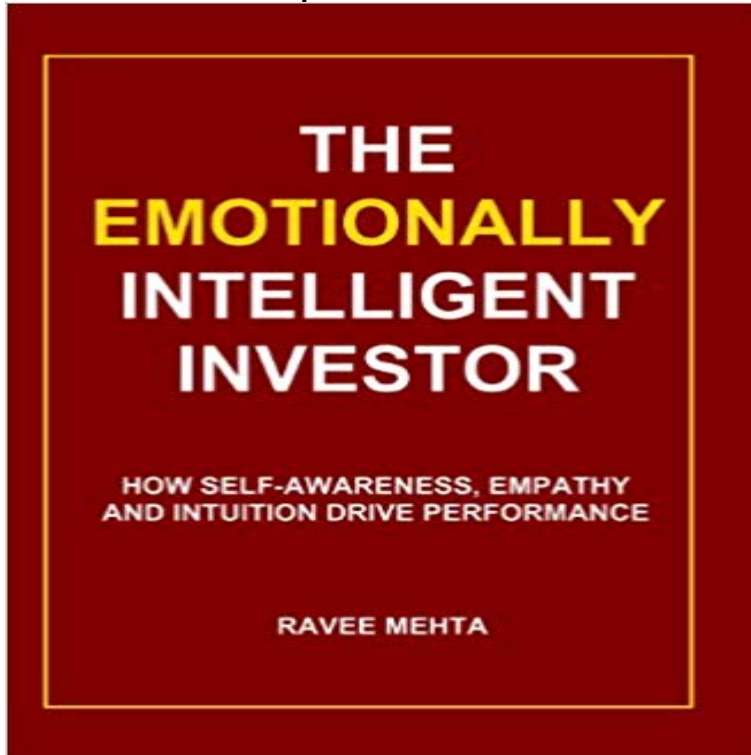


## The Emotionally Intelligent Investor: How self-awareness, empathy and intuition drive performance



The Emotionally Intelligent Investor challenges several long-held assumptions and beliefs, by asserting that a good investment approach starts with introspection. Too many investment gurus tell you to emulate their techniques despite the fact that you may have very different personality traits, motivations and biases. Would Shaquille O'Neal tell a short basketball player to play like him? This book provides a unique template for self-reflection and a framework for developing an investment approach that works best with who you are. Whereas the consensus opinion is that investing success comes from blocking out emotions and making purely rational decisions, the best money managers actually use their feelings. They actively sense what others in the market are thinking, and they employ gut instincts when making decisions. Nevertheless, virtually all investing text books neglect to mention how to best cultivate and utilize empathetic and intuitive realizations. In this book you will learn a process for developing an investing advantage by putting yourself in someone else's shoes. You will also discover how a stock chart is a great tool for understanding what the current holders of a security may be feeling, and you will appreciate why technical analysis works. This book demystifies intuition with respect to investing and provides a method for building and safely harnessing helpful gut instincts. Traditional security analysis is vital, but in this book you will learn why superior returns primarily depend on self-awareness, empathy and intuition. The book is complete with examples and recommendations that illuminate a path towards reaching full investing potential.

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