

***“The membership has helped me develop a trade plan that works for me, as a result I am now a full time trader. The coaches have helped me see trading in a different way.”***

***Cindy Ryland***

## MEMBERS SUCCESS STORIES

***By Patrick Salimi***

*We caught up with Cindy in Toronto, Ontario. Cindy has been a member of OPTIONSOURCE.NET and EMINISOURCE.COM for three years. Cindy considers herself retired and she trades full time from her beautiful new river-front home. Her story is a road map for anyone looking make trading a full time career.*



### ***Cindy, what is your professional background?***

I hold an Engineering degree and was fortunate to work with some of the top corporations in the world across multiple industries such as oil & gas, telecommunications and IT. I also gained great insights and many skills by spending time in a number of different positions ranging from onsite Field Engineer, to Sales Engineer and Account Executive, Business Architect, Director of Business Operations and AVP Strategy. And I have added to the skills gained through my corporate experiences as a small business owner for the past 13 years.

### ***What motivated you to learn to trade?***

I remember in about 2002 when friends were talking about “Freedom 55”, jokingly stating that I was going to be “Free by 40”. I had no idea what freedom meant at the time, but it became my mantra. By 2007 I found myself on top of my industry working at the strategy level, writing articles, doing professional

speaking and making a comfortable six figure income, but I found I wasn’t having fun anymore so I decided to make a change. I had invested my entire working life and was doing well, but thought “if I’m really going to be free by 40, I need some professional help” so I got involved with a financial advisor and when I told them that I had quit my job and was figuring out what I wanted to do next, they asked if I would work with them to evolve their business. This experience gave me a view into the financial world that I had not had before and I was both shocked and intrigued by what I learned. I found that my beliefs didn’t really align well with a business model where people still got paid virtually the same even when the portfolios they were managing declined like during the downturn we saw in 2008. And I found that I had an intense interest in trading, so I decided that I needed to take back the control of being “Free by 40” and be my own advisor.

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### *How did you get introduced to OPTIONSOURCE.NET?*

Having an insatiable love for learning and now a passion to learn how to trade for myself, I took a course focused on options that introduced me to the concepts and got me even more intrigued with the journey of becoming a trader. I realized quickly though that it seemed very few of the people really "made it" to the level of being a successful trader. We hear numbers that 90 percent of people fail and only 10 percent succeed which only made me determined to become part of that 10 percent. I think I spent over twenty thousand dollars with that company learning how to trade options but never actually ever making money trading. Even with this, I was still strongly committed to making it into the 10 percent, and had blown up an account or two when my neighbour introduced me to LEARNTOTRADEGLOBAL.COM. Given my experience he practically had to drag me out there, but within just a few hours, I knew I wanted to be connected with them.

### *What has the membership done for you?*

The membership introduced me to different styles and strategies which enabled me to achieve my goal of becoming a full time trader much faster than I could have without it. Using their newsletters and alerts has enabled me to use conservative option strategies to achieve 10 – 15% per year returns and I love that I don't have to go through the 1000's of stocks to figure it out. They do the work and I implement the recommenda-

tion which enables me to put all of my focus on becoming a better trader. I use the tutorials to keep me focused and clear. And when I have questions I love that they are always there to answer them and spend the time to ensure I not only get the answers, but that I understand them. The best part for me is the actionable trade ideas supported by timely live webinars and trading. Or, to put it much more succinctly, the membership enabled me to achieve my goal of being "Free by 40" early!

### *What challenges did you face when you got started?*

A big challenge was finding mentoring that could keep up with me, someone that would push me out of my comfort zone, support me when I explored alternate styles and strategies, and pull me back when I started spinning out there a bit. The membership has provided all of that and more as it truly provides a community of like-minded people in all stages of their trading journey to draw experience from. But the biggest challenge for me is the psychological shift I needed to make, the realization that I don't have to be right and I don't have to know what is going to happen in order to trade well.

### *How did the membership help you overcome the challenges?*

The coaches helped me develop a trade plan that suited my style and works for me. Most importantly they helped me realize that it is NOT about copying their style, it is about finding myself a system that works for me.

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A big part of that system and the plan is to develop and implement the emotional and psychological capital needed to trade successfully.

## *What is your next step with the membership?*

Renew it of course. This is more than a "subscription", it is a community, a family, providing support when I need it and standing by cheering me on when I'm putting what I've learned into practise.

I will continue to listen to every webinar and to take and retake all of the courses offered because I believe that becoming a successful trader is a continuous learning journey. That is what I love about trading and about LEARNTOTRADEGLOBAL.COM

## *What are your goals?*

When I realized that I had accomplished my goal of being free by 40 early, I knew I needed another "BIG HAIRY AUDACIOUS GOAL" to work towards, so I have set my sights on being a multi-millionaire (sometimes I even throw in multi-multi-millionaire) within the next 5 years with my trading business.

To achieve that, I focus every day on one single goal ... to be a consistently successful trader. To me, consistency is everything and staying focused on that will ensure that my BHAG is met.

## *What is the best thing about trading full time?*

One word ... FREEDOM! I didn't truly know what I meant by "Free by 40", but now I do. It is the ability to do what I am absolutely passionate about, to do it when I want to, from wherever I want to. I remember when I was looking to buy my new home. I only had one question for the real estate agent, "does it have high speed internet". I now live on about an acre lot with 200 feet of waterfront and my time is my own. Another great benefit is that trading has forced me to really get to know myself. The journey of becoming a successful trader is like the ultimate mirror being held up for you to learn about who you really are.

## *What is your advice for beginners?*

Take the courses offered by LEARNTOTRADEGLOBAL.COM, OPTIONSOURCE.NET and EMINISOURCE.COM. Use what you learn and the support they give to find your style. Write your trade plan and commit to becoming better every day. I still take all the courses and attend everything I can get my hands on. Yes it takes work, but the reward is worth it.

## *What is your trading style?*

I love trading futures and focus on the emini's. I use stock and option strategies in my registered accounts and swing trades on the forex market but most importantly I do not fight the market. The first time I took the Masters course, the coaches taught me not to fight the trend. I remember writing in

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-my notes, and now it is in my trade plan to "assume all consolidation patterns are continuation of the trend until proven otherwise". That one piece of advice made a significant impact on my trading and I found that when I listened to the market and went with what it was telling me, trading became easier.

### *Would you like to share anything else?*

Only that trading really is simple, but it is NOT easy. Unfortunately trading gets portrayed as a business where EVERYONE wins and that is just not true. You hear, buy this system, open an account with some small amount of funds and make big money. What you never hear about is all the hard work it takes to get you to become consistently

profitable. You need to get into the right mindset and you need to stay there.

If you are willing to put in that effort, there is truly nothing that will reward you like trading can.

***Cindy can be heard live moderating the EMINISOURCE.COM live trade room.***

**Below left:** Cindy's water front home in Ontario, Canada.

**Below right:** Cindy on one of her vacations.



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