

SOLVING THE PROBLEM OF “RISK FEAR”

V. 10/28/18, rough

Although I would normally edit out some parts of the emails copied herein, I kept them intact, as there are many lessons within them to be learned - IF you wish to mine this for its gold.

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SPECIAL REFERENCES:

[The Life Improvement Journal - Probably The Most Effective Process Of All](#) - Fulfills the second key approach to effectively living life (after proactive learning ahead of time).

[Problem-Solving And Decision-Making Forms](#) (especially the [ABCDEF Rational Analysis](#))
Linked Lists: 1. [Specific Issue, Emotions](#) and 2. [Specific beliefs](#)

GENERAL INTRODUCTION

The dilemma was about fear from a “large” fluctuation off of normal variations, triggering an early close out on positions in trading. The pull out was regretted and there was some pejorative judgment of one’s self in doing so. The presumption is akin to “I should’ve been able to tolerate it and be a disciplined (ideal) trader.”

Trading is akin to a sport, with a strong element of outside varying forces where there is enough of a pattern seen to be able to stack the probabilities in your favor “over the long term” (a week?).

The similarity to the sport lies in the fact that people who can competently make the right physical moves will feel threatened at times or be off energetically and not be able to keep their cool (function calmly in the power zone) enough to execute what they know how to do.

So, the activity of training and the activity of sports are much dependent on the mental game.

One of the dangers in the reality of this process is that we do not give ourselves understanding and compassion, while expecting ourselves to perform beyond the realities of a human being - with such thinking throwing one deeper into dysfunctional thinking and fear.

[Yes, I know that you think you see others perfectly playing the mind game, but it is likely that you are probably not seeing certain things and/or that the elements that go into making that person so strong are highly unlikely to occur in your life - they may have sacrificed a lot more in life such that their lives “suck” to such a degree that being a champion does not adequately compensate for the lack of other things necessary for a good life. Of course, you can “discover” or “uncover” what that person did (ask them, plus observe them) and/or learn it from a written source (or a coach).]

While it appears that we are dealing with a specific case here, we are actually dealing with a generic problem that occurs for all of us humans. It is vital that we find the balance that works for us and gradually develop, within that range, more and more perspective and strength and systematizing/[orderorganizing](#) such that we can operate at that higher “risk level” where we have such a great perspective that we know we will be fine even if the risk happens.

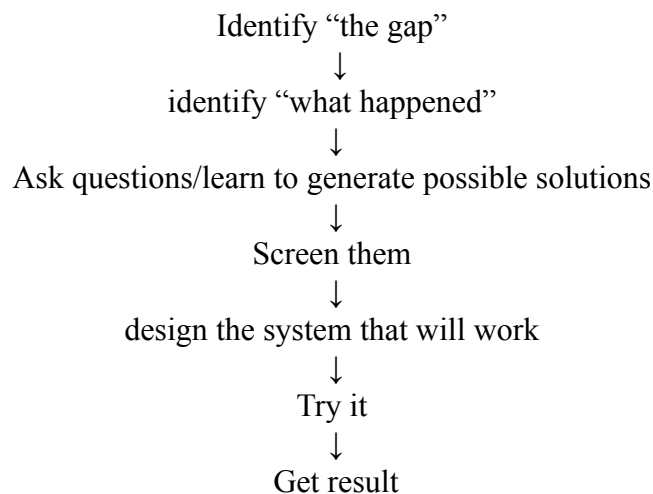
For now, until we further educate ourselves, we must know our limits for tolerating chaos and not expect ourselves to be unrealistic heroes. (Unrealistic expectations is one of the key parts of creating [The Unhappiness Gap](#).)

The process we must all engage in is the same for all of us:

- 1.. **Proactive upfront learning** to develop “sufficient” competence (following a systematic, well-designed program/curriculum). .
2. **Constant learning from what occurs**, where we are doing our own “analyzing” such that we “problem solve” so that the gap between where we are and where we want to be is closed, probably gradually over time instead of instantly.

There is only one overall approach to all problem-solving, which I generally call “gap closing”. See [Problem Solving](#).

SIMPLIFIED DIAGRAM OF PROBLEM SOLVING



Leave out, or leave uncompleted, a step(s) in the process and the solution is not likely to be as good as it needs to be. (With regard to problems: “What you do not complete, you are doomed to repeat.”)

See the full diagram in the [Problem Solving](#) section.

