

# **The Super Trader Program**

**July 2016 – June 2017**

The mission of The Super Trader Program is to totally transform both your trading and your life for the better. To accomplish this mission, you must be prepared to invest in yourself in many ways. While investing in your trading education is a big step financially, we are confident that your returns will be huge when you commit to investing your time & best effort, and approach the program with an intense desire to transform into the best version of yourself. This is a process you will engage in over the next few years, and does require careful consideration.

Regardless of your previous trading experience, students will work with Dr. Tharp to define specific objectives to meet during the program and create a customized curriculum to help them reach those objectives. This program is unique because each student comes from a different history, and also have different trading goals. Students will be complete Dr. Tharp's Super Trader lessons, attend regular workshops, and send weekly reports to Dr. Tharp describing their progress. He will also help guide you to solve all the issues that hold you back in your trading life - many students realize that these same issues are mirrored in their personal lives as well. They are what keep you from being happy for no reason at all.

During the first phase of the program, students will work on primarily psychologically-based issues. The second phase students transition from psychological transformation into creating their dream life, and how it will fit into their trading life. Starting in July 2016, a new third level of the program will be added to enhance students' experience. If this sounds like a plan to bring into focus all that you may need and desire to move forward in your trading, read on to learn more.

## **The Core of the Super Trader Program**

The primary mission of the Van Tharp Institute (VTI) is to help people transform, which we accomplish through the trading metaphor. The Super Trader Program is the most comprehensive and effective way to achieve our mission — and we are able to accept a limited number of qualified, motivated students into this program each year. Super Trader is so much more than just figuring out how to trade more profitably. In fact, most students in our Super Trader program say that their personal transformations were just as important, if not more so, than the trading/financial improvement they saw as a result of their perseverance throughout the program. We are honored to be such an important part of their transformational journeys, and that we can support their trading goals in this way.

The program itself is designed around the core elements that must be mastered in order to trade at the highest levels. As Dr. Tharp's research has proven, transforming the self, treating your trading as a business, and developing trading systems that fit you all work together to ensure success.

No matter what market you choose, or what system you are using - trading is 100% psychological. Your beliefs, mental states, and mental strategies all inform the outcome of your time in the markets. For example, at the most basic level, the task of executing a trade involves the following mental strategy:

- 1) Seeing the signal that requires you to enter
- 2) Recognizing that signal is your entry signal
- 3) Feeling good about it, and then...
- 4) Acting on it by opening a position.

If you were to change that sequence of mental events just a little, even by hesitating a little by asking yourself what could go wrong, then it is likely that you would imagine something going wrong, not feel good as a result, and then be unable to take action at the appropriate time. Notice that even the action phase of trading is psychological. Because trading is entirely psychological, any unresolved psychological issues will show up in aspects of your trading. Psychological issues are revealed in peoples' personal life as well, but the markets are an especially expensive place to learn about these shortfalls. Out of the entire program, the psychological phase typically takes the longest time to complete.

During his 30+ years of experience as a trading coach, Dr. Tharp has also found that successful traders treat trading like a business, as opposed to a hobby – as many traders tend to do. When you view your trading as a business, it allows you to cultivate discipline, structure, and a professional approach that fosters consistent and profitable trading. Most people who want to run a successful business know that they need a thorough business plan – and trading is no exception. A business plan acts as a guide for everything involved with that business, and this applies equally if not more to a trading business. The second phase of the Super Trader program starts to bring into focus students desires for their dream life, and integrating this with a business plan allows for intense focus and direction.

Finally, traders must use positive expectancy systems that fit them well and the appropriate market types, in order to be successful at trading. In order to achieve this facet of the program, a trader must:

- Possess a thorough understanding of the parts of a trading system,
- The systems development process,
- What kind of systems truly do fit them, and
- And how different systems work in different market types.

To graduate from the program, students must demonstrate knowledge, and also the application of that knowledge, in the markets as evidenced by live trading results.

## The Five Steps of the Program

Dr. Tharp has taken the core elements for successful trading and developed a five-step process for the Super Trader Program, addressed in each of the segments of the Super Trader Program. The program is divided into Super Trader I, II, and III as of July 2016. To graduate the program, you must complete all five components to Dr. Tharp's satisfaction.

