most systems will not give you criteria other than expected entry points and exit points. Thus must be further establishment of your trading plan. It is good to have a system, which you can have confidence in, but you must complete the total trade plan in addition to it.

Seldom is a trade system a complete trade plan but there are some which are. On selection of a system to trade I feel it is best to have an additional trading plan along with the system. Mainly I feel this way because there are times when your system can generate a period of losing trades. You must be able to filter as well as protect with my rules when this happens.

Look for a system, which allows you the opportunity to complete a trading plan along with the system. You should be able to find the needed criteria to allow the dual situation in your trading.

Many systems writers say that you must follow them exactly at all times. What happens when an unpredictable event total changes a market from technical to chaos? How can you continue to follow a system on that event? This is why I like a trading program in addition to the system. And above all else the rules of survival take priority over all.

So we are saying that the best system is one which allows you the best lateral movement in your determination of trading throughout the day. We are also saying that rules of survival are much more important than the system. But without the system you will have no positions established.

Many call money management the same as we call the survival rules. Don't rule out either explanation of survival. You can only succeed if you trade in the long run. This is not the same as saying long term trades. Long run trading allows you the opportunity to be around for good moves in both the present and the future. If you trade just for today you had better just buy a lottery ticket.

When you select a system there are drawbacks to each one. Look for a system that back tests data currently. What I mean by this is that it must be current in the last six months or so. What good is the system if it takes the past 50 years into consideration but not the current six months, which reflect our
current market conditions best. I like to see a system back tested in two stages, one for lots of data and one for the past six month data.

If you design your own system compare both sets of data from the long term and six-month data. If they conflict you must refine the system somewhat to a better signal generator. If you can't refine it better then use both sets of signals and throw them out when they conflict. This can be a good filter for you in your trade signals. Who is to say that times don't change in cycles just as do market swings? Use it to your advantage.

More times than not when you have conflicting signals you will be better to disregard them. Your powerful moves come when all your signals tend to agree. Don't make the mistake of having too many indicators as the more you have the wider the road must be and the more difficult it will be for you and you may over stay the market because you entered too late.

Too many indicators will cause you to enter too late many times. This also leads to staying in beyond the proper time. Most systems will not give you a good intra-day reversal signal, as they tend to be more day to day signals. You need your trade program to flag you on third way moves in trends at reversals.

Don't be a hero and don't use a system, which requires you to be a hero by holding on the extra day. If you do you will find yourself missing the reversal signals and catching the bounce instead. This will change your outcome and sometimes invalidate your ability for the particular system you chose. This is another good reason you should have a trade plan along with the system chosen.

I have covered the most important aspects of what you should include in your trade plan but this is nowhere complete. There are unique inputs from each market you want in your system like seasonal tendency, volume, open interest and other factors which are unique to each future contract you trade.

Your plan can be generic with minor specifics of each future. Keep in mind that you still need a fairly simple program. The system is what will be complicated. It may include several moving averages or other indicators. Try to not use too many lagging indicators. You are talking about future and not past. Stay closer to leading and forecasting in your system choice. The reason I say this is because quick and extreme moves take place in trading.

What kind of signals do you want to trade? Mostly you should use a trade plan to keep you from chasing markets. Your system may require you to buy strength and sell weakness or buy the open. I don't like this type of trading anymore. You must have a filter but keep execution as part of the trade plan. You can have two possibilities set as long as one of them guarantees that you do indeed follow your signals. It will only change and moderate your entry places.

A system can not know what the market is doing after entry. Your trade plan can. That is your edge. It is not second-guessing but intelligent gathering upon entry. Systems may be giving you a signal again and again. Does this mean to add at every signal? Your trade plan must address that. I have liked the three add on points. Use your own ideas.

I hope this helps you with your trade plan. The ideas are unlimited but you must narrow them down and keep your plan relative simple.

--Phantom of the Pits--
"Let's look at some of Phantom's writings and his updated notes as to his ideas on your trading plan"

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