



HIGH PERFORMANCE TRADING  
THINK LIKE A PRO. TRADE LIKE A PRO.

THE  
**WINNING**  
**TRADER**  
**MONEY**  
**MINDSET**

Eliminate Financial Fear And Anxiety  
& Tap Into The Flow Of Financial Abundance

**Mandi Rafsendjani**

High Performance & Mindset Coach

TRADER TRAINING WORKBOOK

# THE PROFIT FREEDOM BLUEPRINT

By Mandi Rafsendjani

## **Plug Into The Winning Trader Mindset, Eliminate Financial Fear And Anxiety, And Tap Into The Flow Of Financial Abundance**

Have you ever asked yourself why some people seem to attract wealth effortlessly whilst others, no matter how hard they work, seem to repel it?

You work your socks off every single day, maybe you work a full-time job, try to keep your family happy and keep up with the daily demands of life whilst you study your trading system at night in pursuit of your dreams. You put your blood, sweat and tears into back testing your trading plan, listening to every podcast under the sun to 'make it happen'.

You jot down your goals, you plan what steps you need to take to achieve them, you clock in 12-hour days or more and you work like a mad dog just so that, one day, you will become *\*successful\** with trading and then you'll finally be financially free!

But that scenario just doesn't seem to pan out that way at all, does it?

If you are not generating the trading profits that you want... Even though you know you have a strategy with an edge and years of trading experience, this means that your mindset blueprint is set for scarcity rather than abundance.

In this eBook you will learn how to do a 180-degree profit mindset turn and begin to manifest abundance in every aspect of your life.

You'll learn ***exactly*** what the highly profitable traders are doing, what mindset techniques they utilize to achieve massive success. And most of all, you can master these techniques and duplicate their trading success

We have all heard stories from people who win the lottery, who have gone from poverty to wealth and back to poverty in record time. And we all have heard the stories of traders who made a million dollars and gave it all back.

### **The Struggle Was Real!**

When I started trading, like so many, I thought I had found the holy grail. I was convinced I would be a millionaire in no time.

Well, you can imagine what came next, right? 6 months passed and I was consistently losing money.

For the next 6 years I did so poorly in my trading endeavour I felt so disheartened. I felt like a total failure.

Feeling like that made me extremely emotional about my trades, I was anything but disciplined but not only that, I had spent so many hours in front of the computer trying to better myself, I was also physically unhealthy and mentally weak.

Even though I knew many people, I felt desperately lonely, worried and hopeless that I would ever be able to achieve my dreams of being a successful trader.

I had put my whole life on hold until I had mastered trading! But the opposite happened, soon enough I found myself in a place far below rock bottom

I then started going from one personal development seminar to the next, hoping to find out what's wrong with me so that I could fix it. I was convinced, if I could fix that one thing, I would finally be able to pursue my dreams and get on with my life.

To make things even worse, I had met many traders who told me that they were already making good money with trading. So, I knew it was possible and I began to think I just didn't have what it takes to become a successful trader, that I just couldn't have what I wanted, which was peace of mind, financial freedom, adventure and living my life on my terms.

Like most troubled traders, I soon found myself unhappy and discouraged.

Did I want to be such a failure?

Hell No!

I wanted just as much as everyone else to be a success in trading but no matter what I did or how hard I worked, I just seemed to always screw up my trades.

I either got in too early and exited at a loss, or I got in too late and the trade turned around on me the moment I got in, or on the rare occasions, when I was in profit, many times it would quickly turn into a loss. And that was when my emotions would play havoc on me and my trading... My self-confidence was so blown...

# **...Until I Discovered How to Develop A Mindset Blueprint for Profits & Freedom That Changed My Life...**

*'Everybody here has the ability to do absolutely anything I do and much more beyond. Some of you will and some of you won't. For the ones who won't, it will be because you get in your own way, not because the world doesn't allow you' – Warren Buffett, Berkshire Hathaway*

Suddenly it became so clear to me. It was as if someone had given me magic glasses. Becoming a successful trader is not only about working hard on your trading system.

I want you to know what is possible in life once you understand how to develop a mindset blueprint for success.

And that's why I wrote this training for you. So you too can learn how to equip yourself with the mindset, skills and behavioral patterns of successful traders.

