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THIS WEEK'S URGE

Exiting early vs holding to your target?

Which one pays better?

Trading Psychology Workshop
· IOTAF ·
Marcos Bulcao, PhD

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THE TRAP

You know the feeling.

You're onside, close to your target...
... but not quite there yet.

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THE TRADE



Prices retrace → you get anxious → you take your profit…

… only to watch prices reach your target — ***without you.***

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THE OLD PARADIGM

Every book says:

“Follow your plan.”

“Control your emotions.”

None tells you what to do when the urge wins.



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That's why I built **SmartLog**.
Not to help you resist. To answer the question.

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THE BLIND SPOT

Be patient.

Have discipline.

Follow your plan.

All good advice — only it’s too vague.

It names no concrete move.

It only tells you to **resist** — and to **blame** yourself when you can’t.

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THE REFRAME

Emotion is not the enemy.

Uncertainty is — and the urgency it creates.

FOMO. Revenge. Cutting winners short.

They are not bad emotions you need to fight.

They are questions you need to answer.

Solve the question,
and the urgency goes with it.

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FROM VAGUE TO CONCRETE

You came in with vague instructions:
Resist your urge / Control your emotions / Be strong.

But what you really want to know is:

What pays better:

Exiting early OR holding to your target?

You already tried to resist and left with regret and frustration.
Now try answering it.

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NO ODDS WITHOUT A PATTERN

Trading is a game of probabilities.

No repetition. No pattern. No odds.

Game over before it starts.

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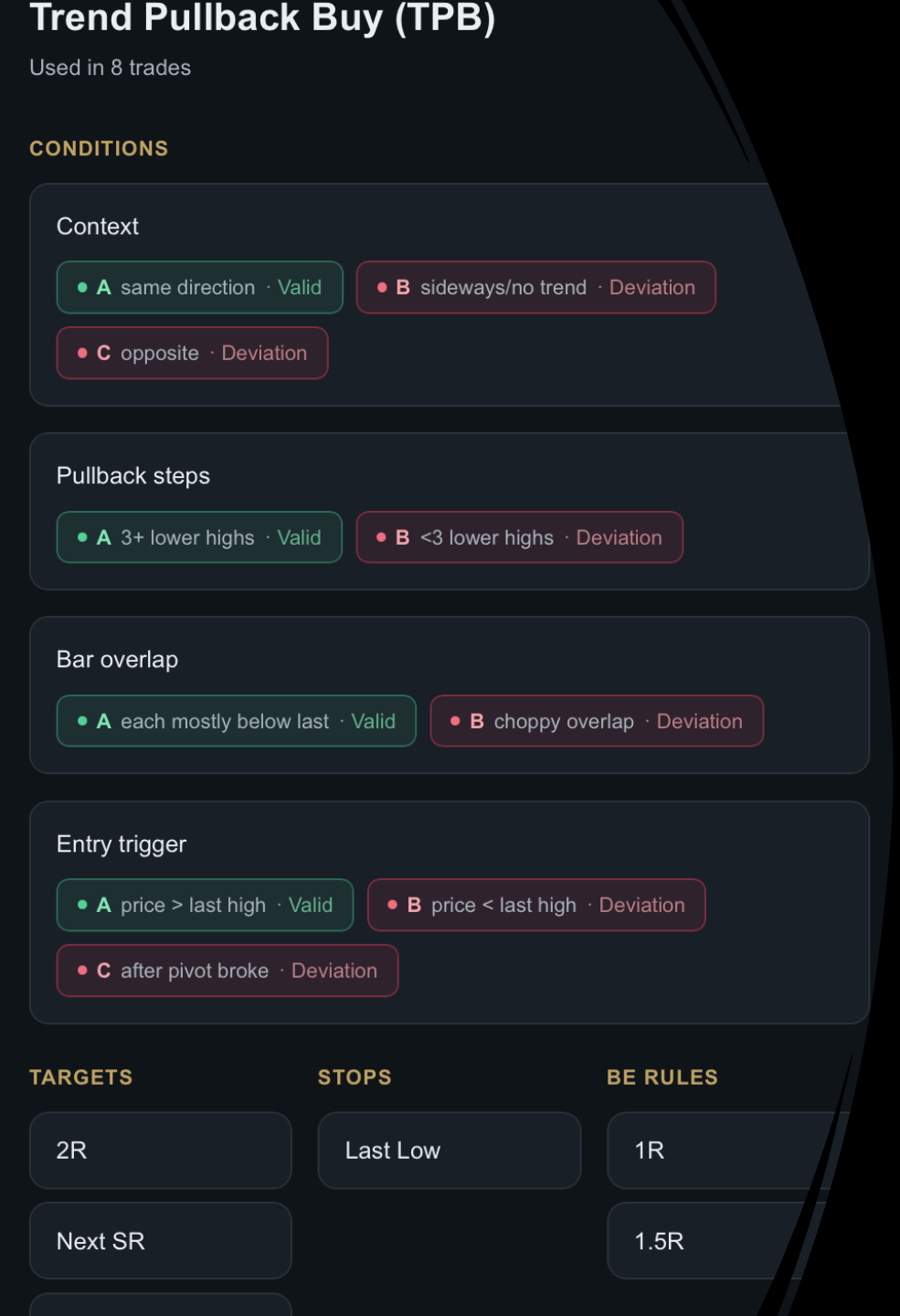
THE NON-NEGOTIABLE RULE



