# Hurricane Returns with 0-DTE

[00:00:00] All right, let's get started. How are you doing friends? This is Saturday. August 21st. And we have we have hurricane Henri bearing down on us. However, I believe it's going to miss us to the west.

When I say us, I'm speaking of the Varitimos household we're situated here in Southeastern Massachusetts. We will be on Martha's Vineyard in a couple of days.

and we just hoping that tomorrow we beat Henri to the ferry, however, Henri as no power. Over the zero DTE zero dash DTE. And what I'm talking about is zero days to expiration. And that is our service here. Today's meeting is a special meeting at one o'clock. Every Saturday is the time that I hold a service wide meeting.

So, everyone that's part of the service is invited in and today is what we call a retrospective. Now a retrospective, it is a special ceremony in the process that we practice. And it's a lot more than just a strategy. We have strategies, methodologies, and then we have a process, the process envelops, the whole kitten caboodle.

[00:02:00] And that process is what I like to refer to as, and what it is. It's an agile process. What makes it agile is that we make each of our iterations or sprints or projects, very small and shortened duration so that we can. We can get very good and be efficient with doing those things.

So, in trading that might be a trade, or it might be a week of trades in business. It might be a project, a day project or a week project or a month-long project, but the shorter you make it. And the more consistent that you are with the way you run that process. So that little mini project that sprint the better, because.

It's all about Kaizen. Now, I've introduced this term to you before, and you've probably heard of it before. It's a largely associated with continuous improvement, Kaizen, I guess a literal translation of it would be good change. Some people reinterpret it as continuous improvement, which is, kinda like the same thing.

[00:03:00] And one of the principles of Kaizen is to take things that you do repetitively. Now, those things, they may, we have incredible impact, or they could have very small impact or whatever they are. They're a process. It's a strategy that you employ, and you do it over and over again, which perfectly.

Describes what we do here at Xero DTE. We do a trade three days a week, Monday, Wednesday, Friday, and we do that trade three days a week because each of those days we have an options contract on the S&P that expires. We found that we have an edge by selling option premium on that last day of expiration that zero day.

Exploration.

[00:04:00] And if you understand options, you know that on expiration, that is when the premium, which is the time and volatility component. Its premium is made up of two potential components, the intrinsic value of an option, and then the extrinsic value of an option we're most interested in that extrinsic.

The intrinsic part is the actual value of that option, and that is the difference between the strike price and the actual current price of the underlying asset that it is representing, but sometimes you're out of the money. In other words, there is no intrinsic part in it.

And all you're left with is that extrinsic. We don't care if we're in the money or out of the money. All we care about is that extrinsic part, which is comprised of time, there's time, value, and volatility. That is the value of the unknown,

[00:05:00] that premium decays at an exponential rate throughout the life of the contract of an options contract. On the zero day, it is decaying edit most intense rate and continues to intensify right up to the very last second until it is gone, that presents a unique opportunity in the life of a contract.

It's in, particularly if you are the writer of that contract, which means that you're, you have sold that contract to somebody else who bought it, that person who bought it went long on a call or a put you sold that call or a put and for selling that you have certain obligations. And in return for those obligations that you are obliged to fulfill, should that contract come due or can be called you get a fee.

[00:06:00] And that fee is the premium. Now as the contract nears, expiration, that premium is decaying. That is your pay. You're getting more of it faster. You're realizing it into your account. As you get to that exploration, if you get all the way to the end, you get all of it. Okay. If you get somewhere short of it, then if that contract is not exercised.

In other words, if the intrinsic value is in the favor of the person who took that contract long, if they choose to exercise it, which is their right, then you are obliged to give them. The terms of that contract, you get to keep the premium, but it might be unfavorable to you in terms of the difference between the strike and the actual price of the underlying in this case, the underlying being the S&P either the index, the SPX or the E-mini futures.

[00:07:00] So, there are several things that are put into our favor in being writers that I of, first of all, Exponential decay is a huge advantage. And in general, most people who write options, premium options are more successful at deriving or realizing profit than those who buy or, who are on the other side of the transaction.

