

# Kluis Grain Trading Academy

## Syllabus and Schedule



### Introductory

Date	Session	Content
Day 1  Saturday Jan 19 <sup>th</sup> 2019 In Wayzata	<b>101</b> Introduction to Futures  <b>102</b> Introduction to Options (Part A)  <b>103</b> Introduction to Charting (Part A)  <b>104</b> Opening a Futures Account	<ul style="list-style-type: none"> <li>• About the futures market.</li> <li>• How futures work.</li> <li>• The impact of futures prices on farm income.</li> <li>• Examples of use of futures.</li>   <li>• Introduction to calls and puts.</li>   <li>• Building hand-drawn charts.</li> <li>• Basic chart analysis methods.</li> <li>• Understanding trends and trend analysis.</li>   <li>• Individual, corporate or partnership accounts.</li> <li>• Setting up a bank line of credit for your hedge accounts.</li> <li>• The benefits of using ACH to move funds.</li> <li>• Terminology and acronyms of the futures industry.</li> </ul>
Online webinar  6:30 pm Mon, Jan 21	<b>105</b> Big Traders	<ul style="list-style-type: none"> <li>• Commodity funds and how they influence price.</li> <li>• The Commitments of Traders reports.</li> </ul>
Online webinar  6:30 pm Mon, Jan 28	<b>106</b> Outside Markets	<ul style="list-style-type: none"> <li>• Looking at outside markets.</li> <li>• Their influence on grain futures and your marketing decisions.</li> </ul>
Online webinar  6:30 pm Mon, Feb 4	<b>107</b> Introduction to Options (Part B)	<ul style="list-style-type: none"> <li>• Bull spreads as a method of storing grain.</li> <li>• Minimum and maximum contracts.</li> </ul>
Online webinar  6:30 pm Mon, Feb 11	<b>108</b> Introductory Grain Merchandising Decisions	<ul style="list-style-type: none"> <li>• Grain merchandising alternatives, benefits and risks.</li> <li>• Cash contracts vs. futures hedges.</li> <li>• Basis contracts vs. options.</li> <li>• Understanding grain merchandising.</li> <li>• Carrying charges; Basis.</li> <li>• Storing with call options.</li> <li>• Your best marketing alternatives.</li> </ul>
Online webinar  6:30 pm Mon, Feb 18	<b>110</b> Risk, Margins and Leverage	<ul style="list-style-type: none"> <li>• Managing margins.</li> <li>• Understanding leverage and its impacts.</li> <li>• Understanding how to manage risk and create consistent farm profits.</li> </ul>

<p>Final Day</p> <p>Saturday February 23<sup>rd</sup> In Wayzata</p>	<p><b>111</b> Marketing Plan</p> <p><b>112</b> Grain Fundamentals</p> <p><b>109</b> Introduction to Charting (Part B)</p> <p><b>113</b> Strategic Thinking</p> <p>Mock Trading Session</p> <p>Final Exam</p>	<ul style="list-style-type: none"> <li>• How to create a farm marketing plan.</li> <li>• How to use price objectives.</li> <li>• The 3-step risk management plan for your farm.</li> <li>• “A” bushels and “B” bushels.</li> <li>• Hedging and put options.</li> <li>• Spreading out risk.</li> </ul> <ul style="list-style-type: none"> <li>• World and U.S. grain fundamentals.</li> <li>• Global supply/demand: Today, next year, last year, and 10 years ago.</li> </ul> <ul style="list-style-type: none"> <li>• Studying Chart Patterns</li> <li>• Using the Relative Strength Index</li> <li>• Using Moving Averages</li> </ul> <ul style="list-style-type: none"> <li>• CAMEL rating for your farm.</li> <li>• Long-term grain price cycles.</li> <li>• Short-term grain price cycles.</li> <li>• Your farm marketing rules.</li> <li>• Chart review.</li> </ul>
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\*Schedule subject to change.

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