THE SITUATION

“PL” is having trouble “sticking to the rules” due to fear causing him to pull out of positions that are varying “too much” for fear of hurting his P & L for the week. (Note that could be due to not wanting to have adverse consequences and/or the fear of disapproval, with various “threat meanings” ascribed to them.). It is likely that, if his systems are correct and deserve being followed, he would make a greater profit “on average” if he stuck to his position - which of course is a higher brain form of thinking that can be interrupted if the “monkey mind” (chimp brain) is allowed to indulge in fear.

The original email conversation (excerpts) with my comments bolded in brackets will give you some insights into what is happening and perhaps allow you to relate to it, though with different circumstances, and also, then, to apply the suggested solutions.

You might find some useful insights and knowledge in those.

...eventually I developed a really good edge that is working well. Anyway long story short I was having some trouble "sticking to my rules" and the head trader directed me to some trading psychology work.

Anyway I won't bore you with the details of my trading but the bottom line is this - I started noticing how difficult, despite my 2 hours a day of meditation I am doing, I was finding it to stick to simple rules I have developed in my trading. I tended to deviate from them for no apparent reason. Self-sabotage. [Note here that “self-sabotage” is not “the culprit”, as no “self” would ever try to do that. It is simply wrong actions due to “not yet” knowing better. See [Self-Sabotage - On Purpose?](#)]

My mentor told me doing things outside of my rules (" bad behaviours") were "**coping mechanisms**" **I was using to deal with/restore balance from the "stress/uncertainty"** of the ever changing uncontrollable market environment I was working in. That really struck a chord with me as I started to realise I was doing this in everyday life in situations that were non-trading related also. [Yes, absolutely! **Great observation/conclusion!**] The lack of control over the environment around me was triggering flight/fight responses in my lizard brain. To cope I was "reacting".

I found the [article I attached](#) in this email on Brett Steenbarger's site where he talks about the various steps involved in changing behaviours. **Recognition, Interruption, Substitution.** He

links it specifically to trading but I started to realise it applies to every situation in life.

When I started to really think about it something major clicked in the mind. All these hours of meditation serve a great purpose - "recognition", the first step. I am able to recognise or be aware of the emotion or feeling arising, but what meditation hasn't taught me was how to "interrupt it" and then substitute it. **"Let it come and go" is all well and good when you are sitting in meditation posture but in real life** in the moment I started to realise it wasn't as easy! I need something more practical to add to it.

[Note here that "recognition" occurs at various levels. We can see that we are "having a sensation" of some sort and/or a thought, but that is, in my view, insufficient in most cases as it does not generate specific enough information to actually understand something and then be able to resolve it. To see something clearly we must be learn to be able to see distinctions (details) that help us see differences that we can use.

Generalizations can be useful, but often they skip over what is actually needed. See [Making Distinctions - A Vital Key To A Good Life!](#)

Note that everything occurs in "systems". A system has individual steps. If we fail to see or understand or deal with the individual steps, we cannot correct the system to get the results we want. We may be missing steps that we need if we are to be successful. Or some steps may be poor/unworkable. Always, in one form or another, consider doing the equivalent of a complete systems diagram with all the steps identified...and then you can do "problem solving" based on that. See [Systems - The Core Of Life And Getting Results!](#)

The bottom line is that meditation in its "let go" mode accomplishes some mental discipline and calms the mind, but it often just lets the problem thinking continue, hopefully with less reactivity, perhaps.

While "meditation" is good, I have come to the conclusion that we should employ "proactive meditation", where we see thoughts come up that are worth noting down (write it down right then] and then, in a separate session(s), processing for correction. See [Meditation's Highest Use - Effective Contemplation Of One's Thoughts.](#)

It also dawned on me that **my body is not doing anything wrong** by reacting to these "stressors" but is simply doing what it was made to do. Get me out of this perceived "danger", **which isn't really danger at all** but we are wired as if we lived 1000s of years ago. All the stuff you talk so wonderfully about on your site. [Excellent insight.]

I then started thinking about your website again and have been reading through it all over again. Wow it is so much better the third/fourth time around after a break. Things I read many times a couple of years ago I am reading again such as "The structure of the brain" etc are making so much more sense now.

It is also unbelievable how much work you have put into disseminating very complex topics into readily understandable knowledge about how we operate.

Anyway I am trying to get ideas on how I can apply some **real tangible practical steps really take me to the next level** in terms of not only **being "aware" of my emotions in the moment but how to actually replace the usual chain that follows them and substitute that chain with something else.** Exactly as Brett talks about.

To that end I came across your recommendation of "[The Chimp Paradox](#)" on your site and also you said you used a lot of the ideas in there in your upcoming book.

Anyway sorry for the slightly long winded backstory just wanted to explain why I was so curious if you have completed your book or done the study guide to The Chimp Paradox.