This is just a well-known fact and it's not by a little either it's by a huge amount. So, there are other things that are put into our favor. And one of those is how those, how that premium is priced. That premium is priced. First, by a constant thing. That is true. And buy other things that don't come into play as much interest rates and margin, but the biggest component is volatility, implied volatility.

And that is the future expected volatility that will be imparted on that index. Most of the time, approximately 85% of the time that volatility is overstated. What that means is that.

[00:08:00]The options contract is overpriced. It is overvalued. It is bigger than it should be. And that is because volatility being priced by humans and humans are generally the people, even if they're doing it through a computer, they generally the people who are, or the entities that are setting volatility or deciding.

Whether or not it's overpriced or not. We tend to over-exaggerate because things that are out into the unknown are scary. And so, we put more value on that or put more scariness into it. And the further away it is the scarier it is. So hence the premium gets larger too. Now we tend to. Overstate, what that fear is compared to what happens.

[00:09:00] The actual volatility that's realized in the contract. So that's the two differences between volatility. That's the implied volatility, which is the future expectation of volatility, which is overpriced typically 84, 80 5% of the time. And then there's the actual volatility, which is the range of motion of the contract or the price of the underlying.

When those things meet, they converge that convergence is a kind of an arbitrage. And that is our, that is additionally, that arbitrage is an additional amount that we get rewarded for being the sellers of those contracts. So that's another edge that we have. Now we have additional edges too.

Now here's something very important. I'm sitting here telling you what our edges are, and this is very different than people and I can quantify them. I can identify them. There is huge. Research that's been done into this. These are known things. They are out there. They are indisputable. They are edges that exist.

[00:10:00] All right. So other edges that we have to do with the actual placement of that options strategy. Now, when we put on an options play, as I said, we're selling premium. We put on an options strategy that would allow us to collect premium. And the one that we choose to use is the broken or the butterfly or the broken butterfly.

Either of those, a broken butterfly is nothing more than the butterfly, but with uneven spreads on the bottom side and top side of the strategy, we choose that because there are two short contracts at that strike price. That we choose. And those two short contracts provide us with a tremendous amount of power in the form of stacked premium and then the width of those, the spreads on either side of that butterfly, the wider that we can make it, the more premium that we can collect.

[00:11:00] Also, the further out we can push it, the more volatility that will come into play there, thereby decreasing our risks. Or raising the amount of potential profit in that strategy, which in turn decreases our risk.

The conventional use of a butterfly is as a market neutral device and as a market neutral device, Typically the way people will play with the butterfly is they will center the butterfly over at the money, wherever at the money is the current price. And then they will hope that price stays right there.

[00:12:00] They think the market is neutral and then the decay will happen, and they will make money. That is if price stays right the same. Of course, in that scenario, in order for price to stay really relatively stable, you would have to have relatively low volatility in low volatility situations that would drop the entire premium and the profit tent and actually produce a much larger risk component and very small amount of expected volatility.

Think about it. If you're going to do a neutral strategy. Then there's not a whole lot of volatility in that. So why would you get paid for that? You don't now, if it were a very volatile market and you put a butterfly on at the money, you're going to have potentially a much larger amount of premium and there'll be more.

[00:13:00] The whole tent will be raised up a bit and there'll be less risk, but still at the money, it's not going to be that much. Plus, if there's a lot of volatility, why would the price stay right there at the money? It's not going to stay there. So, using the butterfly as a market neutral device it is completely illogical to use it as a market neutral device, because if the market's neutral, it doesn't pay. If market is volatile, it does pay. But the chances of you realizing that pay extremely small.

So, what we do is we use it as a directional instrument. We can put it out of the money, thereby increasing our expected volatility because it's further out and there's more expectation or more volatility in things that are further out. And we can create a strategy that will give us a very small amount of risk and a relatively huge amount of potential profit.

