

Kluis Grain Trading Academy

Syllabus and Schedule



Introductory

Date	Session	Content
Day 1 Saturday Jan 19 th 2019 In Wayzata	101 Introduction to Futures 102 Introduction to Options (Part A) 103 Introduction to Charting (Part A) 104 Opening a Futures Account	<ul style="list-style-type: none"> • About the futures market. • How futures work. • The impact of futures prices on farm income. • Examples of use of futures. • Introduction to calls and puts. • Building hand-drawn charts. • Basic chart analysis methods. • Understanding trends and trend analysis. • Individual, corporate or partnership accounts. • Setting up a bank line of credit for your hedge accounts. • The benefits of using ACH to move funds. • Terminology and acronyms of the futures industry.
Online webinar 6:30 pm Mon, Jan 21	105 Big Traders	<ul style="list-style-type: none"> • Commodity funds and how they influence price. • The Commitments of Traders reports.
Online webinar 6:30 pm Mon, Jan 28	106 Outside Markets	<ul style="list-style-type: none"> • Looking at outside markets. • Their influence on grain futures and your marketing decisions.
Online webinar 6:30 pm Mon, Feb 4	107 Introduction to Options (Part B)	<ul style="list-style-type: none"> • Bull spreads as a method of storing grain. • Minimum and maximum contracts.
Online webinar 6:30 pm Mon, Feb 11	108 Introductory Grain Merchandising Decisions	<ul style="list-style-type: none"> • Grain merchandising alternatives, benefits and risks. • Cash contracts vs. futures hedges. • Basis contracts vs. options. • Understanding grain merchandising. • Carrying charges; Basis. • Storing with call options. • Your best marketing alternatives.
Online webinar 6:30 pm Mon, Feb 18	109 Introduction to Charting (Part B)	<ul style="list-style-type: none"> • Studying Chart Patterns • Using the Relative Strength Index • Using Moving Averages

Final Day Saturday February 23 rd In Wayzata	110 Risk, Margins and Leverage	<ul style="list-style-type: none"> • Managing margins. • Understanding leverage and its impacts. • Understanding how to manage risk and create consistent farm profits.
	111 Marketing Plan	<ul style="list-style-type: none"> • How to create a farm marketing plan. • How to use price objectives. • The 3-step risk management plan for your farm. • “A” bushels and “B” bushels. • Hedging and put options. • Spreading out risk.
	112 Grain Fundamentals	<ul style="list-style-type: none"> • World and U.S. grain fundamentals. • Global supply/demand: Today, next year, last year, and 10 years ago.
	113 Strategic Thinking	<ul style="list-style-type: none"> • CAMEL rating for your farm. • Long-term grain price cycles. • Short-term grain price cycles. • Your farm marketing rules. • Chart review.
	Mock Trading Session	
	Final Exam	

*Schedule subject to change.

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