Are you ready to transform your life?

## **How to Create the Mindset Blueprint for Profits & Freedom with Trading**

At its essence a profit is money. And money at its essence is an energy that helps us live life to the fullest, allowing us access to the experiences we desire.

Money has its own energy vibration. It's important to understand this if you want trading profits to flow to you in abundance.

It is not about making a loss or a profit, it is about how we feel about making that loss or that profit. And how we feel about our losses and profits is about if we feel positive about our life and consciously good about yourself.

## THE WAY WE FEEL ABOUT PROFITS AND LOSSES REFLECTS

1. What we value most
2. Who we think we are
3. What our future as a trader will be like



What does that mean?

Do you feel even keeled and still good about yourself, even if you had to take a loss? Or are there feelings of resentment and fear bubbling underneath the surface?

Because if you don't, what happens when you have a winning streak? Your ego is going to go crazy. You start dreaming about riches, fancy holidays, fast cars, and mansions. And the moment you start fantasizing about the future, you will be out of sync with the present and inevitably give it all back.

When you tune your mind into the frequency and the vibrations of abundance, believing you can have the things you want, your actions will be in tune with the energy vibrations of abundance, and you will be able to attract what you want. It works for anything and everything.

"The million-dollar question I'm hearing you ask is...

"How do I attract more profits and keep them?" Well, I'm thrilled to tell you, it's possible and yes, anyone can do it.

See you in the green!

## STEP 1: UNPACKING YOUR MONEY STORY

Everyone has a money story. For some money comes easy, for others money is hard to come by and for the rest its money easy come easy gone. You can literally see what someone's money story is in the way they handle their profits & losses.

Your money story is unique to you, because it is a product of your perceptions, opinions and predictions, which are held in your subconscious invisible to the untrained 'eye'.

They create your experiences with money today and therefore determine your trading results.

The ultimate framework to generate more trading profits, is about understanding and respecting that your mindset has its own unique energy vibration just as money has its own energy vibration. If those two are not in tune, the probability of you increasing your trading profits is low.

### The Experiences That Shape Our Money Story

Now I don't know about you, but I grew up in a household where I heard a lot of arguments over money and 'I've never met someone who doesn't know these old sayings...

"Money is the root of all ... EVIL"

"Money doesn't grow on trees."

Just think about the cartoons you watched as a child where the villain is almost always portrayed as a rich, evil, greedy character!

How do you think these thoughts that were planted into your mind when you were still easily impressionable shaped your perception of money today?

Because when you tell the mind a story long enough, it becomes a perception. That perception impacts your trading behaviors on a subconscious level. And then you wonder why you can't stop letting your losses run and cut your profits short, when you damn well know that this is the sure-fire way to ruin.

How many times do we come up with the most creative ways to get rid of our money with parking fines, overpriced holidays or bad investments?

The truth is many resent money. They don't know the value of it. You may even fear money because you have seen it cause fights, friction and disharmony. You have seen money used as a means to control others. What's worse is for some it has brought so much guilt and shame into their lives.

No wonder traders self-sabotage when they see money as somewhat unsafe.

## **What is self-sabotage?**

Have you ever been in a situation where you are so close to achieving something amazing, getting really close and then you do something stupid to mess it all up?

So many traders who attempt to pass the prop firm challenge share with me this very frustration.

So many traders who had their best month ever give it all back in the next month.

And then you get outraged and frustrated with yourself and ask: "Why do I do that?"

Let me share with you some insights into why that happens. Self-sabotage is a primal instinct. It's within, it's hard wired in the reptilian brain.

As a species we humans instinctively hang out together, because it's safe.

If you watch Discovery channel, you know what happens to the poor old zebra that gets kicked out of the herd; the lion eats it!

At some point, we humans were the zebras! This is important!

We are fundamentally wired as human beings to remain in the herd.

Therefore, we avoid doing anything that risks us being ejected from the herd. As a result we will unknowingly sabotage ourselves as much as humanly possible to avoid getting thrown out of the herd.

We do anything we can to fit in at any cost.

Stay where you are, stay average and we are with you.

But the moment you become too big for your boots we are going to kick you out.