[00:14:00] Of course. We're sitting away from where the center strikes are possibly a standard deviation or two standard deviations away from that center strike. So, who's to say that we're going to get there. So, for that, we're given a lot of premium because the chances are small. So, whoever's writing that saying, ah, we got it all over and you Ernie, you're a fool.

For placing that strategy so far away from the current price, what are you? An idiot. And we say, whoa, okay, just give us a tiny little bit of risk and that potential profit, and we'll be happy.

Now what they don't know is that we have an additional advantage and that is knowledge of the underlying market structure and how price is most likely to behave in that structure. Now, this is our secret sauce. And while I can tell you in a high-level way, what it is, I'm not going to go into all the details, but this is how we do it.

[00:15:00] We use volume profile to discover the market structure underneath. From that we can, we have an eye in on where price is likely to go given any market catalyst. That's another strategy that we have or methodology that we have that contributes to our edge. And that is being able to be somewhat predictive.

We don't even have to be totally predictive, but even somewhat predictive about where price might go and how it might behave.

That is our edge, and it is a fantastic edge when you combine the fact that we can have a very low risk, very high, potential profit strategy with a, another strategy that will allow us to get somewhere near that option strategy. Those two things are explosive.

[00:16:00] Because winning with a butterfly is not a binary event. It's not, you win. If you get and peg that those two center strikes or you lose, if you don't, it's not like that at all. Particularly if you have very small risk of flat Delta and very rapid decaying premium, , We can in fact profit without ever even getting inside of the butterfly or what is termed the expiration P&L of the butterfly.

Now that's when you see the chart, it looks like this, that's not real time. That's at expiration real time is something that's very different and that's the line that we play. And that seems to be the disconnect with most. They're always playing strategies based on what the expiration P and L is going to be.

[00:17:00] But that's not real. It's not it's way off into the future and okay, that's fine if you can get there, but what happens between time zero and that expiration time, a lot happens. And there are places to make profit all along the spectrum up and down the scale of that. That price chart, that pie price graph.

That is what we do. And because we're able to get terms where we have such small risk, we don't need to get very close to that butterfly to make tremendous profit, not just a little bit, but a lot in relative to our risk. On average, we're returning 150 to 250.

[00:18:00] What did I just say? 150% to 250% return on our risk on average, on a good day. Like yesterday. On a low end, we were returning 400% on a high end. Some, one person returned greater than 7,000, maybe even 9000%. So, imagine a hundred dollar bet. And then returning $7,000.

That is the power of our strategy, our edge. Now that's not a normal occurrence granted, however, it's not that abnormal either when you pin a trade, or in other words, get price near those two center strikes of the butterfly. And you're near expiration. You have two things that are working for you. Have time that exponential decay and then price movement.

And if you get a low enough, sometimes you can get almost no risk. So imagine a trade that costs you 15 cents to get in, but might have

seven to $9 worth of premium in it. That's per share.

[00:19:00] You could easily afford to, I don't know, buy 10 or 15 of those. And even if you lost. Okay. So, you're out a hundred, 150 bucks, big deal. But if you win and you get, and you hit those short strikes, you get a spectacular payday, but here's the part. If you only come within 10 or 15 sent of that butterfly early on, you can still make a hundred to 200%.

That happens. 80 85% of the time that probability of touch of that profit happens a tremendous amount of the time. Of course, again, it's all predicated on being able to, put ourselves in the range of that and have at least some level of predictive power that we can get there. And some level of predictive power, how deep we can get into that strategy on what kind of basis or consistency.

[00:20:00] All right. So now I just described exactly how we make a lot of money, very efficiently using very small accounts. Now I call this the inversion of risk. This is very different from what happens on all the other Xero DTE services, or I should say all. Options strategists. Now I know for a fact, there are people that are playing options that do things similar to what we're doing, but they're missing one important component.

And that is our ability to be able to do this volume metric analysis and this catalytic analysis. A catalytic analysis are those things that will set price in motion and push price across the market structure. And then from there we can, we now have a predictive model of where price is likely to go.

