



W. R. Booker & Co.

# The Miracle of Discipline.

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Discipline can get you pips.

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The information contained in this ebook is designed to teach you forex trading strategies so that you can make money. Alas, you'll probably lose money. We all do at first. Rob's not liable if, based upon the information you read here, you lose money, make money, turn into a woodchuck, possum, or other furry creature.



## Prologue

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Have you ever exited a trade at a loss, only to find that the trade would have been profitable only a little while later? Have you ever exited a losing trade, opened one in the opposite direction, and then lost twice?

I have. I used to make those mistakes and many others.

Have you ever not stayed in a trade long enough to get the full amount of profit from it?

Discipline is the answer. Disciplined traders succeed and undisciplined traders fail. It's really that easy.

This isn't an ebook about forex trading, though – at least not directly. It's really about how you can learn to acquire greater discipline in your life, which will make you a better trader (*much* better). In fact, I promise that this book will make you a better trader, as long as you're willing to give some of my advice a try. Once you've acquired greater discipline in your life, I've got a bunch of forex trading strategies that you can use (or you can find many, many others elsewhere). But none of those strategies are worth anything without discipline, because...



## The problem with most forex strategies is that they assume you already possess the discipline to implement them.

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I have read just about every forex strategy book out there – and hundreds of self-help books -- and all of them have impacted my life positively. I'm a better trader for having read them. However, for much of my life I struggled with a lack of discipline, and as long as I struggled with discipline, I was always *almost* successful at whatever I tried. So I was left with mountains of good advice and without the discipline to implement all of it consistently. After hundreds and hundreds of conversations with traders and successful people across the world, I realized that I wasn't alone, and for many people, a lack of discipline is standing in the way of both trading profits and the realization of their dreams.

I then knew that my successes and my failures could be traced to the presence – or absence – of one human quality: discipline.

**Having perfect discipline – not perfect strategy – was the key.**

This book is about how to achieve greatness. Not just in trading on the foreign exchange, although I hope that's what you achieve. Discipline, more than just a forex strategy, in fact, about the one way to achieve greatness. It's above



strategy. It's above tactics. I know that is a terribly presumptuous thing to say. I know you're thinking that I must be out of my mind. I promise you that I'm:

- a. Not lying to you.
- b. Have nothing to gain by lying to you.

I have freely distributed thousands of copies of this book in several editions, hoping that as many people will read it and comment on it. If I wanted to expose myself to ridicule, I could have done it in a much easier way by dropping my pants in the supermarket. I can't make any money from you unless you want to buy forex signals or advice from me, which doesn't cost you very much anyway. That said, I promise you that if you apply the principles in this book, you will achieve greater success in life.

I also want to let you know that I'm still working on disciplining myself. As I wrote this book, I was reminded of Robert Pirsig's insightful comment at the introduction of his book, Zen and the Art of Motorcycle Maintenance: that the book wasn't very accurate as far as fixing motorcycles was concerned, but the repairs to his bike were really just metaphors, anyway. I feel like I've written a book about discipline not because I was born with it, but rather because I've spent my life trying to compensate for my lack of it. My conversations with many others like me have made this journey not only fruitful but spiritually fulfilling.

Lastly, before you dive into this book, I want to encourage you to do a few things: write in the margins of this book. Take notes. Think this stuff through. Send copies to close friends and ask them to discuss it with you. I don't care how many times you copy this book and send it to friends as long as you don't change the writing *inside* of the margins or say that you wrote it. Think as many thoughts as you can on this subject. Then tell me what you've discovered.

Email me at: [rob@robbooker.com](mailto:rob@robbooker.com). I always answer every email that I receive.

Please let me know about your journey to become more disciplined.

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# 1

## DISCIPLINE IS THE GREAT SEPARATOR

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Discipline is what separates human accomplishment from human failure. It is what distinguishes bad from good. It is the Grand Canyon separating good from Great. Superior performance from mediocre accomplishment. A+ from C-. 10 pips up from 100 pips down. Discipline breathes life into every aspect of life; the lack of discipline sucks energy from all endeavors, characteristics, qualities, attributes, projects, goals, and people. Life can be led without discipline but it cannot be led well. This isn't something I believe because it sounds good. It's something I believe because I've lived **with** discipline and **without** discipline; I've



talked to hundreds (maybe thousands) of people who have done the same; in every case, the disciplined life was the happy life.

For a long time, I felt like a failure. I would try new trading strategies, new ways of thinking, new goals, new relationships – but I would never be satisfied. During this time of my life I **wanted** to improve. For every goal, I didn't lack desire. But things seemed to stall after a while. I lost interest in the goals, the commitments, plans, or relationships. By moving to the next project, I would re-energize myself temporarily.

Repeatedly, I'd set a goal (sometimes the same one) and then lose steam somewhere along the way. Or I'd begin a book and then fail to complete it. Or, I'd start a relationship and blow it because I wasn't disciplined enough to love unselfishly. Worst of all, I'd enter a trade, set my stops and limits, then completely forget about those stops and limits. I lost a lot of money that way. I was gambling with my trades, my relationships, and my life.