- Super Trader I – Step 1 and 2
- Super Trader II – Step 3
- Super Trader III - Steps 4 and 5

Step 1 - Requires students to have a thorough understanding of Tharp Think principles of trading. This includes the information contained in Super Trader and Trade Your Way to Financial Freedom. Students must also learn the Tharp Concepts and know all of the terms in our glossary—both of which can be found on our web site: [www.vantharp.com](http://www.vantharp.com). In addition to these basic tenets, students will become proficient in the basics of position sizing™ strategies by playing the Position Sizing Game, completing the Position Sizing e-Learning Course, and passing the self-test in the Definitive Guide to Position Sizing Strategies. One of the first lessons of the program involves installing these beliefs into your neurology so they become second nature to you. However, before students accomplish this, they must thoroughly understand the concepts in order to make sure that they fit them.

Step 2 - Focuses on a student's personal psychology. In order to apply for the Super Trader program, a student must have already attended Peak Performance 101 Workshop (or Oneness Awakening Course), and students can immediately begin the Peak Performance Home Study Course, if they have not done so already. Dr. Tharp has structured a set of twenty one Super Trader lessons to take you beyond the Peak Performance Home Study Course and help students explore their psychology more thoroughly.

During this step of the program, students will attend other psychological workshops in the Peak Performance series: Peak 202, Peak 203 - The Happiness Workshop, Peak 204 – Modeling Great Trading Through Mental Strategies, Trading Genius, Infinite Wealth and the Oneness Awakening Workshop. The next step is to complete Libby Adams' 28-day course.

When students have completed the twenty one psychological lessons to Dr. Tharp's approval, and can document five major issues that have changed for them through the program, a major facet of the psychological portion of their trading transformation will be complete. Does this mean that they will only have five transformations in their life? No, of course not! But, once students have documented five, students should be able to recognize future psychological issues as they come up, and handle them with the skills they have learned in the first part of their journey. Certainly other things are expected to come up as students cross over into the technical learnings in Super Trader II.

Step 3 - Students work on creating their dream life, and integrating it with a business handbook created for their trading business. The Blueprint for Trading Success Workshop provides a basic template for students to follow. We used to require a traditional business plan of students, but we were delighted when some Super Trader students started presenting their business plans in very personal and creative ways. We could see how much they actually enjoyed reading and completing their plans, because they were rich with their dreams and plans for the future. This new business handbook format is now a requirement – students should complete this within the parameters requested, but in a way that is meaningful to *them*.

Step 4 - This step allows you get a full understanding of the key factors in system design. The How to Develop a Winning Trading System that Fits You Home Study Course and the corresponding in-person workshop, as well as our more advanced strategy workshops, help you create at least three systems that fit your beliefs, meet your criteria for trading them, fit different market types, and are non-correlated. Before you can begin to trade these systems with full position sizes, you need to know or estimate the SQN<sup>®</sup> score of each system in each market type before Dr. Tharp approves you trading each system.

Step 5 - Teaches students how to manage your trading mistakes. Once students start tracking their mistakes and determine the R-multiple value of each one they make, they quickly learn how not to repeat those mistakes so they can meet their one-year trading objectives. Once a student has demonstrated proficiency at trading at a high efficiency level (at least 95% in three systems) for a sustained period (more than 100 trades), they are able graduate from the program.

To be considered a Super Trader graduate, students must complete all five steps. In the past, this process may have taken up to six years to complete, depending on a trader's background, commitment level, and how much time each person allocated to their Super Trader studies. We have made some changes to the program that will allow students to work at what we believe to be a much more rapid pace, with some additional guidance at the onset of the program that should remove some additional psychological hurdles and provide students with increasingly difficult lessons as they progress through the program. It is our hope that most students will now be able to complete the bulk of their work within three years, with additional time being available to students that wish to take longer. Students really have quite a bit of freedom in this self-paced program – how quickly students move through the lessons depends upon the amount of commitment you are willing to give to your trading education. We will still allow for traders to take up to six years to complete the program, with the understanding that additional tuition will be due after the first three years of the program.

# Super Trader I

## Criteria for Admittance

- Attendance at Peak Performance 101 and/or the Oneness Awakening Course (within the past 12 months), during which Dr. Tharp can gain a sense of a candidate's personal responsibility, awareness, and desire to work on the most important factor in their trading - themselves.
- Submission of an application and waiver, including a personal statement of commitment.
- Completion of the book *Trading Beyond the Matrix: The Red Pill for Traders and Investors*. We request that you read the Matrix book because it will help you understand the scope of what you are getting into when you enroll in the program.
- Proof that the program makes financial sense for you. Paying the tuition for the program should not result in feelings of insecurity about your finances, or inability to realize an attractive return on your Super Trader financial investment.
- The Van Tharp Institute's approval.
- Receipt of an initial payment.
- Optional – Completing a probation period (more below on this topic).

## Objectives of Super Trader I:

- Complete twenty psychological lessons to Dr. Tharp's satisfaction.
- Document five major life transformations.