That's our additional edge.

[00:21:00] Our fourth edge is a little bit more out there, our fourth edge and that's something I touched on in the very beginning. And that was the while it was Kaizen.

There's a question. What do you do when there's no, when catalyst does not exist, that's an excellent question. In fact, yesterday one could make the argument that no catalyst exists. So here is another theory that we have, or that I have that I'm trying to teach other people. And that is that market data.

[00:22:00] If you think of market data, almost like a physical entity, maybe like a fluid. So all the data that's in the market it's flowing. And if you apply principles, the same principles that you apply to a physical fluid to this market. Fluid, you have a level of predictability. Fluid dynamics is a relatively, it's not easy, but it is understandable if I have things that are moving in a direction, they tend to keep on moving there unless something hinders them either.

There's a barrier. Or some other catalysts that may be changes, the fluid maybe changes its viscosity I'm totally serious. So, I have developed this kind of analogy with market data as this sort of physical entity. And yesterday would be a good example of that yesterday. There were no catalysts in the way of what was already set in motion.

So we went with that. Now that combined with the market structure, we're able to reliably predict, where are the likely places this fluid is going to flow,

00:23:00] When you've taken fluid and you fill it into a vessel, it takes the shape of the vessel, right? Pour it across a I don't know, a recut board or a washboard. It will behave a certain way. It'll hit behave one way when it hits the flats. And another way it will behave when it hits the waves of the board, [the washboard, right?

It's the same thing. Market data behaves differently when it encounters resistance or catalysts or changes in the structure. And so, we can predict how, or at least create multiple scenarios of which we can play and have close enough. That's really the key here. We just must be close enough.

So that 80% of the time.

That is another edge is that market dynamics. But I'm going to get back to what I was saying before we got into the absence of a catalyst. And that is Kaizen. And that is the process I talked about it early on. You cannot understate how important. That process is because what we do are things like what we're doing today.

[00:24:00] Now today we're probably not going to do a full Kaizen ceremony, but what we normally do is we look at all the trades that we did last week. We look at what we did, what we did wrong and what could be improved. And from that we make it a learning moment. And then we take what we learned, and we try to input it into the next iteration or sprint.

Thereby breaking things down into small timeboxed things, projects, and then providing a ceremony where we learn from what we did and then input it into the inputs of the next project. Continuous improvement. That is our no catalyst, no trade. I didn't.

Because there's no catalyst on that day does not mean that the fluid or the market data isn't flowing, the catalysts are only important in terms of stopping the flow or increasing the flow or changing the flow.

That's what a catalyst is for.

[00:25:00] All right. Let's see, we have some other questions, Lance. Henri versus 0DTE no contest. Okay. Let's see. It looks like we have fairly, everything seems to be a go here. Okay. I meant that traders exclusive webinar from the PA. Okay. We did a webinar on Wednesday with traders exclusive, and I talked about it in my last podcast on Wednesday.

One of the things that we do here, or what we don't do here is technical analysis. And so, I did a podcast on technical analysis, basically describing how useless technical analysis. It's a pseudoscience. It's not, putting the word science in there is really doing it way too much justice. I can also tell you that it's a conspiracy that was originally developed by the original brokers and the original or progenitors of online brokerages of which I helped them.

[00:26:00] I literally helped the progenitors of online brokerages. Get online. That's what I did for a living, working for fidelity and Charles Schwab. When they first put their stuff online, I was the guy that worked with engineering, with marketing and IT, and brought it all together and literally enabled online brokerage.

From that, I also worked with all the primary vendors of the time; Netscape, the Sun Microsystems, Apache, Oracle, and everybody else and brought them all together. After that experience Sun hired me as their chief architect because they saw what I was doing. And then I got to work on wall street, building their systems, not only the investment houses, but also the exchanges.

My team literally built out the exchanges and all of wall street.

