SCARFACE TRADES

THE $10k TRADER

THE CONDENSED GUIDE TO TRADING MASTERY

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CHAPTER 01 **STRATEGY**

Part 1: Strategy

Chapter 1 - Introduction to the Strategy

I’ve been learning how to trade for seven years and I've watched thousands of videos, taken all of the courses.

The thing is, they make learning how to trade more complicated than it is.

My goal with this book is for you to walk away with a clear understanding of how to trade.

No fluff, just the core information you need to become a “$10k Trader.”

There are so many different avenues when it comes to trading – orderflow, SMC, price actions…and what I have realized with all these years of experience, you need to choose one and stick to it.

To start making $10,000 a month trading, you need to choose one setup you align with.

It is very important to know you want to choose one of those setups and learn that one completely.

Do not jump from strategy to strategy; that is exactly what kept me behind for so many years because I was always looking for the holy grail strategy.

I can tell you there isn't a *Holy Grail* strategy. You need to choose one and make it your *Holy Grail.*

For me personally I chose the **Break and Retest Strategy.**

Let’s start with the basics of this.

First, we need to understand the simplicity of the strategy. When a stock moves, it can move in three ways.

1. Uptrend.

2. Sideways / Range.

3. Downtrend.

These are the only three ways that a stock could potentially move.

For this strategy what works the best is eliminating range trading - so for us we will be focusing on is the uptrend and the downtrend.

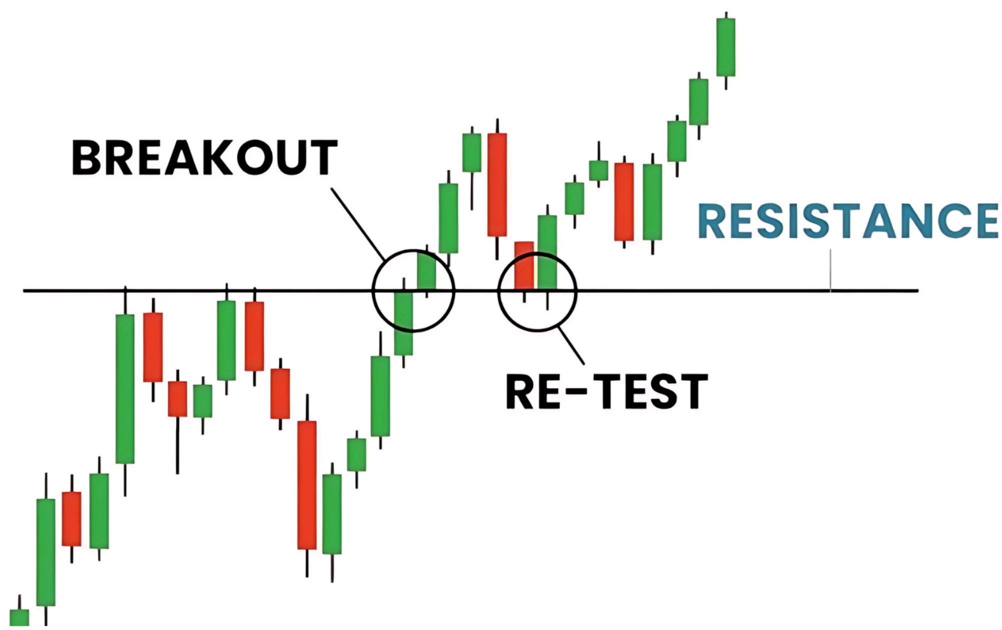
So, what is the Break and Retest trading setup?

That's the most important part.

The break is one certain level of support resistance, and that level is retested.

The goal of the trading setup is to buy or sell after the price break the level and retest it.

Take a look at this chart…



We have a clear break of a price level and then we get the retest of the price level and then obviously continuation.

The break and retest is a very simple system however when you actually apply in the real markets, that's when it can be a little bit confusing.

Why?
You don't have the right level; you don't have the **right setup** in place.

You don't have the right **displacement**.

The problem is you need to understand when to trade it.

There's a lot of different factors to make this the most effective setup for you because it is very simple.

A lot of traders think that this is only for options – the fundamental strategy behind the Break and Retest works in *Every Single Market*.

Every market, any stock, any timeframe you can trade with it.

Chapter 2 - Core Philosophy // Your EDGE

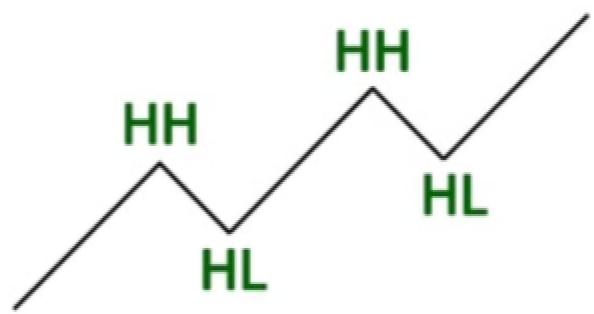
You need to have a profitable edge to genuinely make money in the markets.

For me, that edge comes from understanding market context and market structure.

What does that mean?

It means being able to identify intra-relative strengths and weaknesses by comparing individual stocks with the indices.

You need to understand that not all breakouts are equal, and that's where understanding market structure and context comes into play.



Many traders start with no real strategy, just trading based on random indicators or chasing the highest gainers, hoping they'll keep going up.

