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THIS WEEK'S URGE

Entering early vs waiting for full conditions?

Which one pays better?

Trading Psychology Workshop
I O T A F
Marcos Bulcao, PhD

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THE TRAP

You know the feeling.

You've heard it before:
be patient — wait for the full setup.

But you can't. And you click.
You entered early. **Again.**

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THE TRADE



You couldn’t wait. You clicked early. **Stopped out.**

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THE TRADE



"It's got to turn." You click again. **Stopped again.**

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THE TRADE



Then the real entry comes — and you're too hurt to take it.

It pays. ***Without you.***

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THE LOSE-LOSE

When the urge wins, nobody wins.

Lose, and you lose twice — the money, and the proof you're weak.

Win, and you win guilty. You got away with murder.

Either way, you're a hostage to the outcome.

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AND THEN?

The trade's over. You go to log it.

Entry. Exit. Win or loss. "+FOMO."
Did you even mark the setup you used?

There wasn't one. No setup — nothing to log it against.

All it left you is the regret.

That’s why I built **SmartLog**.

Not to help you resist. To answer the question.

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THE BLIND SPOT

Be patient.

Wait for it.

Don’t chase.

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.

THE REFRAME

Emotion is not the enemy.
Uncertainty is — and the urgency it creates.

FOMO is the fear of missing the move.
That fear isn't a flaw to fight.
It's a question: is the move really here?

Answer the question,
and the urgency goes with it.

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FROM VAGUE TO CONCRETE

You came in with vague instructions:
Resist the urge / Be patient / Don't chase.

But what you really want to know is:

What pays more:

entering early OR waiting for full conditions?

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

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NO ODDS WITHOUT A SETUP

Trading is a game of probabilities.

No repetition. No pattern. No odds.

Game over before it starts.

A setup isn't there to make you behave.

It's there so the trade can be **counted**.