[00:27:00] When you're in that kind of position, you understand the motivating factor of the brokerages and what they're doing. The reason why I was telling you all this is so that you understand where I'm coming from on technical analysis, and everything that it portends is all a conspiracy, which I call the broker narrative that is designed specifically to enhance the brokerages pocketbook, they don't give a shit about you. All they care is that you follow their edicts and their recommendations and their sell side analysts and their TA, so that you create as many transactions as possible to enrich them. Therefore, most people lose because they're following a false narrative So when I say it's a conspiracy that goes on to this day, believe me, I know what I'm talking about. We're very few other people that are out there that know of this stuff unless you've worked in an investment bank or a brokerage at the highest level. Which is what I did and then worked for the company that enabled them at the highest level as the chief architect, this is what they're doing.

[00:28:00] And, as a as a service operator, that is another edge that we have here, that knowledge that I bring to the.

So, we have edges all over the place that are quantifiable, identifiable known, and we know how to manipulate them and put them into our advantage. That is why our members can routinely make 200 or a hundred, 200, 500 a thousand, 2000% on their trades three days. And why when we lose a trade, that it is so minuscule as having no consequence.

[00:29:00] That's what we do here 0-dte.com. If you don't put the dash, there you go to another site that doesn't know their assets from their elbows, that they are poisoning everybody with their TA. And there are others that are out there too, that are like that. And I'm going to name names like Axe options, for instance, where they routinely set stops on their positions, who in the hell sets a stop on an option on an options play.

You've got to be a frigging idiot. I'm not calling him an idiot. I'm just saying that you have to be a frigging idiot to set a stop.

Let's see more questions. Can you talk about what time of day you put the trade on that? Now that's a good question. Very good question guy. Like I said, we trade the SPX, which is the S and P index and also the E-mini S&P. We trade the E-mini S&P because for two reasons, we feel that it has an advantage over the SPX for the time being.

[00:30:00] And that is that it is traded five and a half days a week, 23 hours a day. The other advantage it has is that it has volume because it's a real entity, unlike the SPX, which is a calculated index and has no volume. So that means that we can employ our other. Advantage our edge and that's volume, a volume metric analysis, finding out market structure without that.

A lot of this is not possible. So, we choose the ES because we can put trades on from just about anytime we want, we are not constrained by the cash market hours of nine 30 to 4:00 PM. Eastern time. We can put a trade on the night before or two in the morning. Or right after economic reports are rattled off at eight 30 in the morning before the market opens.

Often, we make enough money on our trade because of the ability to be able to put a trade on prior to the market opening before the market even opens. And we're done for the day.

[00:31:00] Now, the SPX has other advantages. The disadvantage of the E-mini is that when we get to expiration, there's the chance of assignment of a futures contract. That's a big disadvantage, easily mitigated by simply closing the trade prior to expiration. Some people, they lose their hair heads, they lose their minds and they, they are not able to close the trade and they get in trouble.

The SPX on the other hand is cash settled. So, there is no problem with assignment. So, it has that advantage. The other advantage of the SPX is that commissions on the cost of doing the trade is definitely less than the E-mini S&P. Now this is a problem with other people running Xero, DTE services.

[00:32:00] And so, for that, they use the SPX, that commission thing is a huge problem for them. The only reason it's a huge problem for them is that they take on huge risk for a small little bit of profit potential. That's why it's a problem for them because they must be super-efficient with their trade. So, they choose an asset that will constrain what they can do with no volume and force them to trade within market hours for the benefit of having that smaller commission and cash settlement, we don't have those constraints for two reasons. One is that we have volume, and we can trade outside the market. Plus, our risk to reward is completely inverted from them.

So the cost of our trade is of no consequence to it.

So, when people ask me Ernie, why don't we use the SPX instead of the ES? Sometimes we use the SPX if we open a trade during market hours, that makes sense. The other problem is the SPX has four times the margin that the ES has. So that's an issue too. So you have to weigh all these things outside of market hours.

[00:33:00] There's no choice ES or the E-mini S&P. Inside of market hours, eh, it's a toss-up, but sometimes the SPX makes more sense, but not because it costs less and not because it's cash settled. Although sometimes that can be a benefit, right? Those are the only reasons why we put them on because we are not subject to those costs.