You need a setup
– one that you can REPEAT

Use one. Use ten.
One rule only:

Every setup you use has a name, and pre-defined conditions.

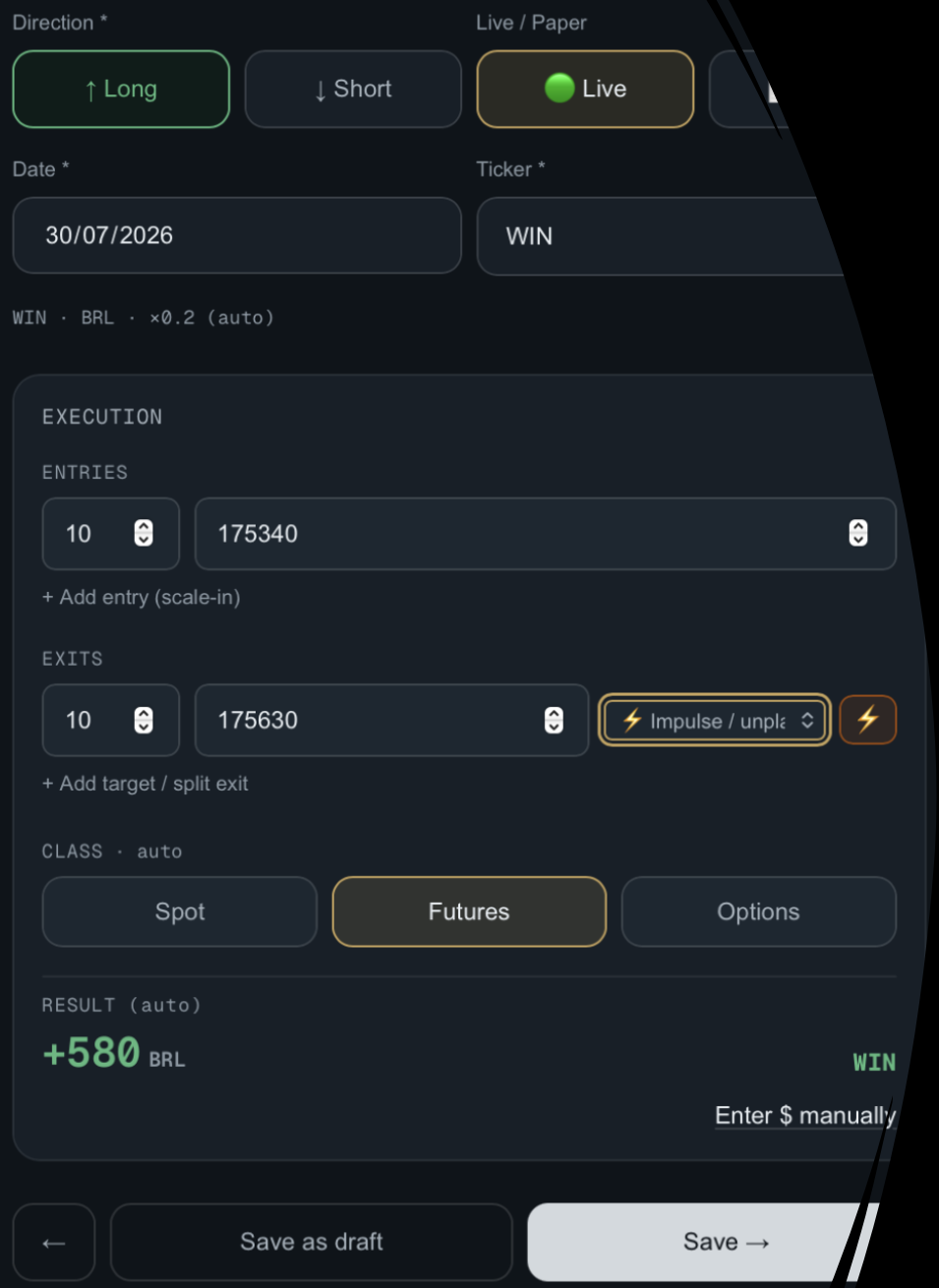


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SETUP BUILDER

This one has four **conditions**.
Each condition has **variants**.
Each variant is tagged valid or deviation
— better or worse odds.

