

ITPM Online Educational Video Courses

Professional Trading Masterclass (PTM) Video Series

Professional FOREX Trading Masterclass (PFTM) Video Series

Frequently Asked Questions

(FAQ's)

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1. What is the difference between the Professional Trading Masterclass (PTM) Video Series and the Professional FOREX Trading Masterclass Video Series?

The Professional Trading Masterclass (PTM) Video Series and Professional FOREX Trading Masterclass (PFTM) Video Series are both high level Professional Grade educational Video Series' that are broken down into formats that are understandable to Retail Traders globally. Both courses are designed to deliver a Professional Trader level education to Retail Traders so that Retail Traders can implement and emulate the approach used by Professional Traders at Hedge Funds and Investment Bank Proprietary trading desks in their Retail Brokerage Trading Accounts.

The PTM Video Series covers a full Top Down Multi Asset Class Systematic generalist Framework across the four major asset classes (Equities, Currencies, Commodities, Rates) with specific focus on the Stock Market (Equities), combined with a Bottom Up overlay. The PTM Video Series is the perfect educational course for Retail Traders aiming to take the same approach as Professional Traders in their Retail Brokerage accounts and for university students seeking employment in the Hedge Fund or Proprietary Trading side of the Investment Banking Industry. The Professional Trader approach is taught in the PTM Video Series by utilising 80% Fundamental Analysis and 20% Technical Analysis and Price Action overlay with Professional Risk Management and Trader metrics utilised. Applied Macroeconomic and Microeconomic fundamentals are directly drawn on from the Professional Trader world, whereby the Fundamentals used are frequently handled in the reverse way to the way in which Retail Traders perceive they are used. This set of disciplines taught in the PTM Video Series also applies to Technical Analysis, Price Action and Risk Management. Many of the disciplines taught to Retail Traders relating to Fundamentals and Technicals are simply wrong and Professionals actually see and use these disciplines in totally the opposite way to the way in which Retail Traders are generally taught. The PTM Video Series deals with this in a systematic way and re-programs Retail Traders into the way of thinking of the Professional Trader to enable long term consistent profitability in financial markets.

The PTM Video Series is the pre-requisite educational course at the Institute in order to become an Institute Trader and join the Institutes global community of highly educated Retail Traders. By taking this course and passing the exam, any Retail Trader in the world can then apply for [Becoming an Institute Trader](#).

The PFTM Video Series is also a Top Down Multi Asset Class Systematic Framework, however unlike the PTM Video Series that provides a generalist framework and then concentrates specifically on the Stock Market (Equities), the PFTM Video Series concentrates specifically on the Currency (FOREX) markets. No Bottom Up overlay (Microeconomic) framework is required when taking a Systematic Professional Trading approach in the FOREX Markets. The PFTM Video Series teaches its students exactly how Professional Traders at Hedge Funds and Investment Banks utilise Macroeconomics in order to build a robust and repeatable Systematic Framework for assessing trading opportunities specifically in the FOREX markets. Applied Macroeconomic Fundamentals, directly drawn on from the Professional Trader world, whereby the Fundamentals used are handled in the reverse way to the way in which Retail Traders perceive they are used. This set of disciplines taught in the PTM Video Series also applies to Technical Analysis, Price Action and Risk Management. Many of the disciplines taught to Retail Traders relating to Fundamentals and Technicals are simply wrong and Professionals actually see and use these disciplines in totally the opposite way to the way in which Retail Traders are generally taught.

The PFTM Video Series is not a pre-requisite course for [Becoming an Institute Trader](#) however when taking the PTM Video Series and the PFTM Video Series together, Retail Traders become more complete Traders because they can effectively trade both Equities and FOREX in a multi-disciplinary approach. Many of the Institutes students globally, purchase either the PTM or the PFTM Video Series on an individual (1 Month or 12 Month Access Subscription) basis and then go on to complete the other course as and when they want to progress in doing so. Also many of our students purchase both courses upfront (typically more so on a 12 Month subscription basis) allowing them to complete both courses over within 12 months. The structures of online course access at the Institute are designed so that students can choose the most suitable options based on their own timetable and expertise.