And that's why traders tend to unconsciously value belonging more than profits even though consciously all they are yearning for is a rising equity curve.

## The Value of Money

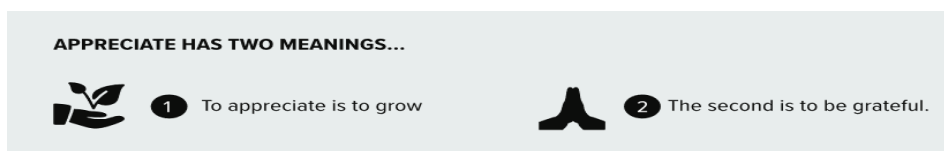
I have heard so many times that it is important to value money. I was told to have money organised in my purse, to hold it in my hand and to thank it, and all kinds of nonsense that frankly didn't change anything for me.

It was not until I understood that valuing money actually means understanding the mathematics of risk and money management, my whole life changed.

As the old saying goes "You can't manage what you don't measure". This definitely applies to the financial stability of your trading business.

If you do that then you are not focusing on 'getting' more of it, you are focusing on better 'managing' what you have, which in turn makes you appreciate what you have.

Appreciation has two meanings, it means valuing what we have and also growing what we have.



I value what I already have. As a result, I don't waste it. Instead, I invest it very carefully, I protect my account equity like a child and put it into situations where my equity curve can grow.

The truth is money is not evil, it has no bias. In fact, it's the most creative force on the planet because it allows us to pursue greatness. With money on our side, we can grow and evolve until we live up to our full potential.



## Changing Our Money Story

Changing your money story starts with intently listening to the language we use when we tell our story with money.

**DESCRIBE YOUR CURRENT RELATIONSHIP WITH MONEY**  

---

---

---

**DESCRIBE THE IDEAL PERFECT RELATIONSHIP YOU WOULD LIKE TO HAVE WITH MONEY**  

---

---

---

I can typically read a trader's mindset within 5 min of speaking with them by the words they use to describe their trading situation. Most traders aren't even conscious of what they are saying.

When I chat with successful traders, I always ask the same question, "How did you get to where you are?" It's a general question and that's what I am listening for, what is the general theme of the answer?

And you know in a quick flash, without even having to think – they tell me a story!

Guess what their story is? Guess what their language is made up of?

Wealthy trader affirmations!

*"I always knew that I was going to crack it, even if I came from nothing, I always knew."*

*"You know what? There was something inside of me, even though when I doubted, I just believed that I would find a way, that I figured it out! That's what I kept focusing on, and I convinced myself that I could do it."*

You hear a story designed in the language of wealth.

Now, when I sit down with someone who is struggling as a trader and ask them, why are you where you are?

You know what they tell me even quicker?

They tell me a story as well, but their story is full of affirmations of emotional poverty, scarcity and defeat.

You can't be unhappy unless you are running an unhappy story!

You can't be depressed unless you are running a depressed story.

You cannot be wealthy if you are running a poor story.

If you are constantly telling people why you are where you are based on a whole bunch of excuses and affirmations of poor and affirmations of lack, you're never going to get there. You can't see the sunset if you keep running east.

One thing I have learned when it comes to augmenting and transforming a trader's mindset is, language is by far the most powerful tool and it is easily accessible for everyone. It all starts with the power of awareness.

## STEP 2: CREATE THE ULTIMATE MINDSET FRAMEWORK TO ATTRACT PROFITS

Money has its own universal truths.

From my experience, these three principles will align you to the energy, frequency, and vibration of money to have trading profits flow to you in abundance once you have mastered the skill of trading and understand the dynamics of how financial markets work

### 1. Financial Mess vs Order

What I found is that most traders who struggle with Money Management in Trading, keeping profits and taking losses, also lack money management skills in their day-to-day life.

Their financial mess causes a constant subliminal vibration of fear: outstanding tax returns, no savings for unexpected occurrences such as unexpected emergencies such as household repairs (did you know that the average fridge has a 10-year lifespan?). They often understand their fixed and variable expenses, credit card debts, unpaid debts to family and friends etc.

These financial messes are the locks on the gates to abundance. No matter how hard you try, unconsciously you will be at risk to sabotage your results, because you know you are out of integrity.