Inevitably, I'd start over, promise myself I wouldn't do the same thing again....

Life became for me a series of **next** followed by **next**. Most of the time, I didn't consciously move from one to the other; I usually skipped to the next project with the rationale that I had *finally found* what I was meant to do. With each *next*, I brought back the spark of life that I had missed. However, each *next* brought a smaller and less enduring amount of passion.

This process eventually became unbearable.

It became unbearable because I lacked the discipline to finish what I started.

Someone once said that the definition of insanity is doing the same thing over and over and expecting a different result. As far as I'm concerned, the person who said that was an idiot. Once I ate 14 scoops of ice cream in one sitting, but that didn't mean that I shouldn't eat ice cream any longer.<sup>1</sup> It is

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<sup>1</sup> This happened on the day I "graduated" from 7<sup>th</sup> grade. My friends and I walked to the ice cream parlor, where I really did eat the 14-scoop Volcano. This was a disciplined success that I still treasure to this day.



*perfectly* okay for you to set the same goal over and over, as long as it's the right goal for you and you care deeply about succeeding. My life is proof that you can try things more than once (like relationships) and expect success every time, regardless and in spite of past failures. The problem with the search for discipline is that most of us are afraid to keep trying the same thing over and over – we quit too quickly, and therefore we proclaim ourselves sane because we accepted the apparent futility of our actions. Well, discipline is all about not giving up, and trying the same (right) thing over and over until you get it right.

I really believe that you and I cannot be exceptionally happy without discipline, in the same way that we cannot be exceptionally organized, wealthy, persuasive, or intelligent. We can be mediocre at *anything* without discipline (I have proven this time and time again). We can get through life just fine. We can be loved. We can enjoy our work. We can have a pleasant family life. If mid-level jobs, mid-level wealth, and mid-level happiness are acceptable to us, then acquiring discipline might not be worth the effort.

But I suspect that you're reading this book (and I wrote it) because we're unsatisfied with mediocrity. You're the kind of person who feels like they want more out of life and you're willing to improve any way possible. As far as the rest of the people out there – those who don't care if they improve – well, they're in good company! The nightclub of mediocrity is a great place to meet people. The majority of all humans unconsciously – or consciously – choose mediocrity. For a long time, I was a part of that mediocre majority.

Think quickly: who is the greatest person you have ever known? You can't answer that question and tell me that the person was mediocre. I'm not saying that the person was famous, or that the person didn't have any problems. I'm saying that you are impressed by that person because they were *more than ordinary*.

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It led to severe intestinal problems, but I always remind myself that every great accomplishment has its price.



And, more importantly, this person was extraordinary because they were – consciously or not – a disciplined person.

When I think of one of the greatest people I've known, I think of my aunt. She never played professional sports, ran a company, or appeared on television. She wasn't famous or rich. She was a psychotherapist in New York City. So, if she lacked fame and fortune, what made her great?

My aunt wrote her PhD dissertation on successful techniques of providing counseling to people with full-blown AIDS. These people had years to live (at most) and months to live (at worst). She counseled with these people. She helped them work through some of life's most painful issues: regret, sorrow, physical pain, and death. Most of her patients died before she completed her dissertation. I can't imagine the discipline that it required for her to finish this labor of love even as her patients passed away.

Without expectation of reward, she served these people selflessly and without judging them.

Here's an exercise for you:

Quick: think of that great person again. A person who has influenced your life for the better. Write in the blanks below why that person affected your life. Say more about that person:

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Now that you've taken the time to think about this person's story, ask yourself a question: How many influential people, like the one above, do you know? Probably only one or two. Or very few. When I just wrote this question, I instantly thought of my aunt again, who worked with over 200 dying people in the late 1980's, comforting them, counseling them, without compensation. I have known very few people as unselfish as she.

She could have completed a dissertation of lesser importance. One that perhaps required fewer sorrowing experiences. But she made a choice to do something that her heart told her to do, and she disciplined herself to complete the research.

By refusing to accept the status quo, my aunt forever claimed a place in her nephew's life, and in the lives of those she served. Likewise, if **you** choose to reject mediocrity and settle only for superior performance from yourself, then you are putting yourself on the fringes of society. You are willing to do what your heart tells **you** to do, despite obstacles, sorrow, fear, distraction – all those things that would prevent us from succeeding. In a sense, you are willing to stand alone. Near the end of her research, as my aunt cried (and typed a bit of her dissertation), and then cried some more, she felt as alone as she had ever felt ... nearly every patient she had treated was dead.

To summarize, here's the paradox: Even though discipline is the great separator – and sets us apart from those who accept mediocrity, you'll also find that as you follow your heart with discipline, others will be attracted to you. You will influence the lives of others for good. You will be an example to those around you of the fact that all of us, no matter what, have a calling, and that you have the power to succeed.



# *The rest of the story...*

The Miracle of Discipline is a 74-page ebook that can help you acquire the discipline you need to reach your goals. The exercises and stories in the book are designed to help you not only become a much better forex trader, but to become more successful in every area of your life.

If you're interested in reading the rest of the Miracle of Discipline, subscribe to the W. R. Booker & Co. signals service. The service includes:

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