

HOMEGROWN TRADER

LIKE CHARITY, A SUCCESSFUL CAREER IN FINANCE CAN START AT HOME

Greg Secker is the founder and CEO of trader-coaching organisation Knowledge to Action. He studied Animal Physiology with European Studies for four years at The University of Nottingham and Veterinary at Isara (Grande Ecole, Lyon). He reveals some of his secrets and how it all started with him setting up a trading floor in his living room.

AFTER I left my position as Vice President of Mellon Financial Corporation, my friends and family started to ask me to share the secrets of my trading success. I decided to set up my front room as a mini trading floor, and teach them the strategies and tactics of professional traders.

I discovered that I loved teaching people about the markets and that many of my friends were surprised at how easy it could be to learn to trade. I decided that I wanted to continue coaching people, and so just three months after I retired, Knowledge to Action was born.

I've always maintained that as long as you work hard and stay focussed, anyone can become a successful trader. The sort of people that trading most suits, however, are those who can stay calm and collected under pressure and have the control to stop themselves from making unwise decisions in a panic. They have to be able to listen to instructions and advice, but also have the ability to act on their own when they need to. For every aspect of trading, discipline is key.

Knowledge to Action is the world's leading trader coaching company, which was set up to teach people about the various markets, and enable them to trade successfully on their own.

We offer a variety of different courses, covering the foreign exchange, stocks and futures markets, and provide quality instruction to a range of ability levels.

Last year, I also founded the Knowledge to Action Foundation with my girlfriend

Katherine – a not for profit organisation which aims to improve the quality of life for children around the world. The Foundation actively organises and runs events throughout the year to support causes such as Barnardo's and The Ubuntu Education Fund (a charity which provides health and educational resources to over 40,000 orphans and vulnerable children in South Africa).

We also look to promote education, life skills and youth leadership initiatives. In October we are holding our first Youth Leadership Summit – a five day event for 14-17 year olds which will focus on key personal development techniques, helping them to work towards a successful future.

What you need to succeed in finance

Asked what his advice to finance graduates would be, Greg says there are four key things.

- Decide which area of finance you wish to specify in
- Actively look to identify and engage with people in that area and the organisation you are interested in
- Go to bars and restaurants in Canary Wharf for example, to make contacts and access the culture there
- Be prepared to put in very long hours, sometimes 50-60 hours a week



For more info on the Knowledge to Action Foundation, go to www.KnowledgeToActionFoundation.com