



### LEARN TO **IDENTIFY THE TREND**

The trend is your friend. We have all heard that phrase so many times, but many traders don't follow the wisdom behind the words. Well, successful traders do! Their success depends on identifying the trend early on, following it and understanding how to maximize its benefits. This can be daunting for new traders because they are not trained on identifying trends in the early stages of development.

Learning how to spot the small signs of a trending financial instrument is a key technique for success which every great trader uses. A trending financial instrument is more likely to continue in the direction of the prevailing trend rather than reversing, so it is a great source of guidance for traders. The center of our teachings at FXTM is the trend, and we provide hands-on training sessions to help you spot it.



necessary to do so. One of the most important elements of a successful

Successful traders do!



### BE EASY ON LEVERAGE. IT'S RISKY

One of the most lucrative aspects of trading is leverage. Leverage is the reason that traders with a small deposit are able to make large amount of profits. Great, right? Well, yes, but at the same time, leverage is to blame for big losses because whilst profits can happen quickly,

losses can too! Leverage is a financial tool to enhance a trader's potential to be able to earn more profits with less money. Unfortunately, in the same way that leverage multiplies profits it also multiplies losses and can quickly wipe out a poorly managed trading account. Use it sensibly.







### ALWAYS PLACE A PROTECTIVE STOP LOSS

Here's a scenario. If you were walking a tightrope between two buildings, would you prefer to have the glory of doing it without any safety tools or would you be happier knowing that there was a safety net halfway down to catch you if you fall? The safety net won't interfere with your task, it is simply there to protect you if the worst happens. This is the essence of a protective stop loss yet many traders don't use them. This

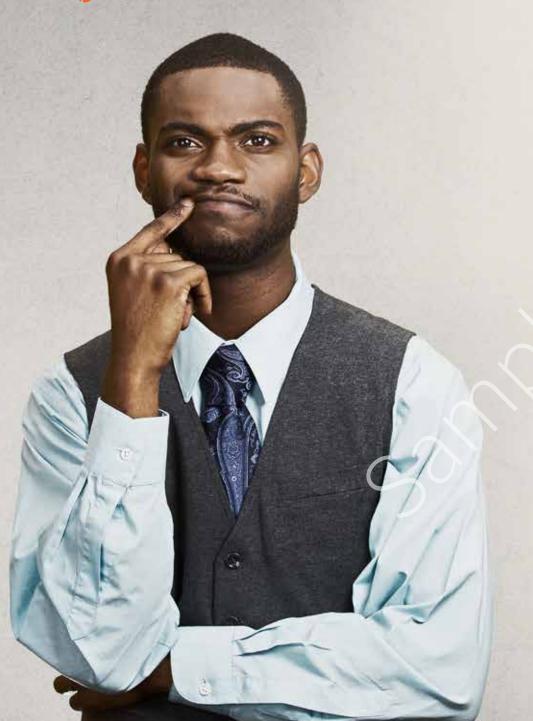
is usually because in trading there is plenty of ego to go around! Who wants to admit that they were wrong or that their trade went wrong? That's really painful and that's why human beings rarely admit that they are wrong. Let go of your ego, be humble and understand that even the best traders use stop losses. They are a part of trading. Learn to accept them and place a stop loss to protect your capital!



## MASTER THE ART OF DISCIPLINE

Having a professional trading system and risk management rules are not enough. Discipline is a prerequisite for all successful traders but the good news is that it can be mastered, all that's required is some willpower from your part. Just as an athlete will rise at 5am each day to train, so you must acquire a strictly disciplined regime for your trading. This involves studying the markets (especially the

ones you will be trading), paying close attention to relevant news announcements and mastering your self-control. Discipline cannot be taught, however there are plenty of ways to master it. You just need to find the one that works for you. Successful traders take the time to perfect their discipline and so can you.



# TRADING IS 100% IN LIFE. TRADING IS NOT AN EXCEPTION

Life is full of ups and downs and it's also full of surprises, some good and some bad. The same is true when trading the financial markets. Always expect the unexpected and be prepared to handle it and manage it like a pro. Knowing the tricks of the trade, preparing for the unexpected and understanding your risk management tools will cushion

the blow of intense shock should the markets go against you. Knowledge will guide you through the ups and downs and at FXTM, our superior educational seminars across the globe are here to help. Discover and join our next event.





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FXTM's Head of Education is one of the world's most respected FX educators and Certified Technical Analysts. Professor Andreas Thalassinos is known for being an authority in algorithmic trading and for developing hundreds of automated systems, indicators and trading tools used today.

His passion for educating traders and Forex industry professionals has made him a Guru of the industry with his tutorials being welcomed across the globe by thousands of attendees on a regular basis. Professor Thalassinos' seminars are instilled with a lively atmosphere and renowned for being enthusiastic and exceptionally informative with outstanding attendance on every occasion.

Professor Thalassinos' seminars and workshops are tailored to all experience levels, where both beginner and advanced traders gain thorough understanding of the financial markets and a deep knowledge of market analysis. His seminars particularly emphasise the importance of trend and risk management in order to maximise earning potential.

With his extensive knowledge, Professor Thalassinos has been revolutionising forex education for years and was awarded with the international professional certificate, MSTA by the Society of Technical Analysts (UK), CFTe and MFTA by the International Federation of Technical Analysts (USA). In addition, his latest research thesis is entitled "Anatomy of a living trend: Swing charts, High Points and Low Points, Peaks and Troughs and how their underlying structure may define their forecasting strength."





#### NOTES TO EDITORS

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