That was literally my strategy at first—simply hoping the stock would keep rising.

Now, developing an edge takes time.

However, many people, especially on social media, try to become profitable too quickly.

They're learning many new things, which is good, but they're not giving themselves time to process the information and let the strategies work.

It's important that you take time to let the strategy work.

Now, I'm laying out my edge right in front of you.

For example, I'm looking at QQQ being strong on the day and Tesla being weak.

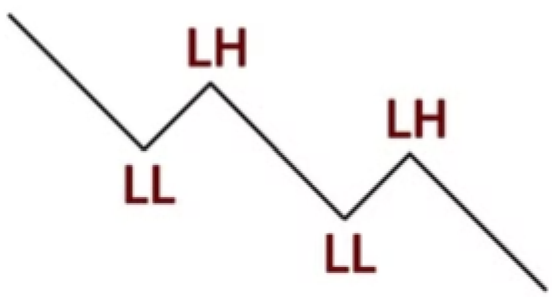
If QQQ hits a level of resistance where I believe it can drop from, and Tesla shows a break and retest of a previous resistance level, I'd enter a short position on Tesla.

Why? Because if QQQ drops, it's likely to amplify Tesla's downward movement.

But this understanding doesn't come overnight.

My mentor taught me this a long time ago, and I had to adapt it into my own strategy.

It's the same for you.



You're going to learn how I look at the markets, watch the live trading, observe other traders, but then it comes down to how much you **practice** and **analyze** the data in real-time.

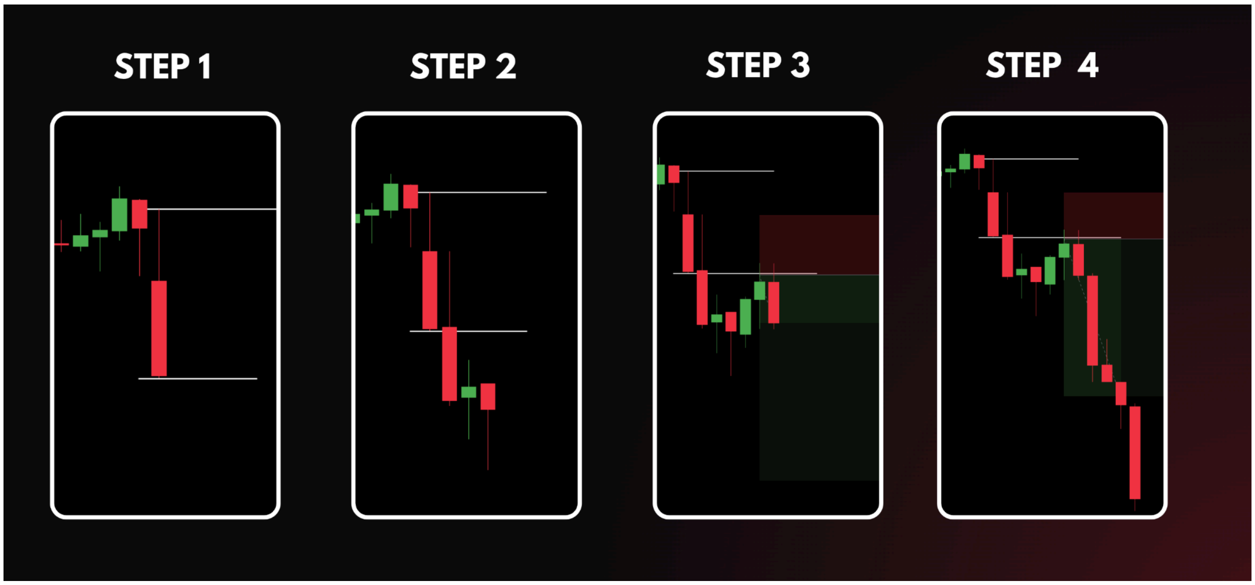
Your edge will differentiate because it comes from your own experiences in the market—your losses, your wins.

It develops in your head a little differently, and you see the market from a slightly different perspective than I do.

Therefore, you're going to look at different trades, and what works for you might be slightly different from what works for me.

Chapter 3 - Identifying High-Probability Setups

How can we actually identify high-probability setups?



The first step in the Break and Retest strategy is to identify levels of **support and resistance.**

This can be done by using previous levels along with highs and lows on higher time frames.

Once a level is broken, we wait for the price to retrace to that level and form a wick to confirm the price action.

This initial step is where you're most likely to struggle in the beginning.

The challenge for new traders—or even those with some experience—is that if you're not drawing the key levels correctly or you've been taught the wrong levels, it's very difficult to change your perspective.

Many people become fixated on identifying the "right" level, but what you need to understand is that with key levels, it's all about time and practice.

It may take some traders two weeks, others two months, and some even six months to master this skill.

One day, it will suddenly click for you as you keep practicing and refining those levels.

You'll notice that sometimes your level might be off by five or ten cents, while other times it could be off by as much as two dollars. There may even be instances where you **miss a level entirely.**

Once you've identified the key levels, the process becomes straightforward: watch the chart, wait for a break, look for the retest, and enter based on price action. It's actually quite simple, though many people overcomplicate it.

It really isn't that difficult—but it all comes down to identifying the proper levels, and that process simply takes time to master.

On average, I'll have anywhere from **4 to 7 key levels.**

I have a minimal number of levels because I like to make sure that I have the proper levels. I place the most emphasis on the chart.

