



Diary of a Professional Commodity Trader: Lessons from 21 Weeks of Real Trading

By Peter L. Brandt



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"This is the most honest trading book of the last decade. Peter tracks recent trials and tribulations on his path to success dating back to the 1980s. He shares numerous insights into the emotional and technical challenges of trading, right down to his track record over the years. Peter candidly documents a recent trading period. His ultimate success reflects the importance of staying true to a process while still allowing flexibility to modify rules as market conditions change. Anyone desiring longevity in the business really needs to read this book."

- Linda Raschke, trader, President of LBRGroup, Inc., and co-author of the best selling book, Street Smarts-High Probability Short Term Trading Strategies.

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A top trader takes you through the markets and revels how he succeeded. In Diary of a Professional Commodity Trader, Peter Brandt provides a play-by-play diary of his 2009 trading, offering an inside look at the difficult process and what it takes to excel at such a demanding endeavor.

A long-time trader, Brandt clearly explains his thinking as he searches for the right opportunities and executes trades for 21 weeks. And by utilizing a diary format, he reveals exactly what it's like to trade, communicating the uncertainty that surrounds every trade and the discipline required to make tough decisions in the face of losing money. Along the way, Brandt touches upon his philosophy on speculation, market analysis, trade identification and selection, risk management, and much more.

- Fully discloses the methods and rules the author has used to trade so successfully for so many years
- Each trade include charts, an analysis of the trade, and a play-by-play account of how the trade unfolds
- Brandt examines all his trades and keeps a running account of his profits and losses

Unlike most trading books, which tell people how to trade, this reliable guide will reveal the reality of this discipline and provide you with a firm understanding of what it takes to make it work.

Amazon Exclusive: Q&A with author Peter Brandt



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To what do you attribute your long-term success as a trader?

The irony is that in real time, I never fully feel like I am trading successfully because I am always aiming for performance that is higher than I am attaining. I am generally my own worst critic and constantly set the bar higher than my last jump. The result is that it is difficult for me to crow about the “successes” of my trading career.

But, to the degree I have been consistently successful through the years, I believe it is due to three factors. First, I am obsessed with risk management. I spend more time and mental energy focusing on risk control protocols than on anything else. Managing losses and losing periods is my number one priority. If I can just tread water during the inevitable tough periods, sooner or later I will find myself caught in a favorable tide.

Second, my trading approach is overly simple by design. The result is that I know with as much certainty as is possible with a discretionary approach when there is a trade entry in my program. It does not mean that the trade will be profitable – only that the trade is there.

Third, I have tried to engage market speculation systematically, breaking down the process of trading into every conceivable component. What flows from this is an understanding of what components of trading are controllable and measurable and what components are uncontrollable. By the way, whether the next trade or series of trades will be profitable is not a controllable factor. Once a trader learns this -- it is then possible to remove ego from the equation.

Why do you think the majority of traders struggle?

It is not just the majority of traders who struggle – the reality is that ALL traders struggle, both professional traders and novice traders – but the struggles for each group are of a different variety. The struggles (perhaps the word “challenges” is a better description) of the professional trader are with minimizing asset volatility, handing the mental dimensions of drawdown periods and doing what he or she knows he must do to be successful (the upstream swim against human nature).

Novice traders struggle, at least for a couple of years, in the same way a dog struggles to catch its own tail – always chasing it, never catching it! The struggle comes from playing a game without knowing the rules.

More specifically, I think that most of the problems faced by novice traders originate from three sources. First, novice traders place a priority on finding winning trades rather than on managing losing trades. The difference between the two things is enormous. Novice traders bring to the markets an ego urge to be right on every trade. This often leads them on a never-ending search for a magic combination of technical indicators in order to be right 80% of the time.

Second, novice traders employ leverage that is dooming. Whereas professional traders seldom risk more than a few percent of capital on each trading event, novice traders may risk five, 10 or even 20 percent of trading capital on a trade.

Third, most novice traders have not determined exactly what a trading event is for them. If the practical definition and components of a trade are not clearly understood, then it is impossible to develop patience, discipline, trading processes, performance metrics and feedback loops. The exact process a trader employs can evolve and change over time, but there must be a definable starting point.

Unfortunately, the majority of novice traders run out of trading capital or hope before they figure out the rules of the game.

Why do you prefer pure price-based analysis versus technical indicators?

I need to give ample credit to those traders who successfully use technical indicators. I know and respect a number of traders who make heavy use of indicators.

But for me, I have no time for technical indicators for a number of reasons. Mainly, my problem is that technical indicators are nothing more than a derivative of price. When I can study price directly on a bar chart – and it is price that I must trade – then why would I want to study a derivative of price. For example, I trade gold – there is no market for trading the stochastic measures or relative strength index of gold.

Second, I am a minimalist. I want my trading plan to be as simple as possible. Indicators would have a way of complicating my trading plan.

Third – and not finally, because I could go on and on about this subject – reliance

on technical indicators can be counter productive. For example, the most profitable bull markets are those that become and remain obscenely overbought. So, the traditional use of RSI and stochastics can predispose a trader to the wrong side of a massive price trend.

Again, I honor those traders who make money with technical indicators, but as a general rule I think the “indicator industry” is a sham.

Do you have strict rules for taking losses and profits?

Absolutely! Positively! Yes! Without Question! No doubt about it! At the time I enter a trade I know precisely what price (or set-up) will result in the trade being closed, for a profit or for a loss. To put a trade on without knowing these things is simply insane.

What advice would you give aspiring traders?

