Introduction to Simon Ree

My guest is Simon Ree Simon has worked as professional and international markets since the early 1990s. He started his career as a futures broker. He loves studying the markets, trading the markets and informing people about trading.

During his long career, his work at Goldman Sachs, also at Citibank in Singapore, and is also the author of the best selling book, The Dow of Trading How to Build Abundant Wealth in Any Market Condition.

Simon's passion for trading extends beyond the markets. Analyzing the markets. Writing about the markets. His blog is really a detailing and also teaching others on how to trade the markets.

He's been mentoring aspiring traders for a few years now and showing them the secrets he uses to trade the market successfully. Simon is also very interested in those other levels of being.

He is a Reiki Master and a Jeet Kune Do instructor Simon is such a pleasure to have you on the show. The pleasure's all mine, Dawson. I've been a fan of your work for for several years now, and it really is a real pleasure to connect with you.

You know, you send me a book, The Dow of Trading, and I just want to show to people. So if you're listening on audio only, you will be able to see this.

If you watch on video you can see it. But, using the Dawson Dog ear test, I'm showing the edge of Simon's book over here, and I marked and highlighted and underlined so many passages in the book because Simon's book read really makes this process easy.

And so we'll mention his website, how to connect with him, how to be on his waiting list, how to read his blog. But his book is a super simple and a really fun way to learn about trading stocks.

I know Simon, when I do live classes like workshops, we we have a part of the workshop, usually where we have people score their fears and beliefs and the part of life that people score the highest order in terms of fear is money.

And so I recommend your book. As an added note.

From Futures Broker to Stock Trader

Thank you very much. Make it easy. And so how did you first get into this, this area that for many people is a black box and a scary one. Well, I as you said in my bio, I've worked in the finance industry, really my my whole professional career.

I studied economics and finance at university. And, you know, I was always interested in the stock market. And the 1987 stock market crash happened in my my second last year of high school.

And, I think that was it was kind of a formative experience for me watching that happen in real time. And it was just something that I always felt just as drawn to from a from a really intellectually curious perspective.

when I graduated from university, I worked for a short time as a futures broker, and that was great. I mean, it was, you know, wheeling and dealing and markets and that sort of thing.

But I, I just didn't find, you know, wheat and orange juice is interesting or is dynamic is you pork bellies. Yeah. It did not didn't do it for me. I sort of thought Microsoft and Dell and it was a lot more exciting.

So I made the leap to two stocks. and had I had a long career with, with Goldman and then worked for Citibank for a few years as well. And I think they then the the 2008 financial crisis was a real formative experience for me as well.

I was working for Goldman at the time, and I was listening to the analysts who, I thought these were the smartest guys in the room. And, you know, they were all, well, I'd say it was, you know, by the date, by the this is cheap, this is undervalued.

And, I lost a a life changing sum of money that year. following, following this advice. And I thought, well, there's there's got to be a better way. And that's when I really kind of plunged very deep into technical analysis.

Now my, my first boss, when my futures broking job was a big technician, technical analyst looking at charts and price action. And, I've kind of dusted off what I've learned from him and, and really, really poured myself into studying everything that I could.

And I had the benefit of benefit of a Bloomberg screen. I could test strategies at night time after work and that sort of thing. And I, I used, I guess, the tools I had available to me and the experience to, to build a set of frameworks and systems that, that the time tested and they offer me and my members a really strong h in the market.

Yeah. And you explain them so clearly, two in the book and many concepts that actually were quite hard to grasp earlier were really easy. The way you lay them out, you also make them fun.

So you may have been emotionally scarred by losing that money, but, The the joy you have and it really shows up in the book now. Oh, well, thank you for that.

I mean, it is, I find it it's you never stop learning. You know, as soon as you think you've got this game sussed, the market is going to deliver a swift kick in the pants.

so it's it's it's always humbling, but but it's always interesting. You never stop learning. You never get stale. And I love I love it when you share information with somebody and you see that light bulb go on.