I used to see traders have 20-30 key levels drawn, and it made **no sense.**

This is one of those things in trading that you have to build experience on.

I'm able to draw those levels more accurately and effectively simply because I've had more reps.

Now, your first key level will be your risk level.

The risk just simply means your stop loss. How much the trade can come down before you get stopped out.

If you don't know where you should draw a specific key level and it seems really choppy, that most likely means you're trying to force that key level.

Chapter 4 - Price Action & Candlesticks

I'm going to go over everything to help you understand how to read, analyze, and execute candlestick patterns and action.

This is super important because if you can't understand price action and don't know how candlesticks form, you don't understand 90% of what's happening in the charts.

This is one of the most important and crucial things for technical analysis before you even find a strategy because there's so many strategies that can work for you.

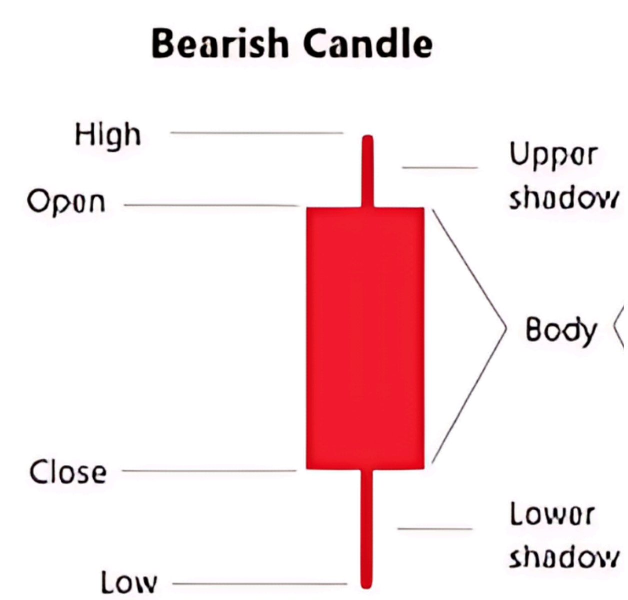
However, to become profitable, you need to combine those strategies with understanding candles and price action.

By the time you're done reading this chapter, you should understand how to read candles and price action effectively and use them within your own strategy and setup.

So, number one, how can we read candlesticks?

Well, here we have both **bullish** and **bearish** candlesticks, and let's talk about how they form.

So, as we can see here, this is the Bearish candlestick.



Now, one candlestick tells us a lot about the direction the stock is heading.

We have **bearish** and **bullish** candlesticks, which help us distinguish between different trends and determine who has more power at that specific time.

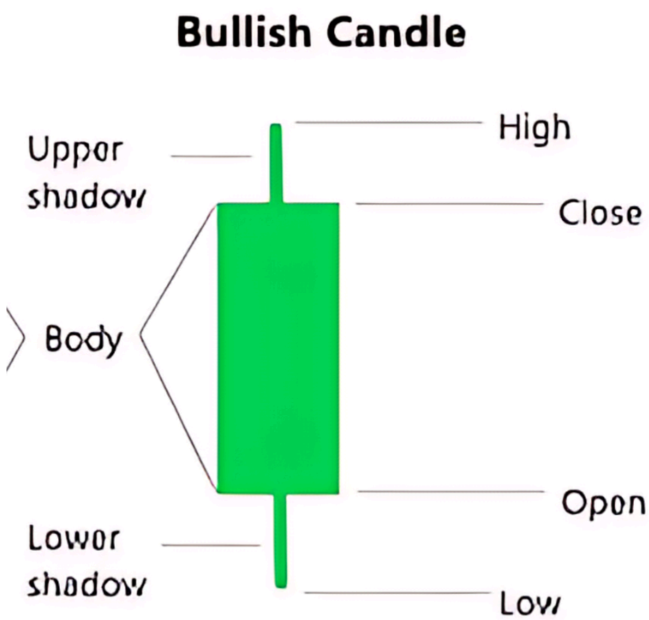
Let’s break it down.

At the top, we have these upper portions right here where you see these lines called the “wicks” or “upper shadows.”

Then, this part right here in the center is called the body. The body is where the most action happens, and the wicks also give us a picture.

Finally, we have the open at the top, and the close at the bottom.

Vice versa for a Bullish Candlestick.



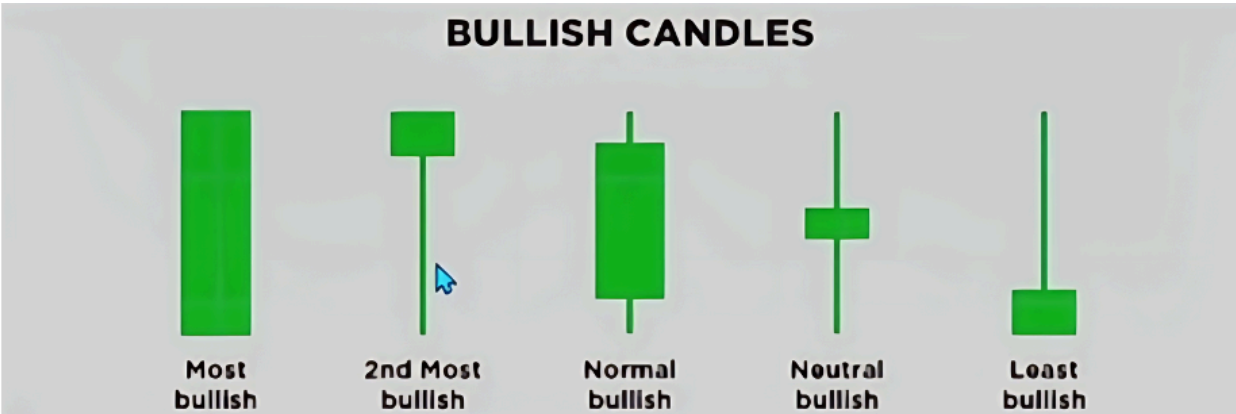
If you take a look at the Bearish Candle…

You can see Buyers step in, and we try to bring it to the highs of this candle.

