

# Fierce

# 10

The 10 week high performance trading mindset program.  
Made for Traders.

## Module 6 – The Power of LANGUAGE

### QUESTIONS ARE THE ANSWER

The quality of the questions we ask ourselves determines the quality of our results. If we want to change our results, then let's change our questions.

When we face challenges, we are going to ask ourselves different questions. These questions will impact and shape how we experience the challenge, and what we are willing to think, feel and do.

#### WHEN CHALLENGED, ASK YOURSELF...

- o What do I do?
- o What could I do?
- o What is the gift in this?
- o What do I control and influence?
- o What is the pattern here that has created this?
- o How is this useful?
- o Who can help me?
- o Can I help myself?
- o How can I help myself?
- o Has this happened before (or something similar)?
- o What's missing that attracts this?
- o What do I need to let go of to let go of this challenge?
- o Is this a safe or a risky problem?
- o What can I learn from this to help others?

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## RESULTS – WHEN LOOKING INTO RESULTS, ASK YOURSELF...

- o What are my choices, here?
- o What do I control and influence?
- o What can I do to move me forward, here?
- o Is doing this helping me become who I want to be?
- o Am I growing, or simply achieving?
- o What is great about this?
- o What is not so great about this?
- o Is this luck?
- o What can I learn from this to help others?

## CORE PURPOSE

### OUR CORE PURPOSE QUESTIONS...

We are driven by a Core Purpose Question... a question which is inside us and impacts us in ways we don't always realise.

Here are a couple of examples...

- o Why me?
- o When will I finally get it?
- o Why does this always happen to me?
- o What's wrong with me?
- o How do I stay safe?
- o How can I get what I want?
- o What's wrong with everyone?
- o Why?

What is your core question, the one you ask yourself over and over again?

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The more high-quality our Core Purpose Question, the more high-quality our decisions and actions will become. For example:

- o Where's the gift in this?
- o How can I take this to another level?
- o What would love do?
- o What patterns can I see in my choices which lead to this outcome?
- o How can I take more responsibility for my emotions, my decisions and my actions?
- o How can I improve by 1%?
- o What do I feel right now? What would be the feeling that is a little bit / 1% better? How can I make myself feel better by 1%?

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## VOCABULARY MASTERY

Language impacts our experience and can shape our experience. Language can become the experience!

If we describe a trading event a certain way, haven't we just created the event to be as we view it? What if someone else describes the same trading event differently?

The more we can remove labels, judgement and 'right and wrong' from our vocabulary, the more empowering we can make our experiences.

Here are some examples of how we can shape our language to shape our experiences...experience the challenge, and what we are willing to think, feel and do.

### Disempowering Language

I can't...  
Why me?  
What does it matter?  
They are wrong...  
I hate...  
Destroyed...  
Humiliated...  
Confused...  
You make me feel...  
You made me do...  
You're wrong...  
This is right...  
Upset...  
I feel anxious...  
I can't...  
I'm afraid...  
  
There isn't enough time...  
  
Resent...  
Terrible...  
Uncertain...  
I don't have what I need...  
That's bad...

### Empowering Language

**I choose...**  
**How can I...?**  
**How can I show my care?**  
**We have a difference in views...**  
**I prefer...**  
**Setback...**  
**Uncomfortable...**  
**Open to learning...**  
**I choose to feel...**  
**I choose to...**  
**Let's discuss...**  
**I have an idea...**  
**Bothered...**  
**I feel a sense of anticipation...**  
**I must...**  
**I own my choices and I'm making a better one...**  
**I have all the time for what matters...**  
**Curious that this bothers me...**  
**Different...**  
**Unfamiliar...**  
**I'm clear on what I need...**  
**That's interesting...**