

Discussions will be centered on current situations relating to the 2016 and 2017 crops.

Introduction

- How does the Grain Division generate profit for the company?
- Who is on the Grain Dream Team?

Merchandising for Profits

- Maximizing Margins from the Long Side of Basis Trading
- The Unintended Consequences of Grain Buying Policies
- How Basis Trading Profits are Reflected on the Financials
- Methods for Assigning Mark-to-Market Valuations
- Communicating Effectively with the Lender
- Barriers that Inhibit Peak Performance
- Keeping “Seldom” from Destroying Your Business

The Short Side of Basis Trading

- Profiting from the Short Side of Basis Trading
- Accounting Side of Short-the-Basis
- Financing of Short-the-Basis Positions

The Spread's Role in Merchandising

- Defining the Purpose and Process of Spread Management
- Pre-spread Planning Procedures
- Proper Accounting of Spreads
- Financing Needs of Spreads

Finale: Effective Team Communications

Professional Development: 12 Driving Forces Workshop

In this engaging and interactive workshop you will discover your 12 Driving Forces. These personal motivators help you take control of your decisions, guide your life's direction, and help you foster an appreciation of others. They are the WHY behind your behavior and actions.

Uncovering and understanding your 12 Driving Forces will:

- Improve your ability to effectively communicate with your teammates, your customers, your direct employees and/or your manager
- Grow team respect and trust
- Learn how to persuade and empower peers, customers and employees

Canadian Studies Workshop

This workshop will feature round table basis discussions around the Provinces and case studies focused on:

- Recording of Daily Futures P & L Activity
- Valuation of Futures Open Trade Equity
- Recording of Daily FX P & L Activity
- Valuation of FX Account Open Trade Equity