Unfortunately, buyers weren’t strong enough, so sellers came in and brought it down to the low.

This is important for you to understand because every strategy or candlestick pattern depends on specific candles.

Once you master candlesticks, you can almost predict how a candle closes off and how it's forming during the day.



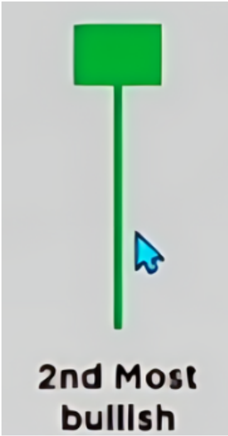
Now, let's take a look at some Bullish Candlestick Patterns.

This goes from the most bullish to the least; the most bullish candlestick opens at the bottom and closes at the top.

The first one is a **Full-Body** candle.

There's no wick, meaning there were no sellers, which is completely bullish. If you see this on the chart, it usually means that bulls have the majority of the control.

The second one is called a **hammer candlestick** it's the second most bullish candle.



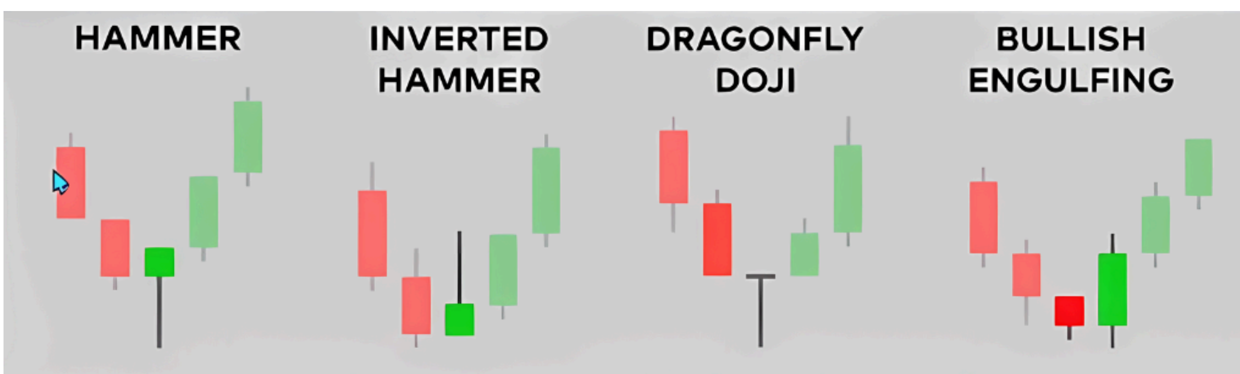
Now, what does this candle signify?

We see sellers try to bring this back down; however, buyers came in very strongly, and we closed at a new high of that candle.

So this signifies that sellers did try to bring the stock back down to the lows; however, because we close this, candle buyers are in extreme control.

Then you have a neutral candle and, finally, the **least bullish** candle.

This is also considered a doji candle, it's a **neutral** candle is because there's no buyers or sellers that are in control here.
This means both buyers and sellers think that is a fair price for the stock, and that's why it didn't push aggressively to one side or another.



When we look at some examples here, my favorite to trade is the hammer candlestick pattern.

As you can see, we're bringing in lows as we come into this candle.

We make a new low, but then buyers come back in and make a new High.

This shows that if there was a specific key level right here, we broke that level, came back up and buyers were present, or we had unfilled orders and made a new High.

The dragonfly doji is similar to the Hammer pattern; it's basically the same thing.
When we came back up, we simply did not make a body candle.

The **Bullish Engulfing** is similar to the **Hammer pattern** that came,

You must understand when trading candlesticks is that each candlestick on a different timeframe tells a different story.

If there are a couple of time frames that align, and let's say you have a bullish thesis, it makes that confluence so much clearer because all the time frames are bullish.

Now, the reason I say that is because, for this example, Bullish Engulfing.

Let's say the one-minute timeframe is the same as this hammer candlestick. On a three- or five-minute timeframe, it would make a hammer candlestick on the higher timeframe.