## What You Will Receive in Super Trader I

- All Van Tharp Institute products already on the market, plus any new products developed by VTI during your Super Trader I period. \*\*Excludes: Super Trader II materials, products from outside vendors, certain "special" Oneness Awakening events.
- Twenty-one Super Trader psychological lessons. You will receive Lesson 1 in your introductory letter, and you will access the balance of the lessons in our online collaboration portal.
- Dr. Tharp's personal consulting and coaching time: monitoring your timeline, weekly progress reports, and your Super Trader lessons.
- Workshops:
  - Peak Performance 101—unlimited attendance
  - Peak Performance 202 and 203— unlimited attendance, with seat preference given to Super Traders who have not yet attended this course.
  - Peak Performance 204, Mental Strategies.
  - Infinite Wealth Workshop -- unlimited attendance
  - Trading Genius Workshop -- to be offered in 2017
  - Oneness Awakening Course — unlimited attendance
  - Blueprint and Systems Development—unlimited attendance
  - The annual Super Trader Summit, plus access to previous years' Super Trader Summit video recordings.
  - The Super Trader Awakening Turbocharge – A custom 3-day Oneness course developed by Van and offered as part of the Super Trader Summit. May involve tuition if guest instructors are invited to speak.
  - Tharp Think (via video recording)
- Libby Adams' 28-day Transformation Course which includes her one-on-one instruction and coaching.
- Access to the Super Trader online collaboration database (after any probation period).

## **A Note on Trading Workshops in Super Trader I**

Students are discouraged from attending technical workshops during this phase, though you are allowed to do so. If students in Super Trader I choose to attend a technical workshop, they may pay discounted tuition of \$2,000 per workshop, which is refundable up until 14 days prior to the commencement of the workshop in question. If the student cancels their attendance at a technical workshop less than 14 days from the event, their payment will not be refunded. Payments made with the intent to come to any technical workshops are outside of the program structure and no credits will be held over for later use to apply toward future tuition due, if any.

## **Optional Probation Period**

A probation period will only be used at Dr. Tharp's discretion or at the discretion of the candidate (ie., probation is your chance to get a trial period in the Super Trader program to see if it is right for you). If requested, the probation period will cost \$10,000 which will be fully credited to the cost of your tuition. Anyone on probation will receive all of the VTI products provided to Super Traders but the candidate will be unable to attend any workshops without paying for them separately. Likewise, attending the ST Summit is not permitted until a student is fully enrolled in the Super Trader program.

For those who have confidence in the program, yet feel a certain trepidation for beginning such a monumental series of tasks, designed to bring you into alignment with your best version of yourself through our trading education program, an optional probation period is available to help you determine if you can offer the kind of commitment and dedication to continue with the program before you have to make your first full payment. Dr. Tharp originally decided offer the probation option at the end of 2013 because he thought perhaps it could weed out students that were truly not committed to the process, and would ultimately improve the graduation rate. Our company mission, however, is transformation (not graduation) and when reviewing any individual that has participated in the program, it is apparent that the program has had a dramatic effect on their lives. This is true even for the people who have taken six months or more to work through the first lesson of the program.

Candidates on probation will complete Lesson 1, and will also send weekly reports. The amount of time required to complete Lesson 1 varies greatly among individuals, so it's difficult to predict how long this will take, but taking from six weeks to a few months would be reasonable. Candidates choosing this option will work at their own pace and by the time you complete this lesson, it should be clear whether or not the program is a good fit for you. If, for example, you find you just cannot get yourself to work through lesson one, or fail quite often to keep Dr. Tharp updated on a weekly basis, then the program is probably not a good fit for you right now. This is just one example of why this option may be a good fit for a few students – It would be in your best interests to expose this sort of shortfall before you had to commit the full tuition, and possibly even worse - become frustrated at your lack of progress.

## **Super Trader Program Costs – Payment Options**

Through July 31, 2016 - \$50,250

From August 1, 2016 - \$52,500

Super Trader Payment Option 1: Join The Program Directly

- A first payment of \$35,000 (\$37,250 after August 1st) is due prior to starting the program.
- A second payment of \$15,250 will be due 6 months after starting the program.

These tuition payments cover a continuous three-year period in which to complete the program. The exact tuition

due will vary based on credits you are eligible to receive, as a result of previous purchases and workshops attended. Currently, you may receive 100% credit for purchases and workshops attended within three calendar months of your proposed start date, which is typically assigned to the first of the month. Purchases outside of this timeframe will be credited at 50%, up to 10 years prior to your proposed start date.