They don't mean anything to us. Because of the enormous benefits of our strategy, the small risks to huge potential profit. It's simply not a consideration for us. However, for all the other zero DTE services, it is a major consideration because they lose so often and they are constantly in fear and ridden with anxiety that their position is going to be challenged and they're going to get a max loss, which could literally wipe out months of their profits. If we take a max loss, it is so small and so insignificant that we don't even bother trying to manage it. That's the other huge advantage that we have.

[00:34:00] We do not manage risk. We manage profit.

Fundamentally different from everybody else. We do not manage risks. We manage profit. Think of that. Think of the dichotomy there, we do not even bother... risk is not a concern for us. We only have high quality problems. How much profit are we going to make?

All right, let's see more questions. DMV is getting philosophical. You put water in the cup. It becomes the cup. Yes. That sounds like a, like a Bruce Lee or a master martial artist talking, you put water in a bottle. It becomes the bottle. Be water my friend.

Yes. It's a Bruce Lee quote.

[00:35:00] Lance, you mentioned linear regression. Can you explain why you use and its edge? All right. So, the linear regression slope is really the only indicator that I use if I was going to use an indicator. And that is because it is based on statistics. And I only use it in a particular context and that's usually to discover a divergence.

Between price and its momentum, linear regression slope is the best measure using the least squares method to find the flow of that water, that, that market data. And so, we use that to discover. Yeah. The flow, the direction, the magnitude of that direction, it's vector.

And that's really the only reason why we use it. If you're interested in learning more about linear regression slope, I would encourage you to go to Khan academy and look it up. But that is the only indicator I'll ever use. And I'll only use it for a very specific purpose. It is not central to our strategy at all.

[00:36:00] You enabled TA so it's your fault in that case, your service should be free. What? I don't understand that one at all. That sounds like gibberish.

In our last trade, the expanded profitability outside the expiring profit tent. Is that because that have elevated volatility? Yeah. It was easier to create a. A very high ratio between the risk and the reward when we had more volatility, but more important than that, it also gave us an expanded range. So, our probability of touch had increased as well.

So, our probability of getting say a 100 or a 200% return increased dramatically. Also, our probability of pinning the trade increased dramatically. And we were able to get even a larger risk to reward by moving the strategy further out of the money, because of that volatility, all this stuff kind of works.

It's fluid. All of it works in conjunction with each other.

[00:37:00] Jim's asking what if you just don't have a large enough account to trade the ES and are limited to the SPX requires that you have more money than the ES. So, I'm not sure I understand that. So, for instance, with the SPX, you're limited to the pattern day trader rule. So, unless you have at least a $25,000 account, you may not be able to get three trades in a week.

If you must exit before the market closes, you're going to get tagged with a pattern day trader strike, and you only get three of those in a five-day rolling period. You get to four and they close your account for 90 days. That's the cost of using the SPX with the IES. You can have as little as a $1,000 account and trade a thousand times a day and never get the pattern day trader rule.

So, I don't understand where you're coming from in terms of. And besides we're using options and we're not actually trading the underlying we're trading contracts on the end of the line, and we can control the risk and the cost.

[00:38:00] How much are the costs of these contracts? Most of our trades are under 150 $200 in costs. Sometimes lower very rarely higher. We don't really go for trades like that. If we must and the risk to reward is not there for us. So, in other words, where most traders are looking for a three X risk to one X reward, we won't even take a trade if it's a one X risk to three X reward.

So, in other words, the exact opposite where they find the sweet zone, we get something that's 10 times better and we reject.

All right. Think of that. So, we don't look for a risk to reward unless it's one to four or better, we would prefer one to eight or 10 or 15 or 20.

[00:39:00] Okay. Guys asking. Oh, he's referring to Jim who complained about the cost of the IES, then trade the micro look. If you can't afford to put 2000, I'd say 2,500 or even $3,000 in your account, and what the hell are you doing? Come on, go to work, save up some money, fund your account. Won't take that long.