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THE SETUP

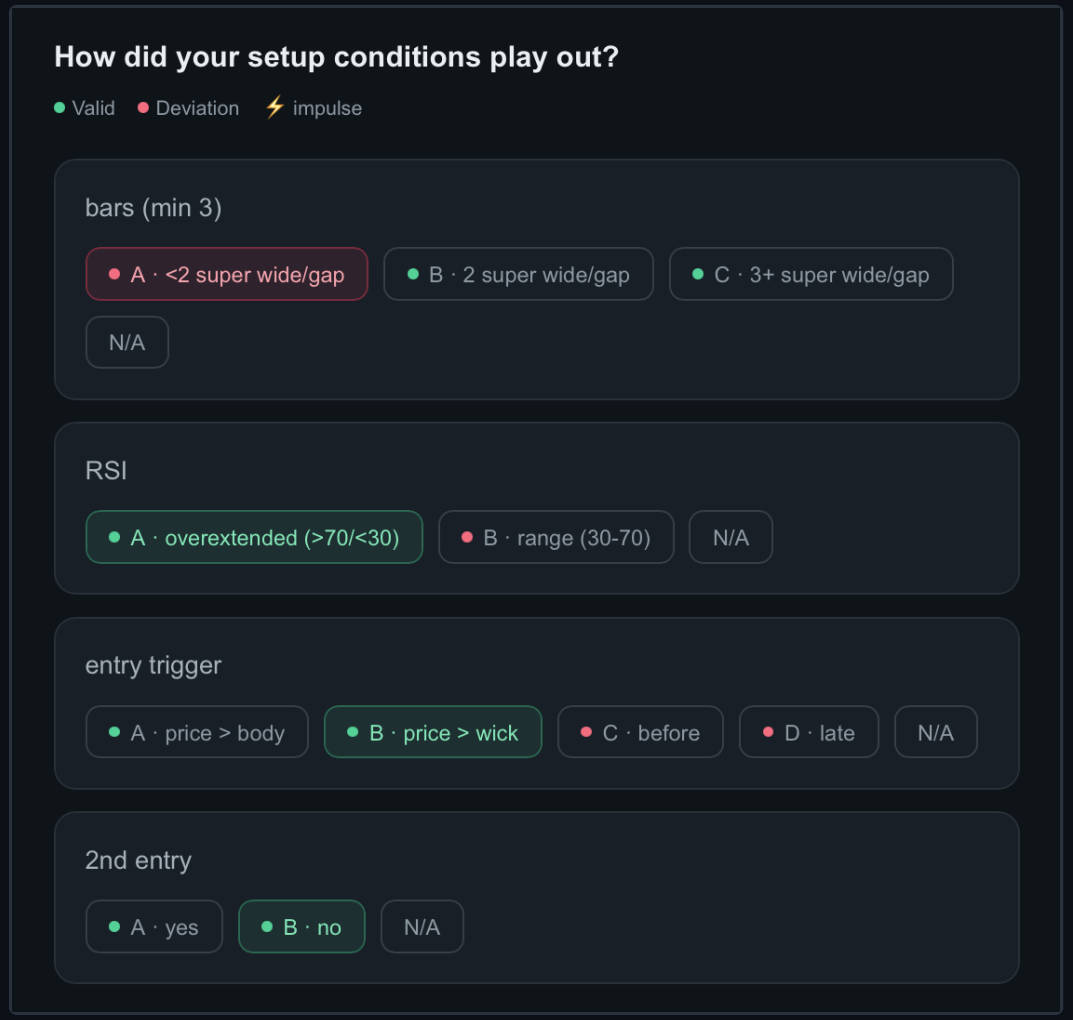


It all starts with a setup.
One you can repeat.

A setup has a name —
and pre-defined conditions.

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SETUP BUILDER



Your setup has conditions.
Each condition has variants.
Each variant is tagged **valid** or **deviation** —
higher or lower odds.

Your FOMO entry wasn't a sin.
It was a **deviation** on one condition —
you clicked before the setup was complete.

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This part is just bookkeeping.

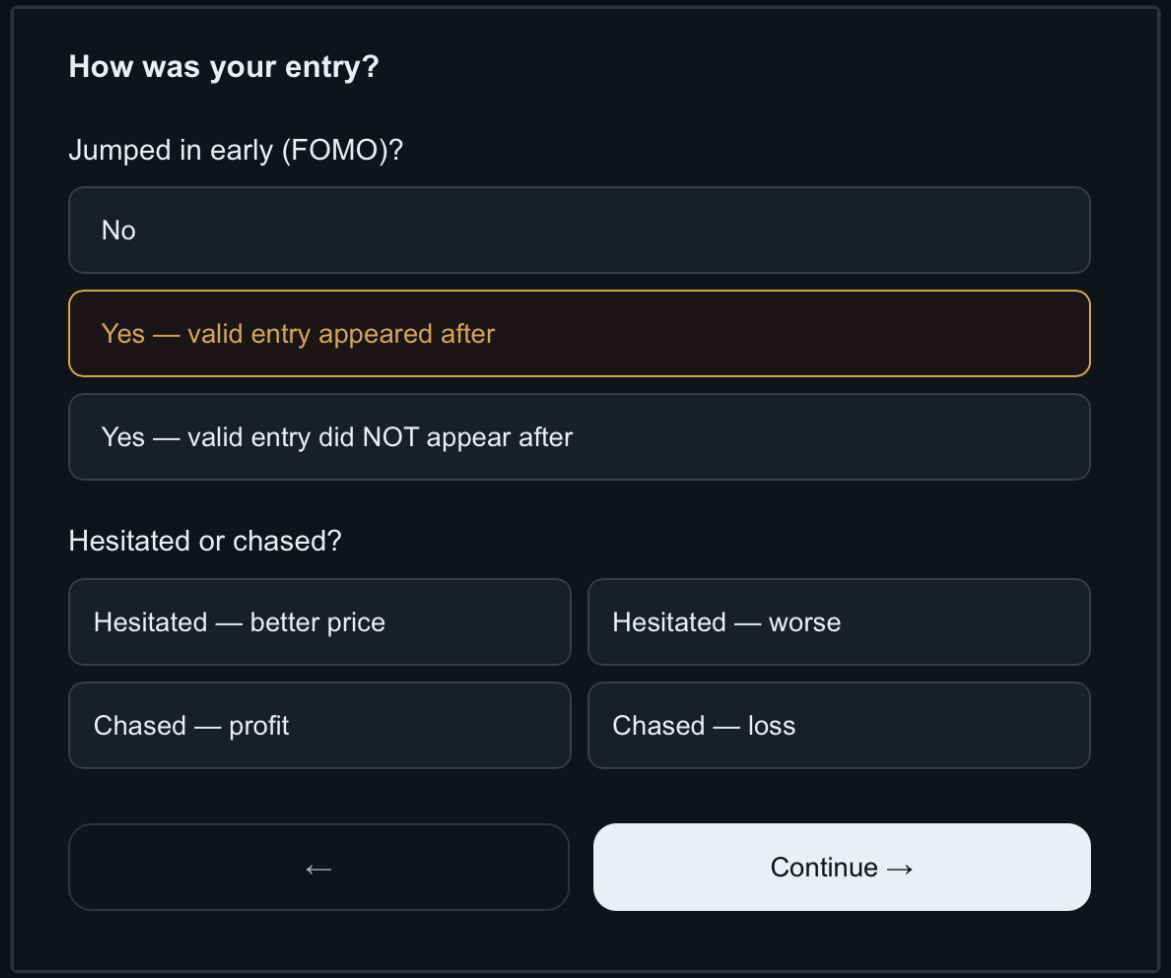
Every journal does it.

