

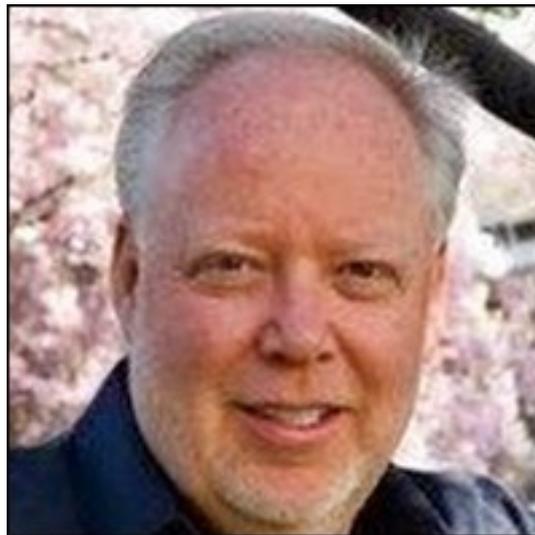
# Insights Into the Mindset of Super Traders

SAMPLE

## Chapter 1

### Lan Turner: Turning a Simple Trading Idea Into Millions

*“Many would-be traders are afraid to take the profession seriously. They dream of making huge riches, but they aren’t willing to put in the time and effort to make their dreams come true.” – Joe Ross*



Name: Lan Turner

Date of birth: 5 February 1964

Nationality: American

Website: [Lanturner.com](http://Lanturner.com)

#### **Career**

Lan Turner is a proficient public speaker, publisher and author. Being a professional trader in stocks, futures and Forex, he has more than two decades of experience in the financial industry. Lan is renowned for his seminars and trading ideas, having presented them in the US and other countries. He is the founder and CEO of Gecko. For many years, he taught finance at Utah State

University. He designed Track 'n Trade and Trade Miner in 1998. He is also the president of PitNews Press and editor-in-chief of PitNews Magazine.

## **Insights**

1. Success in other fields doesn't automatically translate to success in trading. Lan was successful as a distributor of computer hardware, and when he first invested his money in the markets, he made substantial gains. He thought he was good until he lost almost all the money. No matter your level of education or the kind of job you're doing, you still need to learn the art of trading because it's a different world entirely.
2. Gamblers lose their money right away or first gain money before they lose it all. When gamblers make money, they think they're good, just before the markets prove them wrong. Good traders may also lose money before they make money (or make money before they lose money) but they make gains and losses based on their trusted trading methods. In addition, the losses have minimal effects on their portfolios while the profits make their account grow; though not by leaps and bounds, but slowly and gradually.
3. When the going was tough, Lan didn't quit because he discovered he loved trading. You can't last long in the markets if you don't love trading with passion.

## **Insights Into the Mindset of Super Traders**

by Azeez Mustapha

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