

“Not one in a thousand seriously plans and acts as one must to make a fortune.” Thomas Phelps

Investors dream of getting rich. They say the right things about being selective, disciplined and having patience. But their portfolios, and more importantly, their behavior, tell a different story.

There is an inconvenient truth: most investors don't earn big returns because they are not really *trying* to.

The problem isn't intelligence or access to information. It is the gap between what people say and what they do. Most investors seek comfort and social validation. They over-diversify, check stock prices daily or even hourly, and panic when markets fluctuate.

To get outsized returns, you need a strategy that can capture extreme outliers. Investing confidently is a prerequisite. It means having the stomach to hold when a stock declines and 50% drawdowns are not unusual for even great companies. It requires tuning out the noise and accepting large swings in your net worth. It means accepting that you are going to look stupid.

Most investors want the gains but not the discomfort that makes them possible. So they own a little bit of a lot of things and trade in and out too often. This feels rational because they are “doing something” which is usually just oversteering their portfolio or trying to fit into a market environment that is in all likelihood temporary.

If you truly want extraordinary results, you must pay the tuition which comes in the form of stomaching volatility and accepting social isolation.

The first step toward making life-changing money in stocks? Start acting like someone who makes life-changing money in stocks.