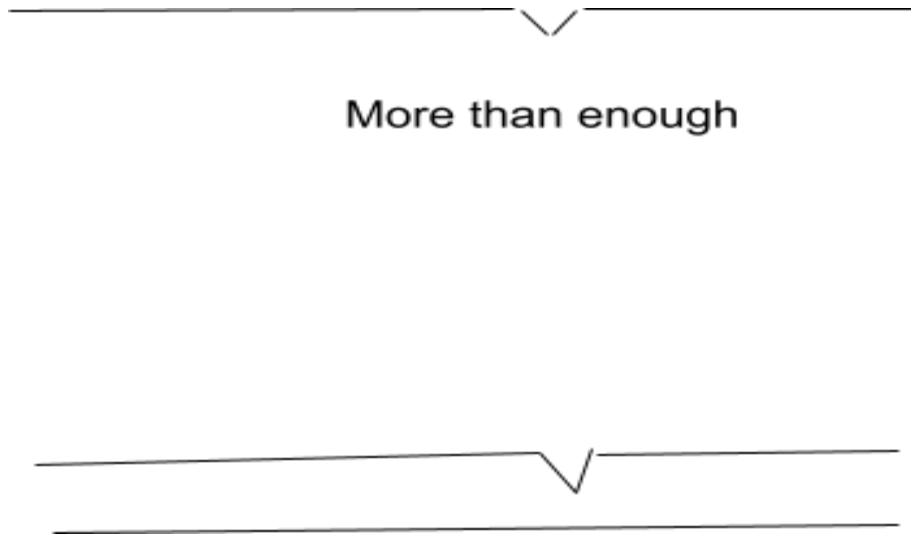
I have ordered the book it arrives tomorrow so I will read that and continue to re-work my way through your invaluable website again!

To “complete the story”, so you can see more of the whole picture, I would suggest that you go immediately (preferably) to the emails following this, as there are a number of lessons to be learned. Start here: **22 October 2018 21:37** (if this link isn’t active, pop up to the table of contents and click on that line)

RELATED ITEMS TO CONSIDER/USE

I will refer you to other pieces that will help solve this problem, but these perspective pieces might be helpful in order to help “connect the dots” to the solution.

THE RELATIVITY PERSPECTIVE RELATED TO THREAT & FEAR



A “loss” or threat the size of the chunk taken out from the “more than enough” level “where we are actually living our life” in the “bonus range” line is not a true threat - it is just a “lessening of benefits”.. But a loss from the lower “line of actual needs” is a threat.

It is senseless to invoke fear in the top case, at all, since there is no real threat. If we fear, we fear a mental mirage that means nothing...

In this perspective, a person would say something like “this is a little, teeny experience in life. Simply a small part of life and a big “so what!”

Most fears are based only on symbols that are given meaning but are false in that they have no real effect or use.

And if we learn to differentiate we will be able to eliminate 99% of fears, as being false or trivial (“teeny”).

What things are worth worrying about or fearing... tigers.

What are not worth worrying about? Making less money, mistakes, anything that does not truly impinge on the “necessary” needs of life. What we think of often as needs are merely wants - and not legitimate needs at all.

A perspective piece is: [The Mountain Of Haves.... And Threats And “Fear” differentiating As To What Is A Legitimate \(Real\) Threat](#)

One less obvious strategy to reduce the connection to the chimp brain (and to fear) is to first practice on the smaller things, specifically impulse control - not obeying any of the impulses without deciding to do so with the higher brain. Try that for a week (for a day?) and see what you learn from it about “emotions” (impulses are emotions).

See [Impulse Management](#).

SIZING, AND PERSPECTIVE

As we rise up the levels of perspective (and wisdom), our acceptance of “variation”, “loss”, “mistakes”, etc. also increases, in terms of the “size” of the impact that is accepted..

A superwise ship captain will not see the damaged hull as a big thing nor the effect it might have on his career. He knows he will survive just fine.

Us normal beings will, however, be devastated if we are “abandoned” by our true love - we will treat it as if the world is ending.

Which perspective is right?

The one that works the best for one’s happiness - perhaps you can spot which one is best.... (Duh!)

“I have a rewarding and exciting job and these ups and downs are simply a part of the exciting ride.”

See [How Big Is The Problem?](#)

A “SENSE” OF WELL-BEING

There is “sense” of well-being, other than thoughts causing calm chemicals. Rather, it is a self conversation, which we most often call “self talk”.

“I am always ok. Life works. I will be fine no matter what. I have more than enough. I am capable enough to handle life and build good things into it, no matter the consequence. I can develop virtually any skills or knowledge I might need, as I set myself up to have greater and greater wisdom that will permit me to create a greater and greater life.”