And you can as a DM VP says, you can also negotiate the contracts down. So, if you have volume, you can negotiate an options contract on the mini down. But see again, these prices are irrelevant. They are so small compared to our profit. If you are trading the other type of zero DTE, I can see why it's a problem, because you're going from minuscule profit with huge risk.

And so you have to be super conscious of the cost of your contracts with us. Those aren't our risks. We don't care about that. The risk or the cost. We only care about the profit. And so those prices, the commissions are totally irrelevant. I don't know how else to explain this. It's just irrelevant.

[00:40:00] Tasty trade. Won't let you put on a butterfly, then get the fuck away from TastyTrade. Are you a fucking idiot? Seriously? If one place doesn't let you do something, does that mean that you can never do it? Of course, it doesn't you just putting barriers up the barriers of telling me that you're a loser or you have loser mentality and I'm sorry if that hurts you, but hurts you, but you deserve it right now.

how much do you need to know about options, contracts to join the one-month challenge? I'll tell you that 50% of the people that join have no options experience. All right. 50% of the people that join my service have no options experience. That's how much you need.

[00:41:00] It’s a matter of fact, I would prefer that, nothing. I find that those people are far easier to work with than someone like Jim, who is steeped in the old way of doing things, with loser mentality, that can't escape being attached to losing. We do not do losing. I will teach you how to be a winner.

And make decisions like a winner makes when you make decisions like a winner, you have no anxiety, you make better decisions.

All right. So, try it out. If you're not a member of the service already give it a. You've got nothing to lose. Don't even trade. Just follow it and then see for yourself.

Okay. If you join, I'll give you back the money for the trial. I give people a month to try. Not only do I give more time than anybody else, but I rebate the money and you get my personal phone. Let me ask you something. What other operator of any service has ever given you their personal number and then answers the phone?

[00:42:00] It's a rhetorical question because I know for a fact that nobody does it except us, except for me. That's because I am committed to your success 100%. That's why we're here. And if you're a loser, I will shake you of that losing and make you a winner. It's because I act as a coach and a mentor and then uses the strategy and the alerts as a demonstration of that strategy.

What qualifies me to do this? I've been doing it to C level folk of fortune 5s. Fortune 50w, fortune 100s, 1000s, 5000s, for 40 years as an executive coach to them, they paid me gobs of money to yell at them and call them idiots. And they would listen to me.

So why wouldn't you, the people that are in our service of benefiting from that. So why wouldn't you.

[00:43:00] Right now, I'm sorry if I sound harsh, but that's me, sometimes it's the only way to get through to people. You need to shed yourself of these attachments, these losing attachments, they are bringing you down. They are destructive. There are other ways to do it. If you have obstacles, you find ways around them, you stop with the loser thing.

To coin a Scott Adams term,

and you start thinking like a winner, you stop managing risk. In other words, managing how much you're going to lose and start managing your profits. In other words, managing how much you're going to win.

That's what we do@zero-dte.com.

[00:44:00] I don't know if there are any other questions, but I think I've said enough. Anyways, this is a preview also of what we do every Saturday. Yes. There's a good chance that you will be yelled at if you're a dumb ass in one of our meetings, but don't take it harshly. Take it as a badge of honor and get away. You must develop a thick skin in these times and in this game and in this market,

paramount above all else is that you strive for excellence. And we do that through our continuous improvement process. You're welcome, Jim. So, thank you very much. And I have to get, I have to get going. There are still people showing up, but they're showing up late. You showed up late Richard man, cause I'm going to shut down now.

I want to thank everybody, but this will be recorded. I'm going to rebroadcast this on my podcast. The link is down below and for members it will be on the website as well. Hope everybody has a great weekend. Back at this on Sunday evening. By then I'll probably be on Martha's Vineyard and we'll do our pony show from there.

All right. Thank you very much. Now I need to find that off button there it is. Take care.