

1. **What is your mission?**
2. **What are your goals?**
3. **What is your timetable?**
4. **What would identify the major milestones?**
5. **How do you measure success and what does it take to be successful in trading?**
6. **How much money do you trade with and how much do you think you need?**
7. **What are your Strengths, Weaknesses, Opportunities and Threats?**
  - A. **Strengths:**
  - B. **Weaknesses:**
  - C. **Opportunities:**
  - D. **Threats:**
8. **Have you developed strategies to emphasize strengths and address weaknesses?**
9. **Do people who know you have same perception of your strengths and weaknesses?**
10. **What skills or capabilities make you unique?**
11. **How do you define discipline?**
12. **What technologies / methods (charting tools, historical data mining, fundamental analysis, gut-feeling) do you employ to help make your trading decisions?**
13. **How long have you traded? What products?**
14. **What options strategies do you employ or have you employed?**
15. **What seems to work the best for you?**

16. What didn't work in the past?
17. What strategies do you employ when speculating (investing) on price direction?
18. What strategies do you employ when speculating on the direction of implied volatility or for skew plays?
19. Whether speculating on direction, IV or skew\_:
  - A.\_what is the usual reasoning behind the trade?
  - B.\_do you have a target in mind?
  - C.\_do you use stops or have a pre-determined point of exit?
20. Do you scale in / scale out - what paradigm?
21. What is your win / loss ratio for speculating?
22. When adjusting the following risk, which strategies do you employ?:
  - A. Delta
  - B. Gamma
  - C. Vega
  - D. Theta
  - E. "Money and Banking"
23. What percentage of your risk analysis is done by:
  - A. entering entire position in one file of a computer analyzer?
  - B. entering parts of your position in separate files of a computer analyzer?
  - C. hand "break-down"?
  - D. the "seat of your pants" (instinct)?
24. How often has it happened that you had P&L results different to what you thought they would be. Have you ever had a loss and never determined where the money went?

25. How often has it happened that you made money when you thought you had a loss and never determined where the money came from?
26. How many times have you been long something that should have gone up but did not (and you failed to understand why you could not sell anything at your expected price)?
27. How many times have you been short something that should have gone down but did not (and you failed to understand why you could not buy anything at your expected price)?
28. Do you have different methodologies depending on market conditions?
29. On a scale of 1 to 100, to what degree is your trading successful?
30. What area of options do you feel you need the most help with, or have the most confusion about?
31. What best characterizes your style of trading?  
Denote any of the following which applies to you. If you wish to qualify or elaborate on any example, please feel free to do so in as much space as you need.
- A. "Shooter" (directional or implied volatility)
  - B. Backspreader
  - C. Ratio spreader
  - D. Butterfly trader
  - E. Time spreader
  - F. Other
32. Your opinion on the following:
- a. What is your idea of a "Dream" trade?
  - b. What is the "Holy Grail" trade?
  - c. What is your worst fear (Nightmare trade)?

**33. One Possible Future**

- A. Where will you be in 6 months?**
  
- B. Where will you be in 1 year?**
  
- C. Where will you be in 3 years?**
  
- D. Where will you be in 10 years?**

**34. Another Possible Future (if the first one does not manifest).**

- A. Where will you be in 6 months?**
  
- B. Where will you be in 1 year?**
  
- C. Where will you be in 3 years?**
  
- D. Where will you be in 10 years?**

**35. Make 3 wishes regarding your trading career.**