See [One's Sustained Background Conversation Determines The Quality Of One's Life](#).

ERADICATING ALL FALSE FEAR

While this written piece is meant for other purposes (including some summary overview pieces), we need, ultimately, to go deeper and further than this will take us.

We need to do what is needed to eradicate all “false fear” - that which is mind created only and not menacing in reality in the present at all.

“Menacing in reality in the present” doesn’t refer to your picturing at this moment a threat, but the actual existence of something right now that is going to harm you right now or in the next few minutes.

A tiger qualifies, but a future expectation of life not being so good does not qualify as a true/actual fear.

Ok, since it is not likely that most people would go all the way to eradicating ALL false fears, let’s aim right now for eliminating 95+% of them AND making the remaining ones into teeny little bumps in the road. Eliminating 95+% of fears is very, very doable...and in a surprisingly short time.

To do this, keep on cycling up and around, via [The Fear Management Program](#), which includes, of course, revising all false beliefs related to threats and one’s capabilities to handle life well enough.

ANALYZING AND SOLVING THE SYSTEM

ORIGINAL QUICK ENTRY BY PL:

Time: 11:15

Event & Emotion I am aware of: "Market ticking up against me whilst in a trade". Stomach knots up.

Normal coping mechanism: Normally I may close the trade out early for no reason - to remove the "discomfort" of loss?

Interruption: Visualised the "pain" in my end of week PnL from regularly closing trades unnecessarily early.

Substitution: Remained equanimous

Some possible formats that may be helpful in the future (adapt or revise as needed, but please send me copies for my later editing process), on the following page:

QUICK ENTRY SITUATIONAL ANALYSIS

Date _____ Time: _____

[Problem-Solving And Decision-Making Forms](#) (especially the [ABCDEF Rational Analysis](#))

Linked Lists: 1. [Specific Issue, Emotions](#) and 2. [Specific beliefs](#)

Notes and comments; Instead of having another column, insert them after the item they relate to, using brackets to indicate that they are separate comments and notes.

SITUATION NAME:

Physical:

Emotional:

What happened at the time (events, behaviors, thoughts).

What else was I thinking

What I learned and will do about it?

___ Tickled for followup on:

COMPLETE SITUATIONAL ANALYSIS/SOLUTION FORMAT

[Problem-Solving And Decision-Making Forms](#) (especially the [ABCDEF Rational Analysis](#))

Linked Lists: 1. [Specific Issue, Emotions](#) and 2. [Specific beliefs](#)

Notes and comments; Instead of having another column, insert them after the item they relate to, using brackets to indicate that they are separate comments and notes. (This form is a rough draft, due to be edited at some point, but sufficient for use.)

Situation:

Date: **Time:** 11:15

Energy level: Middling (not that great)

Physical symptoms: (& how long, level of severity 1=10):

Stomach knots

Was it really so bad?

Emotional, before the start of this:

Stressed highly

Revved up, not cool and calm, not "in flow"

Did I do: Right eating

Right breaks, movement

What actually happened? (Chronological facts only and what I actually thought at the time, not since then; put not and comments later in brackets under the line item rated to)

The trade position I took started to fluctuate to the downside too many bars.

I felt knots in my stomach.

I realized I was thinking: This could make my P & L for the week look bad. [How bad? Total effect % wise].

I closed out the position.

I felt bad about it later, thinking I “chickened” out, having that mean I will be disapproved of by my boss, colleagues, look at myself as not very good at this, hurt my survival for the future (although I now see what the actual effect is more clearly - see that section.

What predictions did I make? Were they realistic? (So I can know to make them more or less modestly.)

Actual consequences (vs. predicted/feared)

Actual consequences/happening:

(Proper sizing it, putting it in perspective).

___ I will still be physically intact and unaffected. I can let it go right after the event.

I am so afraid of feeling bad that I feel bad about that...

Will I die from this?

Will I get fired from this?

I am confident I can always get a decent job and live a good life.

What other things am I assuming here?

My life won't be as good if I get fired and make less money...

Will this occur that often that I should be worried about it.

My thoughts about this later:

Actual consequences/happening:

(Proper sizing it, putting it in perspective).

___ I will still be physically intact and unaffected. I can let it go right after the event.

What could I have been thinking? (Esp. if I extended my thoughts further to the (ridiculous final end consequences)

What I realized later that I was actually thinking at the time, for sure or probably:

The generalization I am making out of this or the statement of the fear is:

Any concerning or confidence shaking thing happen otherwise:

Sleep day before

More specifics relative to what occurred:

Other questions:

How could I be fearless?