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8. Understand that there is no magic bullet – or holy grail. Successful trading is a result of hard work.
9. Have realistic expectations. Traders who think they can turn \$10,000 into a million will likely fail. Most really successful traders average around 30% annually on proprietary funds.
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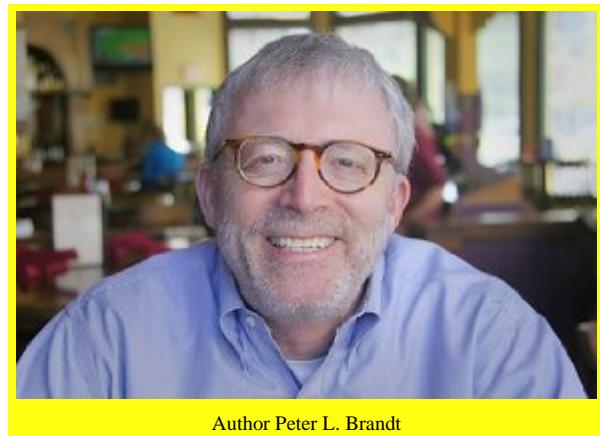
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Editorial Review

From the Inside Flap

Becoming a consistently successful trader is a tough job. It's a craft that requires extensive knowledge of the markets—involving a whole lot more than just finding the next great trading opportunity—and a process that addresses many aspects of both the market's, and your own, behavior.

Nobody understands this better than author and longtime trader Peter Brandt. During his thirty-plus years in this field, he has made every mistake possible and learned some major lessons along the way. He also developed a set of guidelines, rules, and practices—which he refers to as the Factor Trading Plan—that direct his trading decisions.

Now, in *Diary of a Professional Commodity Trader*, Brandt shares the experiences he has gained trading price charts over the years, and through a real-time journal—which spans an arbitrary time frame of 21 weeks (from December 2009 to April 2010)—skillfully shows how he goes about the difficult endeavor of trading the commodity and forex markets using classical charting principles.

Divided into four comprehensive parts, this personal and unique guide clearly reveals the uncertainty and emotions that surround trading and details an effective approach towards speculation that will give you an edge. Page by page, it:

- Offers a real-time, play-by-play account of Brandt's trading activities—the good, the bad, and the ugly—during his 21-week journey, and provides valuable insights into market analysis, trade identification and selection, and risk management
- Highlights the basic building blocks of the author's Factor Trading Plan and examines how his plan continues to evolve with the markets
- Emphasizes the central role risk management plays in market speculation—an even more important role than market analysis or trade selection
- Reveals trading as a fundamental battle to overcome your basic human emotions
- And much more

Unlike most books on this subject, which try to tell you how to trade, *Diary of a Professional Commodity Trader* offers a rare look at the realities of this discipline and provides you with a firm understanding of what it really takes to improve your performance over the long term.

From the Back Cover

Praise for *Diary of a Professional Commodity Trader*

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About the Author

PETER L. BRANDT has been a full time professional commodity and foreign exchange trader for over thirty years. He has worked as a broker to large industrial clients, traded for his own account, and was one of the early pioneers in the commodity hedge fund arena. Along the way, Brandt published a highly regarded newsletter called The Factor, and also collaborated with Bruce Babcock Jr. to publish the highly acclaimed book, *Trading Commodity Futures with Classical Chart Patterns*. Primarily devoted to trading proprietary capital in commodity and forex markets, Brandt has achieved a lofty average annual rate of return of 68 percent during his career. The author can be reached at plb.factor@gmail.com

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From reader reviews:

Carolyn Hoffman:

Nowadays reading books become more than want or need but also get a life style. This reading behavior give you lot of advantages. Associate programs you got of course the knowledge the particular information inside the book which improve your knowledge and information. The information you get based on what kind of guide you read, if you want get more knowledge just go with knowledge books but if you want feel happy read one with theme for entertaining like comic or novel. The particular Diary of a Professional Commodity Trader: Lessons from 21 Weeks of Real Trading is kind of publication which is giving the reader unforeseen experience.

Guadalupe Ramsey:

Reading can called brain hangout, why? Because if you find yourself reading a book specially book entitled Diary of a Professional Commodity Trader: Lessons from 21 Weeks of Real Trading your brain will drift away trough every dimension, wandering in most aspect that maybe unidentified for but surely will end up your mind friends. Imaging every single word written in a guide then become one web form conclusion and explanation that maybe you never get prior to. The Diary of a Professional Commodity Trader: Lessons from 21 Weeks of Real Trading giving you another experience more than blown away your mind but also giving you useful data for your better life within this era. So now let us demonstrate the relaxing pattern the following is your body and mind will likely be pleased when you are finished reading through it, like winning a sport. Do you want to try this extraordinary wasting spare time activity?

Scott Bourquin:

In this time globalization it is important to someone to obtain information. The information will make you to definitely understand the condition of the world. The condition of the world makes the information quicker to share. You can find a lot of recommendations to get information example: internet, classifieds, book, and soon. You can observe that now, a lot of publisher that will print many kinds of book. The actual book that recommended to your account is Diary of a Professional Commodity Trader: Lessons from 21 Weeks of Real Trading this book consist a lot of the information of the condition of this world now. This kind of book was represented how do the world has grown up. The language styles that writer use for explain it is easy to understand. Typically the writer made some study when he makes this book. This is why this book acceptable all of you.

Shirley Pedro:

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your reserve. It is most important to arrange yourself to make your knowledge are still update. Let's try to choose appropriate ways for you.

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