It's one of the most gratifying experiences for me. And and as she said, financial stress, financial fear, it's something that burdens most of us. And I, I guess I see it as my my vision is to try and help alleviate that burden of financial stress so people can go about living in a more creative, more joyful lives.

Yeah. And as you're listening to Simon and I chatting, just imagine your life. If you had no financial stress whatsoever, if you were an imaginary, if you had a MacArthur grant and your financial needs were taken care of for the foreseeable future, if you were a trust fund baby and you had no need to earn money, what would you do with your life?

What might your life look look like? If that's all? Financial stress was totally gone. So I don't actually study people like this. When I was in my my 20s and 30s, I was so curious about what they did with their lives.

And, they, they most people's lives are conditioned by the need to make money and some you don't need to make money. What do you do? Do you go on to become a genius?

what do you. Call a drug? Both. any paths open to you? Yeah, I guess, having, should we call it a higher calling or a mission or, you know, some something that gives you meaning and a sense of contribution is really, really important.

to me, people often ask, you know, what's the definition of success? Is it making CEO? Is it becoming a millionaire?

Inner Peace, Success, and Giving

To me, success is in a piece combined with a sense of contribution. and if I can take those boxes, I feel so,

successful. In a PS plus contribution. That's a wonderful formula for looking at this. And, so it's inner peace and of course, the, the monk in his cell remotely living remotely in the in the top of the mountain.

he has an a piece. That may not be making that much of a contribution. And then the person making a contribution, but not in a piece again on his half the puzzle.

So that's a powerful definition of success. So I invite you now just to take a moment, think about your definition of success. Normally, I don't do this on these shows.

I don't have you we don't we don't hit the pause button and say, just make a note of here. But just think about it, about what your definition of success is.

You've just heard Simon's definition of success. The combination of it, a PS plus contribution. what is your definition of success? If you were ultimately successful, what would that look like?

Just take a moment now and make a note of that so you can reflect on this really important question. Simon, what are the, things that happened when I was looking at those rich people where no need to work was that Ted Turner was the first to really kick off this movement toward.

Let's start with the Giving Pledge. And, Bill gates signed the Giving Pledge. Warren Buffett signed the Giving Pledge. Many people say the Giving Pledge.

Ted Turner said, this is really shocking. You said we shouldn't be looking at the fortune list of the 100 wealthiest people in the world, 1000 wealthiest.

We should be looking at the list of the thousand top givers in the world. It's not accumulating that makes you successful. It's giving. And that led to this huge movement, which is now really taken over and also has created.

I don't know what the difference is in terms numerically, of the amount of wealth that's available through charitable foundations. Now, I know it's a hugely larger percentage than it was when Ted Turner did that in the 1980s.

So, that's one one big metric to look at is, is what what what you give what and what you can do, what you can do. You can do a lot if you're an individual human being and you're kind person, then you're you're a compassionate person without any money.

But what you can do when you can write a check is tremendously further out is much more influential than what you can do personally, just within the sphere of your own influence.

So, it's powerful to look at our lives that way. And isn't that a beautiful way of flipping a script? You know, let's not look at what people have accumulated.

Let's look at what they've given. Yeah, yeah, I think it's I think it's wonderful. Yeah. And, you know, when you reach the point where you are financially successful and you, you, you do look at your life, you do say to yourself, what can I what can I get when you die?

It's going to, you know, you see yourself. May as well make a difference in the here and now and then, your your spiritual journey, which led to becoming a Reiki master and, and a martial arts instructor.

How did that come about? That's, that's an interesting question. it's something that, again, I've always been curious about. When I was a teenager, I was maybe 15 or 16.

My parents sent me off on a silver workshop. You know, the Josie Silver, mine development workshop and that, that kind of really just, I guess, piqued my interest at an early age.

And it's something that I've always had a, I guess, a deep curiosity about ever since. And, martial arts again, it's

something that is, it's the only sport of any had any sort of kind of natural aptitude towards.

It was never much of a ball sport player. You know, it's struggled most ball sports, but for some reason, martial arts, it all just seemed to take and martial arts is really the, I guess, my first experience in, I guess, the benefits of meditation in terms of really bringing you into the present moment and, you know, that stopping of thinking and so forth.