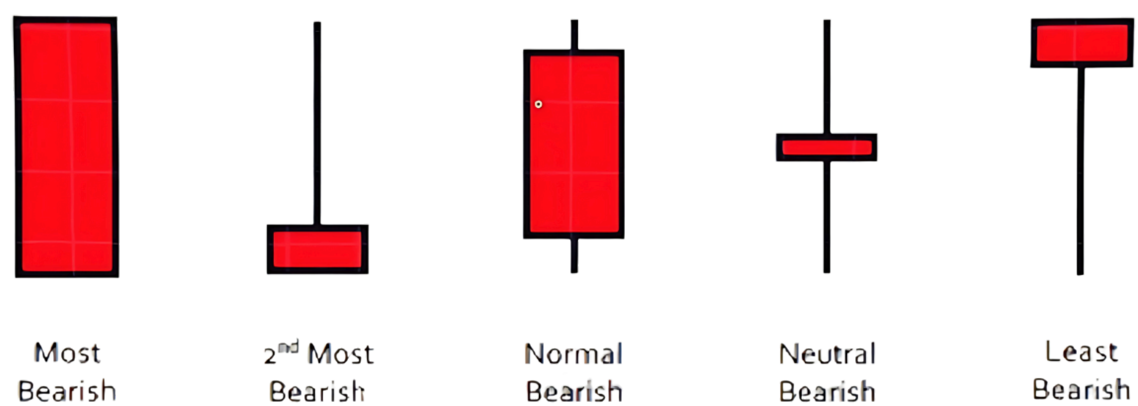
This is because, once again, we come back down sellers trying to be in control.

We make a new low on this candle, we come back up, we create that body, and as we can see, this would very likely be a hammer candlestick, just on a different timeframe.

So you have to understand that the candlesticks do look different on different time frames, but you also have to understand what pattern they would be.

Making on a different timeframe, so those are the bullish candlesticks.

Now let's go over to the Bearish candlesticks…



They are the exact opposite of the bullish, the most bearish once again it opens up and closes down here.

It’s a full-body candle.

The second most is simply the inverse of the hammer candlestick, which is called a **shooting star candle.**

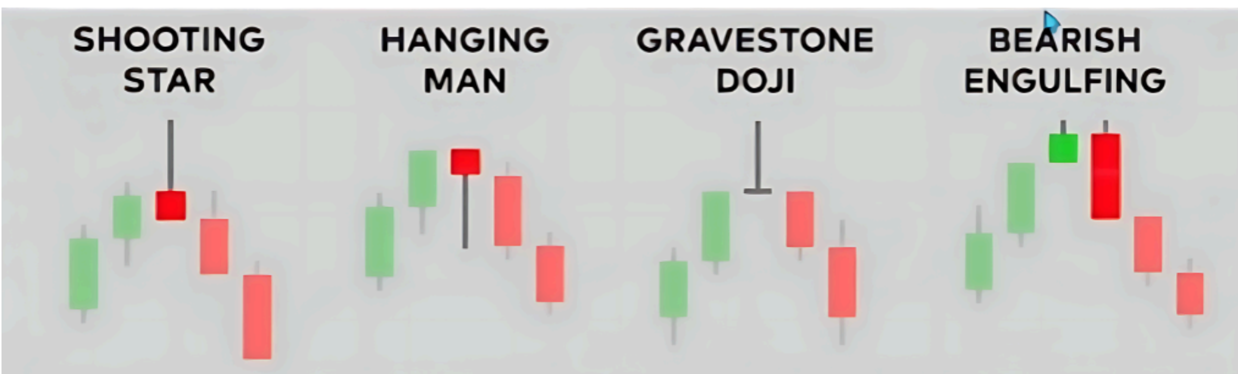
Basically, we’re opening up here. We try to make new high balls. Try to come in however, sellers come in once again and we close at new lows.

This is once again with the bullish candle just closing at a high, but the Bears just closed at a low.

It’s still a neutral candle, meaning that both buyers and sellers are fighting here; there’s not really any direction to be hard, and finally, this is the least bearish candle.

This was almost a bullish candle however it closed a little bit below the pattern.

Now here are the Bearish Patterns…



My favorite is a shooting star candle because this is the opposite of the hammer candle on the side, so the short side I like to go for the shooting star candle.

Then, we have the Gravestone Doji that you can focus on.

Lastly, the Bearish Engulfing, notice how all these candlestick patterns are the same, just flipped right because that’s all it is bullish and bearish candlesticks are the exact same.

They’re just flipped to the other side, and you have to understand when they’re forming what the picture actually means, all right so those are the bullish and candlesticks.

Those are all the candlestick patterns you need to understand.

However, there’s two things I need you to understand as well.

Number one: always look for candlestick patterns near specific key levels.

This is because they have the most volume.

If you’re just looking at candlesticks and candlestick patterns on a random chart it won’t work as effectively as it would if it was near a key level.

So always be looking at candlestick patterns or anything you’re trading near key level for the best risk to reward.

Number Two: always wait for the candlesticks to close.

Why?

It’s because traders will often see a hammer candlestick forming and enter the trade because they think that they can enter a little bit early and have a better risk to reward.
It’s actually a very bearish candle.

So always wait for the candlestick before you enter the trade so you know what type of candlestick you're entering.

This will save you from a lot of Losses.

CHAPTER 02 **RISK MANAGEMENT**

Part 2: Risk Management

Chapter 1 - Introduction to Risk Management

What is Risk Management?

Risk management is the process of identifying, assessing, and controlling potential risks that may arise during trading activities.

It involves developing strategies and techniques to minimize losses and maximize profits.

The goal is to create a well-balanced strategy that can withstand market fluctuations.

Types of Risk in Trading

Market Risk: Potential losses due to changes in market conditions such as interest rates, exchange rates, or commodity prices.

Credit Risk: The possibility that a counterparty will default on their obligations. This is generally not a concern for traders dealing with large-cap stocks or options with high trading volume.