#### **Exercise:**

Make a list of all the financial messes in your life and devise a plan on how to resolve them.

## 1. Resentment vs Appreciation

Traders who struggle with money believe that having money is the answer to all their problems. As if money is the missing ingredient that stops them from being a consistently profitable trader.

We need to understand what focusing on the lack of money does fundamentally to the trader's psychology and behaviors.

First: it narrows their perspective and causes stress which makes them overly emotional.

Then add negative emotions and this trifecta of narrowed perspective, stress and negative emotions block the trader from making good decisions.

For example, how many times did you prepare your trading plan for the day, but then didn't execute accordingly only to see at the end of the day that if you had followed your plan you would have aced the trading day?

Focusing on the lack of money increases the probability of self-sabotaging behaviors and negative traits that pushes them deeper into the quicksand because they are focusing on the wrong thing.

You don't know how many times I have heard the story of the trader who borrowed money from family and friends with the promise of great returns.

But since the struggling trader's money mindset is still one of lack, they quickly get rid of the money by taking crazy risks and letting losses run until the money is gone.

That in turn reinforces their negative money beliefs, that money is pain, money is hard to keep, money destroys friendships etc.

When you are constantly upset and have resentment that no matter how hard you try, you never have enough, all you are doing is attracting more of that, more lack.

After a while they finally realise that having a bigger bank account is not the answer to their trading success. Only now they are ready to look inwardly for answers.

What is missing is a growth mindset that understands abundance and growth through appreciation.

### **The Value of Money**

Money itself has no value. The value of money comes from what we actually do with it. So we need to focus on our decisions around money, not what we want from the money, not on the money itself.

Resentment comes from not getting what we want from money, which is usually freedom, experiences and peace of mind.

Focusing on the money itself breeds this mindset that we never have enough of it, that we fail to focus on what we can do with it to make it work for us, and where it can take us.

Paul Tudor Jones for example who has been working with Tony Robbins over many decades, has the mindset that money floats around everywhere in the ether and all he has to do is open up the tab and money flows into his trading accounts.

What we focus on expands. When you focus on a lack of money you are always going to have a lack of money. But when you focus on the abundance of money you don't need to be stingy with taking a loss. You don't worry about taking a loss because you know that there is always more where the previous profits came from.

## 2. Structure of Habits & Routines

There is a saying that the wealthy keep getting wealthier, and the same applies for profitable traders. The reason they keep becoming wealthier is that profitable traders have structures in their lives to allow for profits to flow towards them.

What are structures?

Structures are frameworks, systems, and processes of how you organise your life that will free up your mind from worry, reduce stress and so allow you to elevate yourself up to the frequency of abundance.

Ask yourself: How do you invest your time? Do you do your market preparation the night before? Do you complete a post market assessment of your trading performance for the day?

Which rituals do you have in place to put yourself physically and mentally in top shape?

Please understand this: If you want your equity to grow then you must be willing to invest in it.

The two most critical investments in your trading business are the time and money you invest into your personal and professional development and your health.

If you invest zero, you will get a return of exactly zero because that is what happens when you multiply zeros! If you want to have more profits, then you must start to give the highest priority to the activities that bring in those profits.

## THE TAKEAWAY

You can begin to boost the energy of money in your life by working to clean up any financial messes.

Then take the time to start to value and truly appreciate money.

Next, create a simple routine of personal and professional habits that will form your foundational structure to set yourself up for optimal performance.

You will soon realise that trading profits are flowing to you much more effortlessly because now your mind is clear and free to focus on abundance and flow rather than on the struggle.

Look, I've made so many mistakes in my trading business. I've also helped others overcome numerous issues in their trading business. But the flip side is that I wouldn't be where I am today if I didn't make those mistakes.

If you want to build a successful life, you must learn how to follow through.

Apply these 3 principles to your trading and your life.

Then you will attract an abundance of profits, more than you will know what to do with.

**Trading Profits are money, and money is energy. *What does energy do?* It flows!**

When you understand the language of money, it's much easier to have profits flow to you and to attract money to you because there are specific laws and principles that we are working on this energy.

It can be as simple as that. So, make sure you show up, and I look forward to helping you on your journey to success.