So, it's been an important part of my life for, for many years. And I think, you know, I, I studied pranic healing and I studied Reiki, and I've studied the Ashanti system, and all of them have got, huge amounts of intellectually satisfying benefits.

but also, I think great benefits in terms of just reducing your stress and again, finding that inner peace. one of the things that we find in trading, or I found in trading is if, if you're stressed, your ability to make high quality decisions is compromised.

You know, stress literally makes us stupid. And anything that you can do to remove or reduce stress is going to benefit you. the other thing, and the funny thing about financial markets is if you if you've got some deep seated sense that you don't deserve to be rich or you're not entitled to wealth, the financial markets will figure that out and show it to you.

Reiki, Martial Arts, and Stress Reduction

and so again, in any work that I think people can do to, let go of those limiting beliefs can be enormously beneficial. And people often ask me, you know, what books should I read if I want to be a better trader?

You know what? What trading books should I read? And I mean, I, you know, I'll usually recommend my book. but but outside of that, I'm more likely to recommend a book by, Dawson Church or Joe Dispenza than, you know, another trading book.

Yes. And reduce that stress so that people become much more centered and balanced, and then they can make wise, wise choices. It's funny. So because my wife, I, my wife, Christine, is a wonderful human being with all kinds of talents.

And one of those is she doesn't really, want to actually manage our money, but we're married, and we married for a long time. We'll be married, hopefully, for which we will be di.

And so, we I feel I need to show her everything to do with, my business and to do with, with with our, my portfolio. And, that she she'll just respond with shock and horror if she sees a.

Loss, Emotional roller coaster of her. And so funny watching her, you know, because when you're when you're when you are centered, when you tap, when you meditate, when you're calm, when you're in that that, that space, you just, you know, you see these squiggles on a chart, they go up, they go down.

your strategies work. Sometimes it does work other times. And, it's, for me, it's just not not really emotional, does it not? It's not like a big emotional tag attached to it.

But to her, there's this huge emotional tag, so I, I watch this and only actually, we've been most successful when she's really calm, so. And she's really calm and I'm usually calm and then we make trades that way and, systems calm then.

And then we can, we can trade effectively and wisely. So it's interesting, you know, living with, with somebody who. Whom a loss is a big emotional event.

you've hit the nail on the head because trading, if you allow it to be it can be a huge emotion, emotional roller coaster. And maintaining that emotional, even keel is really important.

And and in my my online training, I devote a whole module to to that. a happy trader is a successful trader. It's not the other way around. I love that a happy trader is a successful trader.

So you get a happy first and then you you trade. Yeah. You trade a whole lot better. Yeah. Yeah. And emotionally. So you actually teach people stress reduction.

What sort of stress reduction methods, do you recommend that they get into. So I mean, there are three predominantly and in order of, I guess, accessibility, one that I like is breathwork because it gives you benefits, right now.

And it's there's minimal investment involved now that the benefits are not perhaps long term, they may only last for an hour or so. But if you're feeling a bit hit up and you know you've you've had some sort of something that's put you on an emotional, you know, on an emotional, even kilter, breathwork can be great at just centering yourself and doing the work that you need to do.

then there's tapping, EFT, which, I actually learned from you. You probably don't realize that, but, I attribute my my tapping knowledge to you. but I love tapping because it provides both benefits in the here and now, plus cumulative benefits.

and again, the time investment, it's slightly more than breathwork, but it's still really only a few minutes a day. So I think tapping is wonderful and everyone should learn about that.

And then there's meditation. And meditation is something that I've had, I've fallen in and out of love with it, and I've, I've had periods in my life where I've had a pretty good meditation practice, and then I've had periods of my life where it's gone awry.

But, I'm halfway through your wonderful book, bliss. Brian and I have never felt like, more convinced and more committed to become a, you know, a serious meditator.

And I think that Eureka meditation, you know, 20 minutes a day, it's accessible, you know, the investment is not huge, but I think the benefits are tremendous.