Liquidity Risk: The risk that arises when there's insufficient market liquidity to execute trades at desired prices.

News Risk: Unpredictable events or announcements that can impact asset prices, such as earnings reports or economic data releases.

Managing Risk in Trades

Effective risk management involves several key strategies:

Adjust Position Size Based on Market Sentiment: Increase position sizes in trending markets and reduce them in choppy or consolidating markets.

Adapt to Market Conditions: Recognize that even in sideways markets, there may be opportunities for trades, albeit less frequent.

Maintain Consistent Trade Frequency: Establish a comfortable trading frequency that aligns with your strategy and psychology. For example, 3-5 trades per week.

Avoid Signal Chasing: Focus on learning and understanding the trades rather than simply copying others' signals.

Chapter 2 - The Importance of Risk Management

Understanding the importance of risk management is crucial for long-term success in trading. Here's why it matters:

1. Capital Preservation

Risk management helps protect your trading capital by limiting potential losses. This ensures you can continue trading even after experiencing some losses.

2. Emotional Control

A solid risk management plan can reduce emotional decision-making, which often leads to poor trading choices.

3. Consistent Performance

Proper risk management allows for more consistent trading results, helping to smooth out the inevitable ups and downs of the market.

4. Long-term Sustainability

Effective risk management is key to sustaining your trading career over the long term, preventing catastrophic losses that could force you out of the market.

So how can you implement risk management in your trading routine?

To effectively incorporate risk management into your trading:

1. Dedicate time each day to analyze your trades and assess risks
2. Start with small position sizes while you're learning
3. Never risk more than a small percentage (typically 1-2%) of your total trading capital on a single trade
4. Keep a trading journal to track your decisions and their outcomes
5. Continuously educate yourself about different risk management techniques

Balancing Trading with Other Responsibilities…

For those managing trading alongside other commitments:

- Set a structured schedule for trading and learning
- Focus on specific market hours that fit your schedule
- Use weekends for in-depth analysis and strategy development
- Don't rush to quit your day job; build your skills and capital gradually

Mastering risk management is a journey that requires patience, discipline, and continuous learning.

By understanding different types of risks, implementing effective strategies, and maintaining a consistent approach, you can significantly improve your chances of success in the financial markets.

Remember, the key is to focus on steady progress rather than seeking quick gains and to always prioritize risk management in your trading decisions.

With dedication and proper risk management, you can work towards becoming a successful and sustainable trader.

Chapter 3 - Holding Winners Longer

1. Analyze Market Dynamics

To hold winners longer, it's crucial to understand the broader market context and individual stock behavior. This involves:

- Identifying overall market trends and sector rotations
- Recognizing when to extend holds in trending markets versus quick exits in choppy conditions
- Staying updated on relevant news, earnings reports, and economic indicators

2. Utilize a Tiered Exit Strategy

Implement a scaling approach to maximize profits while managing risk. Set multiple profit targets, taking partial profits at key levels. This allows you to secure gains while still maintaining exposure to potential further upside.

Use trailing stops on remaining positions to capture extended moves. As the trade progresses in your favor, adjust your stop-loss to lock in profits while giving the trade room to breathe.

Adapt your exit strategy based on volatility and price action. In highly volatile markets, you may need to widen your stops or adjust your profit targets.

Conversely, in calmer markets, tighter stops and more conservative profit targets might be appropriate.

3. Dynamic Risk Management

Protect your gains while allowing room for further profit. As the trade moves in your favor, gradually raise your stop-loss. This technique often called a trailing stop, helps lock in profits while still giving the trade space to grow.

Consider pyramiding into winning positions with proper risk controls. Pyramiding involves adding to your position as the trade progresses in your favor. However, it's crucial to maintain strict risk management when employing this strategy to avoid overexposure.

Remain vigilant and be prepared to exit if fundamental factors shift. Markets can change rapidly, and what was once a winning trade can quickly turn unfavorable.

Stay informed about relevant news and economic indicators that could impact your position, and be ready to act if the underlying conditions change.

4. Cultivate Mental Fortitude

Develop the psychological strength needed to hold onto winners:

- Build confidence through rigorous testing and detailed trade journaling
- Maintain focus on your overall trading plan, not individual trade outcomes
- Practice mindfulness techniques to resist impulsive exits on profitable trades

By combining a well-defined trading system with strategies for holding winners longer, traders can maximize their profits and improve their overall market performance.

5. Define Your Trading Style

Begin by identifying your trading style, whether you're a momentum trader, scalper, swing trader, or investor. Take into account your commitments, available time, and personality when making this decision.

Also, choose the instruments you'll trade, such as stocks, options, or futures, based on your preferences and expertise.

6. Develop Clear Entry and Exit Signals

Create simple, repeatable rules for entering and exiting trades. These signals should be based on either technical or fundamental analysis, depending on your approach.

Ensure that your signals are mechanical and designed to minimize emotional decision-making, which can often lead to poor trading choices.

7. Implement Risk Management

Establish a robust risk management strategy.

This includes setting a maximum daily loss limit to protect your capital, determining your position sizing strategy to manage risk effectively, and establishing a maximum number of consecutive losses before stopping for the day.

These measures will help safeguard your trading account and prevent emotional trading decisions.

8. Back-test Your System

Before going live, thoroughly back-test your system using historical data.

This process helps validate your strategy and provides insights into its effectiveness. Analyze key performance metrics such as win rate and risk-reward ratio.