How could I be more brave?

Am I being realistic about how I should perform, given that I am human?

Thinking, rules, and routines

___ Did I use my rules? (Did each work? Revise?)

___ Did I implement:

 The Power Pause

 Avoid making the decision in Chimp mode

 Proper sizing/perspective:

Sizing/perspective:

This is nothing, this is no big deal.

I can feel the anxiety and still know that I am perfectly fine and that this is really, really limited, nothing over the timeline of life.

My full thought process:

What was the prediction I was making for the negative? How much effect on the week's results?

This will affect my P & L at the end of the week.

 I am afraid of others reactions more than or as much as the actual loss

Will I do better on average if I stick with the trade?

Can I tolerate the potential loss if I breathe deeply and become "equanimous"?

REFLECTION ON BEHAVIORS, MOVES

The characteristics of the trade: (differentiate from other types):

The actual significance of the loss:

Averages of the loss from such moves:

Would I gain over the long term by “sticking to the rules”? How confident am I that I would?!

What alternative rules should I have?

Considering the psychology of a human being: Cut the position in $\frac{1}{2}$) or...

Only certain types of things?

Might it have been a good idea to pull out, after all?

What were exacerbating things that went on earlier

Was day launched strongly?

What was confronting or draining or...

Statements and affirmation supporting new insights and choices:

These will not affect my survival. I will be just fine over my lifetime, as I am a great, proactive learner. I am far above the line of need where I could be affected much. The only question is how much extra I will have above what I need. I will always be well off in life - I will assure that.

These trades could affect my short term a bit, but over the long term the odds are with me. I will hold strong to these and only stop at 5 bars down in order to handle the unusual powerful moves....

Implementations:

Revise my trading rules to fit my current risk tolerance to include this: a different rule on when to pull out.

Create a better reference system for my rules (Playbook).

Study these:

Is it best to adjust to my current temperament, for now?

How can I build in healthy behaviors that have me in better shape for handling such situations?

___ Filed in my notebook for this, in chrono order, cross-referenced in specific subjects so that

it will be accessed when needed.

MY EMOTIONAL MANAGEMENT SYSTEM RE: TRADING

We need both an emotional management program AND limiters that actually adjust us to what will be healthy for the emotion of the trader. In any event, we need to assure that the trader is in, or quickly returns to, a state of calm “flow”, where he is alert but not rushed or pressured.

It should take care of handling emotions:

In the moment

Beforehand

And reflecting on thoughts and behaviors to correct to what works better.

The primary strategy in the moment:

[The Power Pause](#) to return oneself to [homeostatic well functioning](#) across all areas is the primary strategy for managing one’s life.

However, it only returns oneself to “balance”.

We then need to engage the brain also in creating a healthy thinking basis.

That means we must have set up and have ready (i.e. fully installed and automatic) a set of perspective/reassuring thoughts/perspectives, such as:

Is there a threat, really?

Proper sizing/perspective: This is nothing, this is no big deal.

I can feel the anxiety and still know that I am perfectly fine and that this is really, really limited, nothing over the timeline of life.

The response to PL’s example at 11:15:

“Very good!”

It is great that you recorded what went on at the time, as that is part of the gateway to deconstructing what is going on.”

Thanks for the example. It will help me look at this in designing a worksheet to address and “finish off” the “conflicting” neuronal pathways.

Yes, it is interesting how difficult it is for humans to realize that it takes (completed) work to gain the results they want...our little chimp always “wants” the shortcut, as it was programmed to do (and which worked in the simple world 10,000 years ago).”

THE EMAIL CONVERSATIONS TO DEEPLY MINE

Initiating email: On Oct 22, 2018, at 12:55 PM,

> wrote:

Trust you are well.

Quick question sir:

<http://lifemanagement3.homestead.com/Psych3/BrainPhysical/ChimpParadoxBook.html>

Have you finished the study guide for this book at this page?

Also are you any closer to finishing your book "Smart (and easy) Self Control".

Very briefly a backstory:

As I may have mentioned to you a couple of years ago when we first starting talking; I am involved in trading financial markets. About six months ago I landed a mentorship at a xxx trading firm. The head trader there taught me a lot of practical trading stuff and **eventually I developed a really good edge that is working well**. Anyway long story short I was having some trouble "sticking to my rules" and the head trader directed me to some trading psychology work by a chap called Brett Steenbarger at traderfeed.blogspot.com.

Anyway I won't bore you with the details of my trading but the bottom line is this - I **started noticing how difficult, despite my 2 hours a day of meditation I am doing, I was finding it to stick to simple rules I have developed in my trading**. I tended to deviate from them for no apparent reason. Self-sabotage.