And like I said, I've never been more convinced of the benefits than I have been from reading your book. So so thank you for that. Yeah. And I really want to get the message across to people, and especially people in the spiritual community and the personal transformation community because, we've always thought about spiritual growth meditation and all those things in one bucket and then money and financial success in a different bucket, and no kind of link between them and what you're showing us in your old book, and what you're showing us in your work is that the two are really highly interrelated.

I think there are enormous synergies. Yeah. I mean, you need to you need to learn the markets. You need to learn what probabilities, how to generate a probabilistic edge, how to rate charts, how to identify set ups.

That is important. But once you've got those basics down and that doesn't take years, that takes weeks. It's working on yourself that that's where you're going to get the real improvement.

it's it's not buying some fancy new indicator or learning 15 new trading techniques. Once you get 3 or 4 good trading techniques under your belt, the rest of the work is is internal.

So for centuries, for all of human history, we've had the holy people over here, the temple, then we've had the marketplace, Mammon, money, these people who are just not paying attention at all.

In fact, in this present time, and I do the analysis of, what percentage of the population is interested in, in, in spirituality, in higher consciousness?

which part doesn't give a flip? And it turned out that around 1980, when the studies were first being conducted, it

was 99 to what, that about 99% of people just didn't give a flip.

And one once of people were already on some kind of spiritual path. They were meditating. They've got to really focusing on personal growth. But then by the early 2000s, if there isn't a 4% and then it's up nudging 20% now.

So it's really, really going up. And so the old breakdown that you had to go into the monastery, spend 10,000 hours, follow the guru, blah, blah, blah, that's at the model is much more good.

But at work, do it at home and make it part of your regular life. So I think you're really helping bridge that gap with with your work. I think it's an important, important gap to bridge because as you as you say, so many people perceive them to be diametrically opposed.

Yeah, money is evil. Spirituality is good. And the kind of there's no middle ground. and I don't know where this belief came from. but to me, my money is spiritual.

I mean, all you need to do is look at the amount of good that you can do with money. to to your point, earlier, Ted Turner and. Yeah, the giving, that there is a tremendous amount of good that can be done with money.

Yeah. So how do you what you can't accomplish that good without money. So. But then what?

Money Myths and Abundance Mindset

How do you you know, again that there's an emotional component of that when you when you start to do those things, you start to use breathwork, start to tap when you start to meditate, what that happens with your relationship with money.

And give us an example, perhaps in your own life or the lives of the people, people you work with. Well, I think there there are a couple of couple of things to unpack here.

One is the idea that money is is evil. Let's let's not use that word. But money isn't spiritual. And I think it's fairly easy to flip that script when you analyze the nature of money and the good that can be done.

Now, if money is just a tool, money itself is is inert. But it's your intention. and if your intention is a whole and you set those intentions deliberately, there's absolutely no reason why.

Why money can't be spiritual and and be put to good use. I think the other real stumbling block people have is they believe that money is scarce. I mean, the Federal Reserve balance sheets, $9 trillion.

I mean, money is is money is bloody everywhere. You know, it's it's anything but scarce. you know, you look at you look at the the New York Stock Exchange, it turns over, I think more than $400 billion a day is there's lots of money.

The money is everywhere. And it's just just being open to it and not, I guess, not repelling it by sensing it is something evil. But but, you know, trying to attract it by, by recognizing it as a power or a tool for good and what I, what I say to people who are trading it, it's it's very popular in the trading world for people to promote trading.

It's a zero sum game. It's dog eat dog for every winner is a loser. And you know, those things may or may not be true because you've got no idea who's on the other side of your trade and what their intentions and motivations are.

And I think it's much more helpful to think about the financial markets. It's just that they're a river of abundance, a river of opportunity, and all we're trying to do is just scoop a hand in that river and take a little bit out for ourselves.

Yeah. And our expertise at doing that is going to make a difference. Our attitude to doing that doesn't matter if it's our beliefs about that money is going to make a difference.

Another, money myth we find in the workshops that people often believe in is that if I have more, somebody else

must be having less. How do you address that? That myth?