Use the results from your back-testing to refine and improve your system as needed.

9. Follow Your System Consistently

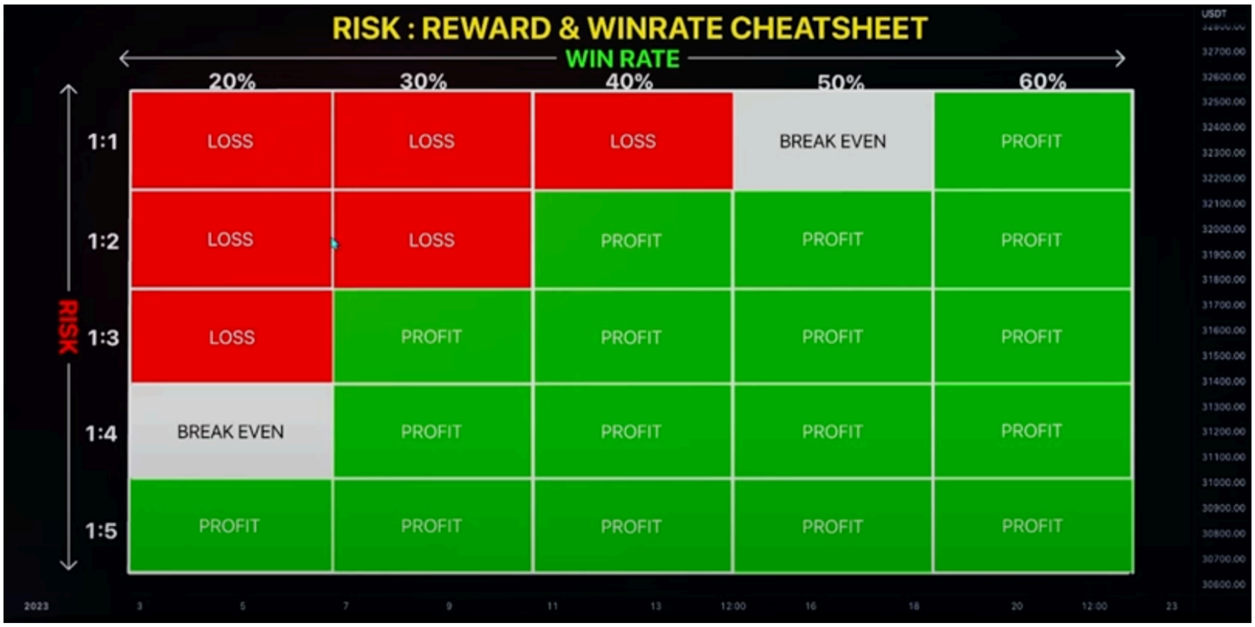
The key to success lies in consistently following your system. Stick to your predefined rules and avoid making impulsive decisions that deviate from your strategy.

Resist the temptation to change your system based on short-term results, which can lead to inconsistent performance.

Instead, focus on continuously tracking and analyzing your performance to identify areas for improvement and refine your approach over time.

Chapter 4 - Position Sizing: The Key

Position sizing and risk management are crucial aspects of successful trading.



There are 3 key concepts…

1. Risk Management

Risk management is not just about understanding the concept, but actively applying it in real-time trading scenarios. It's the cornerstone of consistent profitability.

2. Position Sizing

Proper position sizing ensures that no single trade can significantly impact your overall portfolio. It's about managing your risk exposure on each trade.

3. R-Multiple

The R-multiple is a risk-reward ratio that helps traders quantify potential profits against the amount risked.

Aiming for trades with at least a 2R potential can lead to overall profitability, even with a win rate just above 50%.

Identifying key support and resistance levels, particularly pre-market highs, lows, and pivot points, can provide valuable entry and exit signals for trades.

Trade Management

1. Entry: Look for clear rejection or breakout signals at key levels.
2. Stop Loss: Place just beyond the most recent significant price level.
3. Take Profit: Aim for at least a 2R multiple, often at the next significant support/resistance level.

Mastering position sizing and risk management is essential for consistent profitability in trading. By focusing on the R-multiple and maintaining discipline in trade execution, traders can achieve success even with a moderate win rate. Remember, it's not about being right all the time, but about managing risk effectively when you're wrong.

CHAPTER 03 **PSYCHOLOGY**

Part 3: Psychology

Chapter 1 - Understanding Your Trading Psychology

Trading isn't just about strategy and technical analysis; it's also about managing your mind.

The psychology behind trading can make or break your success.

Even with the best strategy in place, if you're not mentally prepared to handle the ups and downs of the market, you're likely to struggle.

This section dives into the psychological aspects of trading, helping you develop the mental toughness needed to thrive.

Trading can evoke a wide range of emotions—excitement, fear, greed, and frustration, to name a few.

Understanding these emotions and learning how to manage them is critical to becoming a successful trader.

Emotional Challenges: Fear and Greed

Two of the most powerful emotions in trading are fear and greed. These emotions can lead to impulsive decisions that undermine your strategy.

Fear: often manifests as a hesitation to enter a trade, even when all the signals are aligned. It can also cause you to exit a trade too early, cutting your profits short. The fear of losing money can be paralyzing, leading to missed opportunities.

Greed: On the other hand, greed can push you to stay in a trade too long, hoping for even more profit, only to see the market reverse and wipe out your gains. Greed can also lead to overtrading, where you take unnecessary risks in pursuit of bigger returns.