My mentor told me doing things outside of my rules (" bad behaviours") were "coping mechanisms" I was using to deal with/restore balance from the "stress/uncertainty" of the ever changing uncontrollable market environment I was working in. That really struck a chord with me as I **started to realise I was doing this in everyday life in situations** that were non-trading

related also. The lack of control over the environment around me was triggering flight/fight responses in my lizard brain. To cope I was "reacting".

I found the article I attached in this email on Brett Steenbarger's site where he talks about the various steps involved in changing behaviours. Recognition, Interruption, Substitution. He links it specifically to trading but I started to realise it applies to every situation in life.

When I started to really think about it something major clicked in the mind. All these hours of meditation serve a great purpose - "recognition", the first step. I am able to recognise or be aware of the emotion or feeling arising, but what meditation hasn't taught me was how to "interrupt it" and then substitute it. "Let it come and go" is all well and good when you are sitting in meditation posture but in real life in the moment I started to realise it wasn't as easy! I need something more practical to add to it.

It also dawned on me that my body is not doing anything wrong by reacting to these "stressors" but is simply doing what it was made to do. Get me out of this perceived "danger", which isn't really danger at all but we are wired as if we lived 1000s of years ago. All the stuff you talk so wonderfully about on your site.

I then started thinking about your website again and have been reading through it all over again. Wow it is so much better the third/fourth time around after a break. Things I read many times a couple of years ago I am reading again such as "The structure of the brain" etc are making so much more sense now.

It is also unbelievable how much work you have put into disseminating very complex topics into readily understandable knowledge about how we operate.

Anyway I am trying to get ideas on how I can apply some real tangible practical steps really take me to the next level in terms of not only being "aware" of my emotions in the moment but how to actually replace the usual chain that follows them and substitute that chain with something else. Exactly as Brett talks about.

To that end I came across your recommendation of "The Chimp Paradox" on your site and also you said you used a lot of the ideas in there in your upcoming book.

Anyway sorry for the slightly long winded backstory just wanted to explain why I was so curious if you have completed your book or done the study guide to The Chimp Paradox.

I have ordered the book it arrives tomorrow so I will read that and continue to re-work my way through your invaluable website again!

Thanks,

PL

[Changing How We Cope - For Traders](#)

22 October 2018 21:37

From: Keith Garrick

Sent: 22 October 2018 21:37

To: PL

Subject: Inquiry into implementing chimp paradox, self control @lma

Ah, yes... good to hear from you.

Years ago, I gave a friend a book on the psychological (addiction/dopamine) traps in trading to give to her significant other, but I lost track of the title!

Here's an updated version of another core piece that could be helpful on perspective: [Who I Really Am](#).

And, no, I am "closer" but not close enough yet on that book on self control, as I needed to go off into some more complex areas that it seems are not included in self control books. Part of it is "disconnecting" our associations of what we do from the association with "survival", which adds an illegitimate imperative to our impulses (some comments: [Impulse Control](#)).

While meditation helps us to disassociate from and to actually separate from our thoughts at the time (an oversimplification, I know), it does not, in most cases, go so far as to actually get rid of all of the programming built into us that contains "loose" (not logically valid nowadays) associations to survival in the old days (as you point out).

"Unfortunately", we humans are not "super human", though we wish we were in our fantasies-that-become-something-to-fault-ourselves-for-falling-short-of. [See [The Effects Of Expectations In Life And In Relationships - A Major Creator Of Unhappiness - Needlessly!](#)]

We have to go through a complete destruction and reconstruction of our neuronal pathways as that is how we evolved. We **can't** just think a thought in our higher brain and have the machine (lower brain) adjust its program. So we have to do a lot of **repetition** of the new and "stopping" of the old (using [The Power Pause](#), or a version that is similar in most discipline).

There is "work" involved in changing the basics of our impulses/"drives", much of it being very similar (the same?) as would be used in [The Program For Upgrading Your Beliefs](#), where you would actually have a notebook wherein you are working on these "beliefs".

[I use the term "beliefs" loosely here, applying it to any process that is engaged in for some prospective benefit, *even if it does not rise normally to consciousness*. When it doesn't rise to

consciousness (i.e. you don't know what the programming of your cells or neuronal structures are), you **have to make up something** that would make sense based on the causal chain: "I am feeling strongly emotional here", which means that somewhere there is an assumption that this has **high survival value**, from a threat, so I must be "thinking" (running a program) "such and such. But is "such and such" legitimate or can I destroy that belief and replace it with an assurance of well-being (or something similar)?