Well, again, this goes back to the scarcity mindset. And the fact is money, money is created in modern society at rates that people can't even comprehend.

and this is true. The fractional reserve banking system in the US, we don't even have reserve requirements anymore. But but the process of credit creation means that the, you know, the limits on the amount of money going around, almost infinite, you know, money is being created every day.

It's not scarce. It's it's almost infinite. And there's there is more than enough to go around. And so you have that belief that's going to stop you from dipping right into that river and, and learning to, to perfect your skills and your school and then, what other, myths do you find, prevalent in the people you work with?

When you start work with people in your courses, what do you find that they're really what's really impeding them in their view of money? Well, I mean, there are so many myths and so many of them are, kind of deliberately perpetrated by traditional finance.

Wall Street, I write about some of them in my book. I mean, the number one myth is that there's this idea that 10% per annum is a is an amazing return.

10% per annum is a figure that often gets touted because it's it's roughly equivalent to the long term performance of the S&P 500 over a very long period of time.

So 10% a year is a return that Wall Street can generate for you. But that really having to break a sweat without having to employ a lot of effort. But they'd be very happy to charge you a bunch of fees for doing that.

you know, I talk to people in my workshops about what, instead of earning 10% a year, why don't you target 5% per month? Oh, no, no, no, no, you can't do that.

That's impossible. You cannot generate those sorts of returns and people, they they recoil against numbers like that because they've been systematically lied to their whole lives.

About what? What a good return is. the returns that are tacit is good or actually pretty crappy. and a 5% return per month is something that many, many, many of my members are achieving. And that's kind of my goal to to make 5% a month.

you compound that. And the results are really quite stunning. and many of my members are actually doing better than that. Simon, I'd love to hear, stories about people who have shifted their mindset.

And then that's resulted in a shift in their wealth or in their their well-being or their trading life. Exactly. Just shifted mine by talking about a monthly return.

I never thought about trying to hit a monthly target before. I've always looked at annualized return. So you just shifted mine, and I'm sure I'll go places with that.

What else do you do? You see people, people doing and then make it making a difference in their in their lives? I think one of the other great myths that gets perpetrated is this idea that, high risk equals high return.

And we need to think about what risk actually is. So risk is the permanent loss of capital okay. Risk is is losing. So what Wall Street wants people to believe is that in order to increase your chances of winning, you have to increase your chances of losing.

And I, I I've got an alternative notion in that, in order to increase their chances of winning, we are responsible for minimizing our chances of losing.

I think that makes a whole lot more sense. And, I've got a member in Canada. He's got an MBA, and he's a chartered accountant as well. And he wrote to me and said he he did my course, and he said he thought that my course was more valuable to him than his MBA and his charity accounting qualification.

and I quote, he said he's making so much money, he thinks he's dreaming. And and what fit the script for him was this focus on minimizing risk. Always focus on risk. Fear.

Be a really competent risk manager first. And that's something that I, I always say to my members, if you can control your risk and focus on keeping your losses small, and you just repeat the process, the profits almost can't help but flow to you.

In the end, if you go out and take big risks and a couple of big losses early on that that can walk you out, but it's risk management that keeps you in the game over the long term.

And if you can stay in the game and you follow the process, you're almost guaranteed success. In a thing. Because when you do get that loss and you talk about how you do get those losses, it just inevitable that if you are emotional and if you allow that to affect you emotionally and then become the lens through which you are and in a fear, is wonderful.

I've watched the new movie Dune, but one of the refrains there is fear is the mind killer. Yeah. That's a that's a great quote. Yeah. so loss loss is, they're just part of the game.

It's it's part of the business. they're inevitable because we're playing probabilities, not certainties. And the way I encourage people to treat losses is as an operating expense.

You know, a loss on a trade should trigger as much emotion in you as buying toner for your printer or office stationery, you know, it is just an operating expense.

Risk Management and Trading Psychology

Now, if we run trading like a business, and any good business manager is going to try and minimize their operating expenses. But but you're never going to eradicate them completely.

And losses, it's just part of the game. It's just an operating expense. And that's as much emotion as you should attached to them. You know people, people make losses and they think, oh, I've made a mistake or I'm stupid or I'm dumb or I've done something wrong.