The key to overcoming fear and greed is to develop a disciplined approach to trading.

This means sticking to your strategy, regardless of what your emotions are telling you.

1. Stick to Your Plan: Trust the process you've developed.

If your strategy tells you to enter a trade, do so without hesitation.

Similarly, if it’s time to exit, take your profits or cut your losses according to the plan.

2. Set Realistic Expectations: Understand that not every trade will be a winner.

Accepting this fact can help you manage fear and reduce the impact of greed.

By setting realistic goals and knowing that losses are part of the game, you can approach trading with a more balanced mindset.

3. Practice Patience: One of the biggest psychological challenges in trading is the urge to make something happen, even when the market isn’t providing clear opportunities.

Patience is a virtue in trading.

Waiting for the right setup is crucial, even if it means sitting on the sidelines for extended periods.

Chapter 2 - Building a Traders Mindset

A resilient mindset is one that can withstand the pressures of trading. It’s about being able to bounce back from losses, stay focused during drawdowns, and maintain confidence in your strategy even during tough times. This section will guide you on how to build and maintain a strong trading mindset.

Developing Mental Toughness

Mental toughness is the ability to stay calm, focused, and disciplined in the face of adversity. It’s what allows successful traders to continue executing their strategies even when the market is volatile or their emotions are running high.

Embrace Losses as Learning Opportunities: Every trader experiences losses. Instead of viewing them as failures, see them as opportunities to learn and improve. Analyzing your losing trades can provide valuable insights into what went wrong and how you can avoid similar mistakes in the future.

Maintain a Long-Term Perspective: Trading is a marathon, not a sprint. Keep your focus on the long-term goals rather than short-term wins or losses. This perspective helps you stay calm and not get too attached to the outcome of individual trades.

Develop Routines: Establishing daily routines can help you stay grounded and focused. This might include a pre-market routine to analyze the market, a post-trade review to assess your performance, and regular breaks to clear your mind.

Chapter 3 - Dealing With Losses

How to deal with losses?

Accept, Reflect, and Move On.

Losses are an inevitable part of trading, but how you handle them can significantly impact your overall success.

This section explores the importance of accepting losses, reflecting on them, and moving forward with confidence.

The Importance of Acceptance…

The first step in dealing with losses is accepting that they are a natural part of trading.

No strategy is foolproof, and even the best traders experience losing trades.

The key is not to let these losses affect your mindset or your approach.

Don't Let Losses Define You: A single loss doesn't define your trading abilities.

It's just one trade in a long journey. By not letting losses shake your confidence, you can continue to approach the market with a clear head.

Avoid Revenge Trading: One of the biggest mistakes traders make after a loss is trying to make the money back immediately—this is known as revenge trading.

It often leads to poor decision-making and further losses. Instead, take a step back, review what went wrong, and wait for the next high-probability setup.

Next, learn how to reflect on losses…

Reflection is a powerful tool for improvement. By analyzing your losing trades, you can identify patterns and areas where you might need to adjust your strategy or mindset.

Review Your Trades: After a loss, take the time to review the trade objectively.

Ask yourself questions like:

Did I follow my strategy?

Was there a flaw in my analysis?

Did emotions influence my decisions?

Document Your Findings: Keeping a trading journal where you document each trade and your thoughts on it can be incredibly helpful.

Over time, this journal will reveal patterns in your trading behavior, helping you refine your approach.

Then, Move Forward with Confidence…
Once you've accepted and reflected on your losses, it's time to move on.

Dwelling on past mistakes can hinder your progress.

Instead, focus on the future and continue to execute your strategy with confidence.

Maintain a Positive Mindset: It's easy to get discouraged after a series of losses, but maintaining a positive outlook is crucial.

Remember, every trader goes through rough patches—it's your ability to push through them that sets you apart.

Stay Focused on Your Goals: Keep your long-term goals in mind.

Remind yourself why you started trading and what you hope to achieve. This focus can help you stay motivated and committed to your trading plan.

Chapter 4 - Maintaining Consistency

Consistency is one of the most challenging aspects of trading psychology.

It's not just about executing your strategy consistently but also about maintaining a consistent mindset.

This section will provide tips on how to keep your emotions in check and stay on track with your trading plan.

Discipline is the backbone of consistent trading.

It's what keeps you from making impulsive decisions and ensures that you stick to your plan.

Follow Your Rules: Every successful trader has a set of rules that guide their trading.

Whether it's rules about when to enter and exit trades, how much risk to take, or what markets to trade, following these rules consistently is key to long-term success.

Avoid Overtrading: Overtrading is a common issue that stems from a lack of discipline.

It's the urge to trade more often than your strategy dictates, usually driven by the desire to recover losses or increase profits quickly.

Stick to your plan and only trade when your strategy signals a clear opportunity.

You want to build your confidence through consistency…

The more consistently you follow your trading plan, the more confidence you'll build in your abilities.

This confidence, in turn, helps reinforce your discipline, creating a positive feedback loop.

Trust Your Strategy: Confidence comes from knowing that your strategy works over the long term.

Even if you face a series of losing trades, trust that your strategy will yield positive results if you execute it consistently.

Celebrate Small Wins: Acknowledge and celebrate your successes, no matter how small.

Each profitable trade, each time you stick to your plan, is a step toward building a consistent and successful trading career.