That is the process, but the "replacement" involves **physically deconstructing** the neuronal pathway (through disuse and negation) and constructing the new one (which apparently must involve time and effort to do the **repetition necessary for "rewiring"**, or reprogramming by changing the neuronal pathway)...

Your mentors/advisors are "right on" in their advice. Now the challenge is how to implement that (to close the gap between where we are and the idea of where we want to be).

What you might do as a "start" on this is to go back and "reflect/contemplate" about the process of thinking that had you do the conflicting "need" instead of follow the rules. Kind of a "what was I thinking?" process, for EACH of the major conflicts, at least. (See [The Role Of "Conflicting Needs" At The Same Time - Seeing, Adjusting, For A Life Of Greater Ease And Effectiveness.](#))

Anyway, though not short, that is my immediate, quick, off the top of my head, partial, response, for now. I'll think about it and review what I've done related to the Chimp Paradox... I'll be able to get to it later in the week, hopefully. It is a good topic for me to revisit, to construct something that may be more workable for us humans that are "not yet superhuman but must accept it"...

Great note/inquiry!

Until later,
Keith

On Oct 23, 2018, at 3:14 AM,

Keith,

I really don't know what to say. This is BEYOND kind of you. Thank you so much.

I have read through all the links and plan to do so again multiple times but it is EXACTLY what I was looking for. It's funny, I now realise looking back over the last two years that the **answers to getting me to live a truly wonderful life with virtually zero stress/anxiety are all there on your site**. It requires understanding how we operate but more importantly A LOT of hands on work.

I remember reading a lot of this back in 2016 and it was a bit overwhelming. I remember you telling me about journaling but it wasn't something that I pursued at that time. I also remember reading a lot of material about ways to reconstruct the entire "system".

Firstly I was running at a million miles a minute back then. [Vipassana](#) has really helped me to slow down and observe things at a much more measured pace. *Also I wanted to know everything back then in a day*. All this wonderful information about the reptilian and limbic areas of our brain that you call, dumb and dumber and the neo cortex that can intervene. The things you have described so wonderfully in the impulse control article.

What I didn't mention in my initial email is that I have a trading journal where I am quite systematic about journaling my trading setups. A suggestion I had read somewhere was to incorporate my "psychology journal" into my trading day by simply attaching it to the bottom of my trading journal. I have been doing that for the past week and the very moment something emotional/impulsive arises I make a note of it in various columns. [**Excellent!!**] So to give you an example of one journal entry from yesterday during my session:

Time: 11:15

Event & Emotion I am aware of: "Market ticking up against me whilst in a trade". Stomach knots up.

Normal coping mechanism: Normally I may close the trade out early for no reason - to remove the "discomfort" of loss?

Interruption: Visualised the "pain" in my end of week PnL from regularly closing trades unnecessarily early.

Substitution: Remained equanimous

[I used the above as a start for the formats to use.]

I have been doing this for the last week and it has helped tonnes but I reached out to you because I know I am only **touching the tip of the iceberg** and I **know that I need to dig a lot deeper into why this is happening**. Basically like you say "what was I thinking?". I now realise why you recommended journaling so much. Without journaling in the moment I have no way to go back at the weekend and reflect on each entry or "impulse" and work on it in the way you described here and in various parts of your site.

I love that you have said **the deep belief that ultimately drove this impulse/emotion sometimes won't rise to the consciousness**. So we have to kind of fake it till we make it, ie come up with something that makes sense in the causal chain. I had always wondered about this in the past cause I was trying to force myself to look back at my "childhood" or whatever the usual stereotypical stuff we hear about that drives our behaviours. But I have always struggled with many of my "impulses" to really figure out what memories stored in my limbic system were driving them. **[I think it is useful in terms of understanding how beliefs get formed, but a more rigorous understanding of how things work in the brain and belief systems is what is needed...]** When I work through my journal at the end of the week and do the work you suggested I will just try to think of something to fill that gap and replace it with a new belief that is more geared towards helping me achieve my goals.

I am also going to use the power pause in the "substitution" section to activate my neo cortex in the moment the impulse presents itself, to allow it to intervene. **[Super! It is a super method for improving life!]**

Even the stuff about conflicting needs you linked to is great. Really helps me understand why the short term need (to remove discomfort) may win over the long term need (to be profitable and let the statistics play out).

I still need to read over everything a few times and think exactly how I will incorporate it into my journaling and then I clearly need to do a lot of work reconstructing my neuronal pathways so it becomes habit for my mind use the new beliefs/interventions I am training it to execute.

A lot of work to do!