There will be no tuition due upon entering Super Trader II, provided that you have at least 12 months remaining on the initial 3-year tuition period. If you have less than 12 months remaining, then tuition will be assessed in one year increments, for up to three consecutive years. If you enroll in the program before August 1<sup>st</sup>, 2016, your tuition for an additional year (if due) will be \$16,750. If you enroll in the program on or after August 1<sup>st</sup>, 2016, the tuition will be \$17,500 for an additional year. If you enroll in the program after July 1<sup>st</sup>, 2017, the tuition will be \$20,000 for an additional year. If it is required for you to extend your program to complete any portion, the tuition will be calculated at the yearly rate that was in effect at the time of your initial acceptance.

If you finish both Super Trader I and Super Trader II, and you still have at least 12 months remaining on the initial 3-year period, then there also will be no tuition due for Super Trader III. Again, if you have less than 12 months remaining you will be assessed tuition as described above for an additional year.

At the end of Super Trader III, you will not be required to pay additional tuition as long as you have met all previous requirements, and each of the three systems have been approved by Dr. Tharp. All students will likely have additional work they need to complete for graduation, that may continue after the initial three-year period. For example, one of your systems may be designed to work in a long term capacity – in this scenario, it could take some time for this system to produce trade results. Graduation will occur in the future, but it's not necessary to pay tuition while the action of your system is happening. However, once your tuition timeframe has come to a close, you will not be able to attend workshops or other VTI programs as you had while actively studying within your program. There are certain instances where special arrangements can be made in this regard, at the discretion of Dr. Tharp.

#### Super Trader Payment Option 2: **Enter on a Probationary Basis**

Students can elect to enter the program in this manner, or Dr. Tharp may request that a candidate enter with probationary status.

- \$10,000 non-refundable payment to begin a **probation period** - 100% credit given toward full program.

The remaining amount due for the Super Trader program will be payable in two installments as before:

Through July 31, 2016 - \$40,250 (\$52,500 minus \$10,000)

From August 1, 2016 - \$42,500 (\$52,500 minus \$10,000)

- An initial payment of \$25,000 (\$27,250 after August 1<sup>st</sup>) due at the end of completion of the probation period, and prior to starting the Super Trader program.
- The second payment of \$15,250 will follow six months after entering the full program.

Again, tuition will vary depending on credits available to each student, as calculated from previous purchases. The rest of charges described in option 1 will still apply should you take longer than three years to complete the program from the time that you began the probation period.

#### **Super Trader Program Extensions**

On very rare occasions, some students have not put forth the effort it takes to achieve real results and see quantifiable progress on their lessons. In the unlikely event that a student remains in Super Trader I throughout the

three year tuition period, options available to them will depend on what they have accomplished to date.

- If a student has finished five or fewer lessons, they will not be offered an extension to complete the rest of the lessons, and by extension, will be unable to move on to Super Trader II.
- If a student has finished five lessons to Van's satisfaction, and they hold a desire to continue in the program, Van may approve an extension on a year-by-year basis, for up to three years. Tuition will be assessed based upon the yearly rate at the time the student entered the program (\$17,500 effective August 1st 2016.) After making that payment, you will be "charged" \$1,500 per month until you finish Super Trader I. If you finish in less than ten months, than any money "leftover" from your extension payment will be credited toward your Super Trader II cost.

## Super Trader II

### Criteria for Admittance

- Completion of Super Trader I
- Proof of commitment based on results from Super Trader I. For example, if someone had intended to work full-time on Super Trader I (was not employed) and they took more than three full years to complete the phase, this would be a sign of lack of commitment. Such a person may not be admitted into Super Trader II.
- The Van Tharp Institute's approval.
- Receipt of payment for any tuition due.

### Objectives

- Ongoing work on psychological work
- Completion of a personal business handbook, approved by Dr. Tharp.

### What You Will Receive In Super Trader II

- Any new products developed and released by the Van Tharp Institute during your Super Trader II period (Outside vendors excluded).
- Access to all VTI workshops— including both technical and psychological workshops (Peak Performance 202 workshop on a seating available basis.)
- From Dr. Tharp –
  - Continued monitoring of your timeline and weekly progress reports.
  - Coaching, reviewing and approving of your integration of your dream life with the development of your business handbook.
- Access at our facilities to recordings of VTI technical workshops – nearly all of which have been recorded.
- Access to the Super Trader online collaboration database including Super Trader II only resources.

Completion requirements for ST2 will be the completion of all the lessons and acceptance of your trading business handbook.

# New! Super Trader III

Dr. Tharp has restructured the program to now include a third level.

