

# LIVE @ TAG

**Workshop**

**Full-Conference**

## Avoiding Trading Mistakes

Are you an idiot or a moron? Whether you are a novice or an experienced trader sometimes the markets leave you feeling like either an idiot a moron or both. Trading professional Mark Cook will show you how to conquer trading mistakes and get back on the right track.

In his workshop he will show you what to do when your winning percentage drops, how to adjust position size for different trading environments and how to build your confidence. His methods will help you achieve trading consistency but should your capital erode, his insights will show you how to rebuild your capital base.

## Biography



A trader for twenty-two years, Mark Cook operates from his family's 1870s farmhouse in East Sparta, Ohio. He manages his own and client's accounts and offers a fax advisory service, Mark D. Cook's Trader's Fax, on S&P and T-Bond futures and OEX options, that is specifically dedicated to helping people become better traders.

His own early trading years were difficult, but as he struggled for success, he gained valuable experience and learned what makes - and breaks - a trader. Mark developed the Cook Cumulative Tick&Trade indicator and gained acclaim by winning the 1992 U.S. Investment Championship with a 563.8% return.

## Contact Info

Mark Cook  
8333 Maplehurst Ave  
East Sparta, OH 44663  
330-484-0331 O  
330-484-0330 FAX  
cookfax2@aol.com

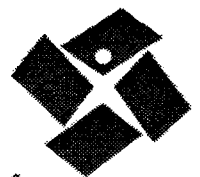
## Easy Order

Order this workshop on CD or audio tape by calling:  
Voice: 800.538.7424  
e-mail: tag@ino.com  
fax: 410.867.4203  
**Visit LIVE@TAG online:**  
<http://live.ino.com/>

**Mark**

**COOK**

Presented by



[ino.com](http://ino.com)

Avoiding Costly Trading Mistakes

I. The Art Of Trading

A. Knowing your market environment

1. Trending
2. Sideways
3. Euphoric
4. Panicky

B. Knowing your style

1. Active compulsive
2. Passive shyness

C. Knowing the speed of the horse

1. Examples of S & P
2. Examples of NASDAQ

D. Knowing the capital needed

1. The biggest flaw of all – under-capitalization
2. Second biggest flaw – time commitment

II. The Art Of Handling Failure

A. Define Success – scripted detailed words

1. Monetary – percentages or \$ designation
2. Consistency – ability to be right more than wrong
  - a. winning percentages are important
  - b. sharp ratio – what is acceptable
3. Feelings – Is trading a passion to you?

## B. Define Failure – scripted detailed words

### 1. Emotional

- a. scale back size
- b. won't replenish account
- c. time commitment gone
- d. hate the game

### 2. Mathematical

- a. more losing trades than winners
- b. under-trading the bad positions
- c. over-trading the good positions

## C. The Rebuild – all must face

1. Re-Commitment
2. Re-Plenish
3. Re-Evaluate
4. Re-View

## D. Be Professional

1. Train mind to accept being wrong
2. Accept weaknesses and avoid them
3. Know the YOU inside

## III. The Business Trading Plan

### A. Markets To Trade

### B. Size – Number Of Shares Or Contracts

C. Account Size

D. Execution Methods

E. Drawdown Rules

F. Profit Rules

G. Grade Card

H. Momentum VS. Distraction

I. Accounting, Job Requirements

J. Vulnerability

K. Family Health