Can't thank you enough, I will get in touch over the coming weeks as I develop my journal and also do the additional work outside of journaling to go deeper as per your comments in the email.

Regards,

PL

24 October 2018 22:13

From: Keith Garrick

Sent: 24 October 2018 22:13

To:

Subject: The Chimp local....

I'm working on something for you, but meanwhile this is rather interesting:

<https://thetroop.chimpmanagement.com> particularly the 10pound/month troop program....

October 25, 2018 at 4:46:52 AM PDT

Begin forwarded message:

From: PL

Date: October 25, 2018 at 4:46:52 AM PDT

To: Keith Garrick

Subject: Re: The Chimp local....

Thanks Keith I did actually come across that a couple of days ago and thought I would revisit it when I finish the book. Thanks for the heads up great idea!

I am half way through the chimp paradox book. So far I think it is brilliant. It's almost like I am reading large sections of your website in a book :). It's given me loads of ideas of how to reprogram my "computer".

To be fair I think most of what is in the book is on your site I just hadn't got round to implementing it.

I can't remember exactly where I read this, I think in one of your posts and it's been super useful for me to think of **my limbic system as only being able to communicate in the "language of emotions"** ie. it can't speak and the cortex communicates in "words". That really helps me with differentiating who is in control "in the moment". It's definitely becoming very clear to me times

when this chimp (limbic) is in charge by thinking of it all in this way. Any emotion I feel (anger or whatever) is my chimp [**Primitive Mind**] simply making a suggestion to my cortex ("human"), kind of a warning that something isn't right - but that's just it's opinion of course based on pre programming. Underlying all of this is the "computer" with gremlins or "beliefs" which were programmed at some stage in the past. To change things I need to "replace those "gremlins" or beliefs. Reprogram the computer. Do the work you suggested.

[Although off the subject, this still applies: [The Lower Mind Associates But Does Not Reason - Heed This In Relationships](#)]

Whilst it has been helpful to think of it all in these abstract ways the book shows, to be fair it's all there on your site I just haven't been "ready" to implement the hard work to replace these beliefs. The book's lessons are basically exactly the same stuff you said in your email to me earlier this week.

It's all starting to slowly make sense now. Even though the brain is incredibly complex it can actually be broken down into this simplistic model and that is making "intervention" a lot easier. *Seems obvious now but wasn't so much when I began this work 2 years ago*, probably as I was trying to understand every single part of the body/brain and now I see that was not only unnecessary but also counterproductive! When I read in your posts that dumb ie the chimp was running my life I honestly never quite "got it" fully until now as to just what extent it was influencing "me"!

Look forward to speaking soon, seeing the material and ideas you are working on. Thanks again for all your help!

PL

WHAT TO DO NOW

I'd recommend that you reread (or scan in parts if it is appropriate) this piece, following the links to the pieces that will take you into further understanding, though I'd immediately start the practice of effectiveness journaling (considering taking it to the highest level of [Life Improvement Journaling](#)). .

Obviously, a key part of mastering emotions lies not only in learning how they work and how beliefs work but also in examining what isn't working and then correcting it. That requires the recording of the basic event (while you're still in the chimp brain or right after you've instituted the power pause) and then analysis when you are in your higher brain to determine what happened so that we can see what to correct - either beliefs and/or behaviors..

We can make considerable progress in just recording what is, or has been, happening, even if we have not completed our upfront learning. Even though the learning is not completed, this process leads to such good results that it appears to be complete enough. But I'd still recommend that you totally master the process of correcting your erroneous beliefs and installing your corrected beliefs

You'll have to adapt the basic (rough) formats that I set up, as you go, and as best works for you, for the situational analysis that I have sketched in and/or use the problem solving forms that are linked to from those analysis forms (and in the immediate references at that beginning of this piece).

You will likely not know what to do at times and/or you will "solve" a problem wrongly, so it would be beneficial if you ran some selected writeups of your analysis by others who might have the insight to see what might be improved.

As soon as you've implemented the more immediate items, then you'll want to do the long term (as soon as possible) [Fear Management Program](#), which includes, of course, revising all false beliefs related to threats and one's capabilities to handle life well enough.

OTHER RELEVANT PIECES

To become fearless, you need, obviously, to clean up your beliefs around fear.

And when you get the above right, you will be able to become [Fearless](#).

See [The Fear/Anxiety Management Program - Eliminating All The Waste From Misallowing Fear Into Our Lives](#)

May you prosper and create much happiness from your committed action in mastering your emotions!

[Keith D. Garrick](#)

[The Life Management Alliance](#)

(A not for profit, pay it forward, endeavor)