

There are no notes to Mr. Douglas' workshop. The nature of the workshop does not rely on graphics or other illustrative material.

During the past year, the sports oriented popular press has focused a great deal of attention on something called the "Zone." This term refers to a state of mind which has been described as "that which produces the highest expression of oneself and the most satisfying results."

Traders (just like great athletes, musicians and artists) who experience this state of mind create for themselves the environment in which to be successful at their craft. For traders, that craft is the accumulation of wealth. Mark will explore and discuss the underlying mental dynamics that cause you to enter and exit your own personal zone. From his own experiences, he will show you the advantages of trading from within your zone and the pitfalls of trading without having achieved this critical mind-set. He will show you how the zone applies to trading, and teach you what you can do to take conscious control of the process and use the zone to your advantage. Mark recently discussed this concept at the annual Futures Industry Association convention in the United States.

Most traders don't recognize the psychological paradoxes inherent in trading. Therefore, they often never really understand why success is so elusive—always clearly within sight and yet at the same time just out of reach. Consistent success is difficult to achieve because the trading environment differs in almost every way from the environment in which we live our everyday lives. For example, in our everyday lives, our fears help us avoid unpleasant or painful experiences. In the trading environment, fear colors our perception of market information, thereby influencing our actions. As incredible as it may sound, fear of making a mistake, losing money or missing an opportunity will actually cause us to create the very experiences we are trying to avoid.

Mark believes that consistency as a trader does not depend upon your knowledge of market behavior, but rather upon a very unique market mind-set. Mark will draw upon his experience in working with hundreds of traders to explore with you the attributes and components of the market mind-set that will help you to create consistent results in your zone of success.

* * *

Mark Douglas is president of Trading Behavior Dynamics, Inc., a Chicago-based consulting firm that works with traders around the world (individuals, CTAs and brokerage firms), helping them to master the psychological discipline necessary to trade successfully. Mark leads seminars, counsels individual traders, consults with financial trading organizations and has been a frequent speaker for Dow Jones Seminars in Europe and the Far East as well as at the annual Dow Jones TAG conference in the United States. Mark's critically acclaimed, best-selling book, *The Disciplined Trader*, based upon his own personal trading experiences, is hailed as the most provocative and stimulating work on trading psychology to be published in the last decade.

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Finding and Maintaining Your Personal Trading "Zone"

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Dear Trader:

Listed below are my current products. My new book will be published some time later this year as well. Please feel free to contact me with questions regarding any of these items.

1. **"The Disciplined Trader,"** written by Mark Douglas. The definitive step-by-step guide to the mental processes involved in trading the financial markets; \$40.00.
2. **Individual consultations** in person or by telephone at \$500.00 for the initial consultation, with an hourly rate of \$200.00 thereafter.
3. **"The Path To Consistency"** home-study workshop package, at \$1,195.00, complete with cassettes from one of Mark's powerful two and a-half day workshops, companion workbook, and the unique Hemi-Sync tape used in the workshop as well. This program helps traders understand the basic nature of trading discipline and the trader's interaction with the markets, where they will:
 - a. Learn how to neutralize fears and barriers that prevent you from executing your trades properly;
 - b. Discover an ingenious money management system that keeps you focused in a "trader's mind-set;"
 - c. Be taught the skills needed to not only read the markets, but also think and act like a professional trader;
 - d. Learn how to confront market forces with absolute confidence, discipline, and a winning attitude.
4. For more information, please mail or fax the bottom of this form.

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