Yeah, maybe I have made a mistake early on, but but quite often it's just probabilities. And we're always playing probabilities, never certainties and trading well.

Yeah. Probabilities. Uncertainty. So I like that, that way of seeing it in the way of holding it and that that makes it less scary. And then seeing your, your losses just as operating costs is really again, a it's a mindset that shifts your reality picture and shift your reality picture and then your literal objective reality starts to change.

So it's a really good example of mine to matter how you can start to really trade differently when you shift your mindset in that way. What does that mean?

So the other big kind of milestones for you in terms of mindset shift. So for me it's personally it's it's managing stress. It's it's I just realized that stress really impairs my ability to make high quality decisions.

So I've I've really embarked on a, you know, a personal mission to, to do whatever I can. And, you know, that includes things like hard physical exercise, meditation, tapping, breathwork.

They kind of my, my key key cornerstones. And then that's that's what I've found really helpful for me. Feedback from my members. yeah. It's taking the emotion out of losses has been a big one.

realizing that trading isn't necessarily, you know, a zero sum dog eat dog game. the realization that, money is incredibly abundant. It is everywhere.

And it's it's just everywhere. There is so much money around in the world. And I just losing that scarcity mindset. I mean, most people have had no difficulty believing that they can manifest financial hardship, you know, To.

why not just flip that script? You know, if that is true, then the reverse is also true. Too funny. So you have your belief and financial hardship is sky high.

yeah. two three. Just reverse it and believe in abundance instead. And then you do that persistently. The other thing about this is that when you when you start to, really focus on these ideas and changing your mind, it's really important to have that consistency and to, to follow through and make those mindset shifts again and again and again, because the conditioned, back conditioned behavior is going to take us right back to our old mindset when we're trying to install a new one.

And, and the changes are so subtle that from day to day, you don't even know anything's happening. So the other thing that I encourage people to do is just keep it very short.

Diary. If they're emotional state when they're trading, how am I feeling? Am I feeling confident? Am I feeling stressed? Am I feeling centered? What's going through my mind only has to be 3 or 4 lines.

And you do that day to day and you sort of think, well, okay, what's the point? But then you look at what you wrote today versus four weeks ago or six weeks ago, and just the different language, the different tonality that it has centered you, and then you start to think, wow, okay, this this is making a difference, because those changes are so subtle. Yeah.

You don't necessarily notice anything happening from day to day. Simon, to close with, I'd love to have you share two things. Last one is your your best strategies for stacking the odds in your favor in this game of the trading the market.

And then secondly, before we close, I'd love to hear more about your vision for why you are doing the work you're doing to educate people and share your knowledge with them. Okay.

Thank you Dawson. Well, okay, so let's talk firstly about how to stack the odds in your favor. And I'm a big advocate of following the trend. I'm a trend follower.

I think one mistake people make when they approach trading is they, you know, they they try to be Warren Buffett, but they try to buy things that look cheap, with with the thought that things that look cheap will perhaps one day become less cheap or more expensive.

but that's very often a losing strategy in trading. what we want to do is follow trends. So we want to buy things that are in an uptrend or short sell things that are in a downtrend.

people find it so tempting to try and be a contrarian and, you know, makes the ego feel very clever. If we can pick the bottom in something. but there's an old saying that bottom pick is get smelly fingers.

It's a it's a very crude saying, but, often ends up having a ring of truth to it when it comes to trading. So what I talk about in my book is very, very specific techniques about how to identify trends, using moving averages, looking for that rainbow formation that I talk about.

And that's a very, very powerful tool for for stacking the odds in your favor. And in my book, which, you know, it's $8, 99 on Kindle, it's, I actually break down step by step in great detail.

One of my favorite trend following techniques. I call it the bounce set up. And, anybody who buys the book can can literally start implementing that. They don't need anything else.

In terms of my, my vision. I sort of mentioned at the top, I, I really want to help people live more happy, joyful, creative, expressive lives by removing that burden of financial stress.