And below I name my exits
— *before* the trade.

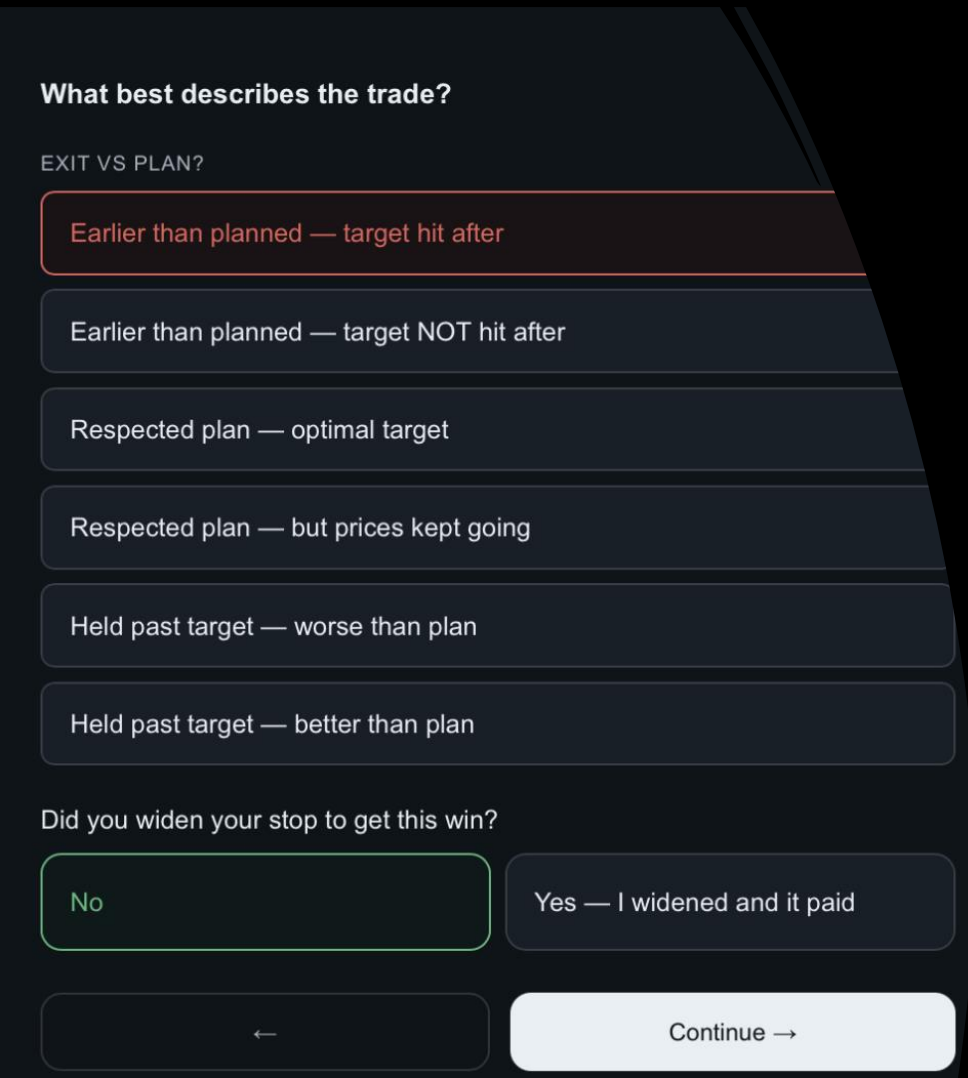


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TRADE DETAILS

This part is bookkeeping.
Every journal does it.

The **next** screen is the one that
you don’t see anywhere else.



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BEHAVIOURAL QUIZ

Look at the questions.
It does not ask whether I was disciplined.

It asks what I did
— and what prices did next.

I had a plan. I felt the urge, and I changed it.
But instead of blaming myself, I log it.

And here's the question that will settle it:
After I took the profit early — did price reach my target anyway?