2. The PTM Video Series - How many videos are there and what is included in the video footage?

Every PTM subscriber (1 Month or 12 Month subscription access) receives access to the core PTM Video course that includes Twenty-Eight videos totalling over Thirty hours of footage. 12 Month subscribers however get access to Bonus Videos that are released regularly with current examples and content. The content of the Twenty-Eight PTM core course videos is a mixture of the Institute of Trading and Portfolio Managements two-day weekend presentation given by ex-Goldman Sachs trader and Managing Partner of the Institute Anton Kreil and includes footage of Anton at his trading desk, teaching you directly as a one to one student. You will also be provided with footage of computer screen filming in which Anton and Institute analyst Christopher Quill show you on their computer screens how to implement all of the processes that Professional Traders go through each week in the Stock Market at leading Investment Banks such as Goldman Sachs and leading Hedge Funds globally in order to be consistently profitable in the financial markets.

3. The PTM Video Series - Are there any resources supporting the video content?

When you purchase the PTM core course you will receive access to Fifty Seven Professional Trader level Spreadsheets and Six PDF training manuals that supplement the Twenty Eight Videos. Anton and Chris show you in the videos how to use each spreadsheet on their computer screens. The spreadsheets you receive are fully supportive of the video course content and are located next to each video via the corresponding download links. Spreadsheets are updated regularly with current data. Each PDF training manual takes you on a step by step guide detailing how to implement processes that real Professional Traders use at leading Investment Banks and the vast majority of Hedge Funds globally. PDF's are approximately 30-40 pages each and include Professional Trader level Step by Step instruction in an easy to understand format.

12-Month subscribers to the PTM Video Series also receive resources that supplement Bonus Videos that are released regularly.

If your objective is to vastly increase your knowledge of the financial markets and take a much more professional approach to your trading via your Retail Brokerage trading account, the resources provided in the PTM Video Series will go a long way in helping you to achieve this objective.

If your objective is to work in the industry as a Professional Trader at an Investment Bank or Hedge Fund, the resources provided in the PTM Video Series and the corresponding resources provide the most comprehensive online trading course you will find globally and exactly the knowledge you will need to acquire in order to secure interviews and employment as a Professional Trader.

4. The PFTM Video Series - How many videos are there and what is included in the video footage?

Every PFTM subscriber (1 Month or 12 Month subscription access) receives access to the core PFTM Video course that includes Twenty-Nine videos totalling over Forty-Two hours of footage. 12 Month subscribers however get access to Bonus Videos that are released regularly with current up to date content. The content of the Twenty Nine PFTM core course videos are a mixture of the Institute's Managing Partner Anton Kreil teaching you directly as a one to one student from his Trading Desk in Singapore. You will also be provided with footage of computer screen filming in which Anton and his analyst Christopher Quill show you on their computer screens how to implement all of the processes that Professional Traders go through each week in the FOREX markets at leading Investment Banks such as Goldman Sachs and leading Hedge Funds globally in order to be consistently profitable in the financial markets.

5. The PFTM Video Series - Are there any resources supporting the video content?

When you purchase the PFTM core course you will receive access to Thirty Professional Trader level Spreadsheets and Three PDF training manuals that supplement the Twenty Nine Videos. Anton and Chris show you in the videos

how to use each spreadsheet on their computer screens. The spreadsheets you receive are fully supportive of the video course content and are located next to each video via the corresponding download links. Each PDF training manual takes you on a step by step guide detailing how to implement processes that real Professional Traders use at leading Investment Banks and the vast majority of Hedge Funds globally. PDF's are approximately 30-40 pages each and all include Professional Trader level Step by Step instruction in an easy to understand format. Spreadsheet data is updated regularly so all data is always up to date and current.

12 Month subscribers to the PFTM Video Series also receive resources that supplement Bonus Videos that are released regularly.

If your objective is to vastly increase your knowledge of the financial markets and take a much more professional approach to your trading via your Retail Brokerage trading account, the resources provided in the PFTM Video Series will go a long way in helping you to achieve this objective.

If your objective is to work in the industry as a Professional Trader at an Investment Bank or Hedge Fund, the resources provided in the PFTM Video Series and the corresponding video's provide the most comprehensive online trading course you will find globally and exactly the knowledge you will need to acquire in order to secure interviews and employment as a Professional Trader.