And financial stress is something that plagues that the majority of us and for most people, the the the investment solutions that are available from mainstream mainstream firms, wall Street firms are not that great.

They tend to be quite expensive. And the other thing that that has happened is that finance has been very deliberately shrouded in mystery by the industry.

the industry wants to maintain, you know, what they call information asymmetry. that's just a complicated way of, you know, them having knowing more than the general public.

Trend Following and Final Takeaways

So I'm trying to break that down and really kind of revolutionize the way finance is taught by making it simple, straightforward, easy to grasp, and and even fun.

and as you said, I had a lot of fun writing the book, and I hope it comes across to the reader because, I'm a little bit irreverent. and I've had I've had a few former colleagues who are still in the industry.

They've read the book and they said, you know, I wish you hadn't written some of those things, but, boy, I, I must admit, I do agree with you. Yeah. So what is what is your vision long term for for this cycle of your life, for you now a teacher and you're you're you're being a spiritual teacher as well as being, a financial teacher by doing what you're doing.

Look, my, I guess my vision at the moment is just to get the word out to as many people as I can that finance. It's not as complicated. And it's not as hard as you've been led to believe.

the returns that you can generate yourself a vastly higher than what you've been led to believe. yes, it does require some effort in any legitimate, you know, money making making scheme does require some effort.

but I think the, the reward for effort is, is enormous. and so I've written a book, that there may be another book in me in the future. I wouldn't say no.

but really, it's it's about, I guess, sharing my education through the book and, and through my own, the online learning programs where I hold nothing back and, and really, in the space of a few hours, people have got the opportunity to to download three decades worth of knowledge that I've accumulated and more than happy to share.

and yeah, next year maybe I'll be launching a podcast as well. Yeah, it's a lot of fun doing this. And I know I've been doing my podcast radio show for about 15 years and it's just a, a source of delight and a way to really connect with people.

So I encourage that. It's, it's, it's a rewarding thing to do. Do. And then of course, you end up learning that from the people who are audio podcast as well.

So it's like a continuing education process for for the host as well. It's it's a win win win win win. Yeah. Yeah. Well thank you so much Simon, for being here, for doing what you're doing, for making it fun for the rest of us, for, suffering in those ways and then making it simple.

So it would be easy for for us. And I, I've learned several things already, which I've yet to implement from your book. And, it's been so, so valuable for me.

And again, I just want to stress for everyone what what Simon's saying about that, the importance of doing it. And emotionally, that's where he if he comes in, that's what meditation comes in, as I've mentioned that the that the easiest form of it is breathwork.

Just calming and setting yourself going back into your body. And when you do this, you approach money in a whole different way. you can you can thrive and prosper and really, my, my vision for our community and for people in the personal growth community generally is that we have it all.

We have, love what we're doing. We have compassion for the people who are growing and healing ourselves. And we're wealthy. We're able to share this with other people far beyond our our borders.

I just thought back during the first segment, actually, Simon, I was close with this one, that one story, after I first began trading and was was making a significant income in stocks, many, many like 15 years ago, something like that.

a friend of mine got into trouble with her mortgage and her husband died, actually, very tragic, sudden death of cancer. And she was to lose her house.

And I could just write her a $25,000 check. I just can't tell you what felt like to be able to describe someone at $25,000. I wrote wrote the check her with no, no no no security, no collateral.

Those things attached. Loving my personal growth, I realized I can do this. I couldn't do it, I was broke. So, you she did that, by the way. Pay it back after a couple of years.

Got back on her feet. But, you know, just that you feel empowered. You can donate money. So this is a worthy cause. You can write a 10,000 or $25,000 check to a charity you support.

when you join a church, when you join a movement. I, when I joined something, I just started a regular monthly donation to that. I just do it automatically. No, no, no, you don't have to think about that.

So not a big decision. Do I start donating money every month to this group? You just do it. So it really changes your outlook. And I want to encourage you to as seriously as you're working on your personal transformation, work on your money literacy.

silence book is a great way to do that. So thanks again. I'm your host, Dawson Church. Be happy, be healthy.