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REGRET REMOVAL

TWO COMPETING HYPOTHESES

A

Taking your profit early

B

Holding to your target

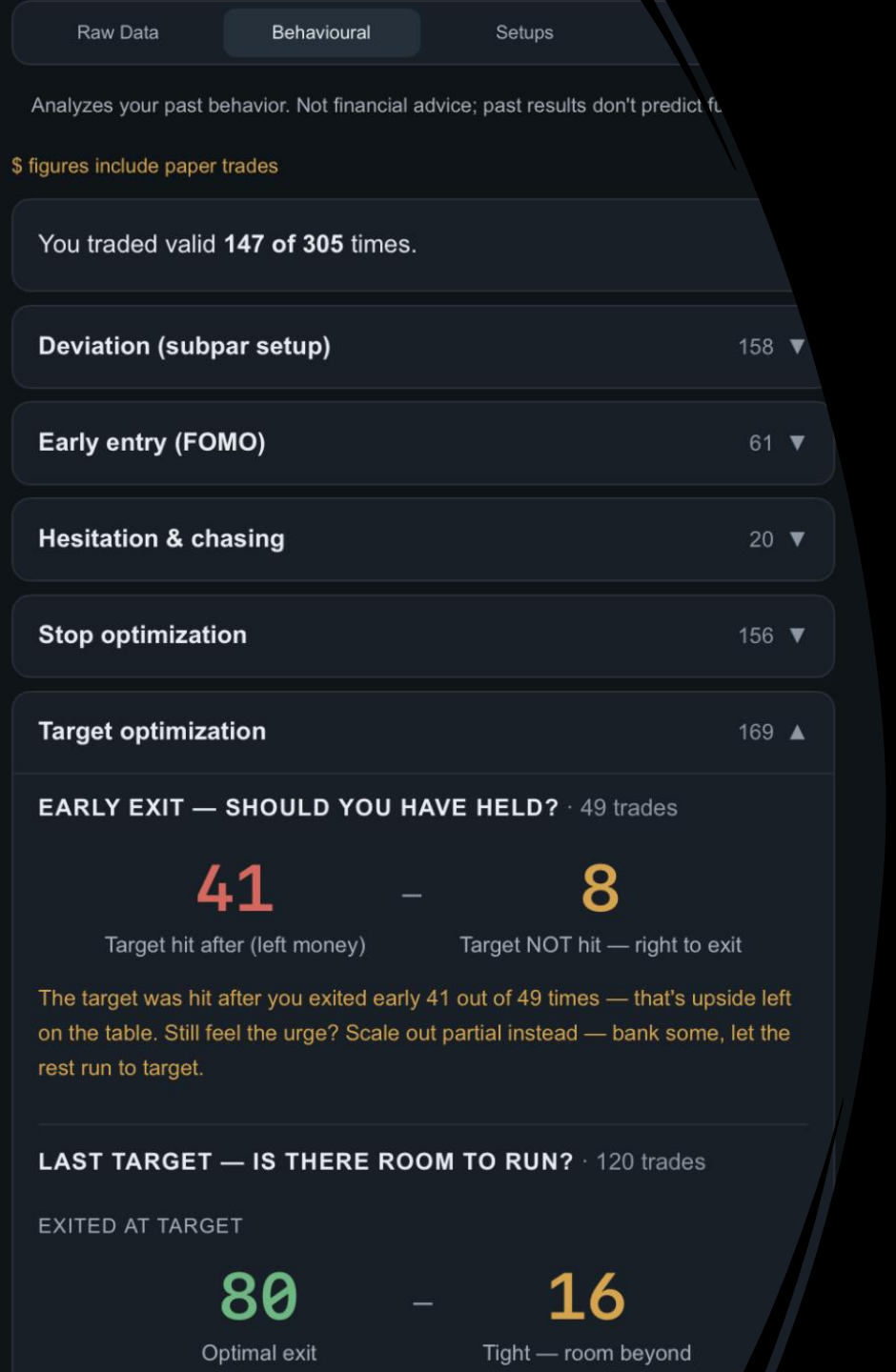
A vs B, not “weak” vs “strong” ➔ Two competing hypotheses – two different odds.

Here’s the key move:

Your urge is no longer a flaw ➔ it’s your lower-probability hypothesis.
So, when your urge “wins”, there’s nothing to regret.

You’re not weak. You’re collecting evidence.

Soon enough, you’ll have your answer: A is better than B. Or vice versa.



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BEHAVIOURAL REPORT

Look at the numbers:

49 times, the money was taken early.
In 41, the target was hit anyway.

4 out of 5 times I left money on the table.

No more guessing. Counting.

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THE FULL MOVE

VAGUE		CONCRETE
Vague emotion	→	**Concrete question**
"I'm weak — I can't hold to my target"	→	**What pays more: early exit or holding to target?**
Guessing and self-blame	→	**Logging and measuring**
Uncertainty and second-guessing	→	**Urgency removed**

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THE THESIS

You do need discipline. Just not the vague kind.

Emotion was never the enemy. Uncertainty is.
Solve the question. Remove the urgency.

Now you build confidence
– with numbers, not memory.

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From Vague to Strategic Discipline

Start free

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THE FINE PRINT

Nothing here is a recommendation to buy or sell. Past results don't predict future ones.

Education, not financial advice.

Trading carries risk of loss.