This section of the program offers another year to flesh out and develop your systems. It will include support for you to accomplish all of the following:

- Be able to understand market type well enough to develop your own systems for each market type. We plan to have course for both trading in Bear Market and Sideways markets by the end of 2017.
- Decide on three different systems that you intend to trade. When you choose these systems, you will thoroughly understand:
  - The logic behind them
  - How they will work in different market types
  - Whether they fit you
  - Why they work, and
  - When you would know that they have stopped working.
- If you aren't trading good systems yet, we have a Super Trader Playbook with 93 trading systems in it. These systems have been presented at prior workshops no longer taught at VTI, have come from current workshops, or are systems developed by Super Traders, etc.
- *Only Super Traders have access to this playbook.*
- You will have the opportunity to improve upon three of the systems from the playbook, with the purpose of improving each of them.
- Understand the systems given in Dr. Ken Long's workshops, Gabriel Grammatidis' workshops, and the Bear Market workshop. If you pick those systems, realize that Van is not an expert in those systems but the people who teach them are. Ken's systems require that you be a systems thinker and Gabriel's systems require you to master his pattern recognition.
- Understand the online courses in systems and talk to Van (and others) about the limitations.

As mentioned earlier, if you have 12 months or more remaining from your original three years tuition, then Super Trader III does not have any further tuition due. If there is less than 12 months remaining upon completion of Super Trader II, then the student must pay tuition for the upcoming year prior to entering the next phase. However, once a student's systems have been approved, there is no additional charge for the time it might take to graduate. We expect that virtually everyone should be able to complete the Super Trader III system approval requirements within the allotted year.

The purpose of Super Trader III is to become a Van Tharp Institute Super Trader Graduate. Once you have your systems approved, then you will have unlimited time to graduate. To become a graduate, students will have successfully completed Super Trader I, Super Trader II, then completed Super Trader III requirements including executing 100 trades profitably and at 95% efficiency with at least a 10% contribution to the 100 trades coming from each of the approved three systems. Most people have no idea of the power of having three non-correlated systems with good SQN® scores that work in different market types, and that they can trade at 95% efficiency or better.

## Criteria for Admittance to Super Trader III

- Completion of Super Trader II
- Attendance of at least one How to Develop A Winning Trading System That Fits You workshop, and therefore a thorough understanding of the basics of how to develop good systems for each of the 6 market types.
- Attendance at several technical workshops, such as Day Trading or Trading in a Bear Market and Down Markets.
- The Van Tharp Institute's approval.
- Receipt of payment for any tuition due.



## Objectives

- Development of three systems that work in a particular market type – approved by Dr. Tharp.
- Evidence of knowledge and understanding of position sizing™ strategies.  
100 trades completed at 95% or better efficiency. These 100 trades must include at least 10 trades from each of three approved systems, and must include consecutive trades during your defined trading period. Students are not allowed to “cherry-pick” 100 trades out of a larger number of trades.

## What You Will Receive In Super Trader III

- Any new products developed and released by the Van Tharp Institute during your Super Trader III period (Outside vendors excluded.)
- Access to all VTI workshops— including both technical and psychological workshops (Peak Performance 202 workshop on a seating available basis.)
- From Dr. Tharp –
  - Continued monitoring of your timeline and weekly progress reports.
  - Coaching, reviewing and approving of your business handbook and your trading systems.
  - Monitoring of your trading performance.
- Access at our facilities to recordings of VTI technical workshops – nearly all of which have been recorded.
- Access to the Super Trader online collaboration database including Super Trader II only resources.

## Super Trader III Program Cost

If you complete the full program in three years there is no additional cost for Super Trader III. If a student has used most of their three years completing Super Trader I and II, then the tuition for Super Trader III will be assessed at the yearly rate at the time they enrolled – for example, the cost would be \$16,750 for students enrolling in the program prior to July 31st 2016, if and only if they had less than 12 months remaining on their original time prior to entering Super Trader III.

Note – We expect 4-5 slots to become available for new students to enter the program by the end of 2016. We also anticipate having an additional seven new Super Trader program slots available through July 2017. If you believe that joining the Super Trader program is just the right opportunity for you to take your trading to the next level, and would like to secure a place on the waiting list for 2016, we welcome you to apply to the program! If approved, a \$5,000 deposit will be requested to hold a date slot for starting the program. While you are on the waiting list, students are encouraged to work through Super Trader Lesson 1.

Thank you for your interest in the Super Trader Program. If you have additional questions, we are ready to help. You can contact us by phone (919-466-0043) or by email ([rebecca@vantharp.com](mailto:rebecca@vantharp.com)).