The next screen is the one

you don’t see anywhere else.

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BEHAVIOURAL QUIZ



Look at the questions.
It doesn't ask whether you *resisted*.
It asks what you **did** — and what prices did **next**.

You felt the urge. You acted on it.
Instead of blaming yourself, you log it.

The question that settles it:
after you jumped in early — **did the valid entry come anyway?**

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REGRET REMOVAL

TWO COMPETING HYPOTHESES

A

Entering early (FOMO)

B

Waiting for full conditions

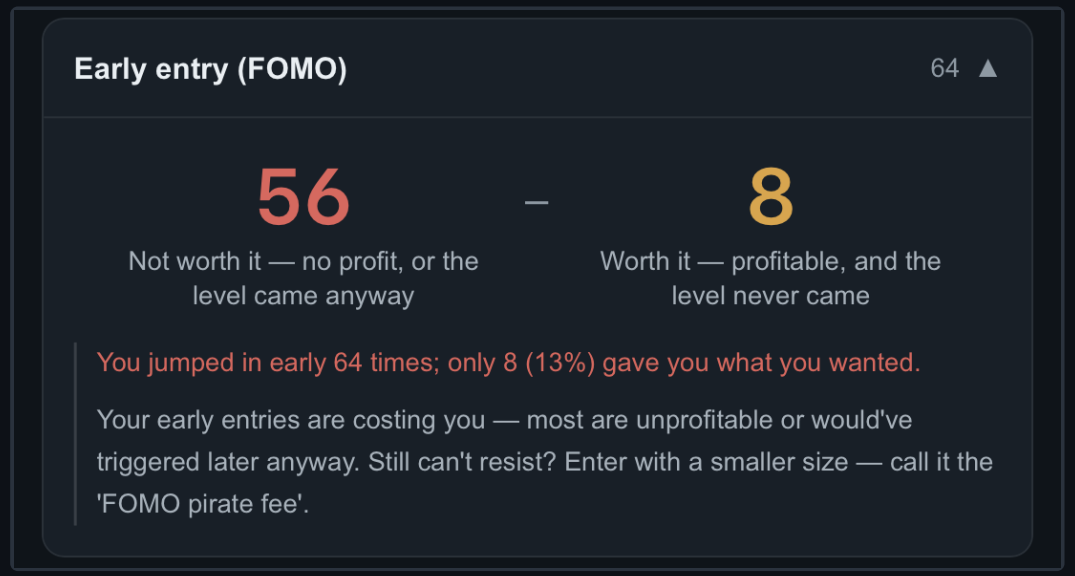
Your urge is no longer a flaw → it's your **lower-probability hypothesis**.
So when your urge "wins", there's nothing to regret.

You're not weak. You're collecting evidence.

Soon enough you'll have your answer: **A better than B. Or the reverse.**

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BEHAVIOURAL REPORT



Now the numbers.

You jumped in early **64** times.

Only **8** — 13% — paid.

4 out of 5 times, the urge cost you.

No more guessing. Counting.

Still can’t resist? Pay the pirate fee — enter with a smaller size.

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THE FULL MOVE

VAGUE		CONCRETE
Vague urge	→	**Concrete question**
“I keep jumping in early”	→	**What pays more: early or full conditions?**
Guessing and self-blame	→	**Logging and measuring**
Urgency 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.