6. Do I need to have any prior knowledge about trading to take the Institutes online Educational Courses?

You do not need any prior knowledge of trading in order to take any of the Institutes online Educational courses. The concepts and processes used regularly by Professional Traders are explained and delivered in a format throughout the video series that everyone can understand. Prior to releasing the Institutes online educational courses, the Institutes Managing Partner Anton Kreil toured the U.K. Europe, North America and Asia delivering live Institute weekend seminars for three years. The majority of delegates at these seminars were novice Retail Traders with little or no knowledge of the financial markets. Over these three years Anton's objective was to deliver the knowledge and resources of Professional Traders to delegates in an easy to understand, no nonsense format. Over five thousand students attended these seminars globally over three years. Naturally, as Anton was touring and delivering his live seminars, he has perfected the delivery of all Professional Trader concepts and resources so that everyone can understand the content. All you need to have is a basic understanding of arithmetic and a basic level of common sense. If you have this you will not struggle with the content of the Institutes courses. Infact, as a student of the Institutes online educational Video Series', you are at an advantage relative to our past live delegates. You will be able to rewind the videos and go over the content and resources multiple times until you clearly understand everything.

7. Who will be my course tutor during each video series? What is their background?

Your course tutor throughout the video series is Anton Kreil. Anton trades professionally on a full time basis and is the Managing Partner of the Institute of Trading and Portfolio Management. You can view Anton's resume on LinkedIn at the flowing URL <http://www.linkedin.com/pub/anton-kreil/b/390/994>

Anton started his trading career at the age of sixteen in 1995. During his economics degree at the University of Manchester and within four years of trading as a Retail Trader, he was hired directly by Goldman Sachs as a Professional Trader to work on their Pan European Equities Trading Desk in both a Market Making and Proprietary Trading capacity. Anton quickly made a name for himself as a non-nonsense consistently profitable trader who traded in an uncompromising, direct style that always left competitor's several steps behind the curve. Within four years of his professional trading career, Anton had become one of London's largest traders, transacting billions of dollars of trades per day and became known as the trader to go to in order to obtain large amounts of liquidity in the financial markets. He was consequently headhunted by Lehman Brothers and then JP Morgan to help build their global Equities franchises into industry leading businesses. Anton left JP Morgan in May 2007 to travel the world and returned to the UK in 2008 to film the hit TV series Million Dollar Traders with the BBC, in which he helped to deploy

\$1mIn of capital to a group of eight novice traders. Anton was the manager of the group. Over the summer of 2008 and the ensuing credit crisis, the group outperformed Professional Hedge Fund managers by four percent.

Due to the popularity of the TV show, Anton received thousands of messages from around the world asking him to teach his professional trading methods. He then set-up the Institute of Trading and Portfolio Management and began trading again with his own money. Anton has taught thousands of students and privately mentored hundreds of students globally via remote learning methods. The Institute has now grown into a fully serviced community of traders from around the world and continues to share their knowledge and resources with delegates globally.

Trading and teaching people how to trade the financial markets is Anton's passion. In his own words;-

“All I aim to do at the Institute is spread the message of our educational trading content and approach to the widest possible audience. This is because I know with certainty that once our students implement what we teach them, the size of our community will simply take care of itself. Nothing matters more to me than teaching people the right approach to trading.”

Ninety percent of your online video course material is delivered to you directly by Anton, via presentation, trading desk filming and computer screen filming. The remainder of the course is delivered by the Institutes Statistical Analyst Christopher Quill. Chris works directly with Anton in managing the Institutes global Long Short Portfolio and providing educational support to the Institutes growing community of remote traders globally.

8. Why do I have to take an examination for each course?

You do not need to take the examinations if you do not want to. The examinations are primarily designed so that you can test your own knowledge on all of the information that you have learnt in each video series and from the resources provided. The examination is optional and can be taken by clicking on the “Take Exam” button at the bottom of the main page of each Video Series.

The examinations for both the PTM and PFTM Video Series' are one hundred multiple choice questions with answers A,B,C and D with a ninety minute time restriction. There is nothing in each examination that you can be questioned on that is not included in each corresponding Video Series' and the supporting resources. In terms of grading, if your percentage mark is below 50% this is a “Fail” grade, 50%-59% is a “Pass” grade, 60%-69% is a “Merit” grade and 70% and above is classed as a “Distinction” grade. 95% of our delegates pass the exam simply because there isn't anything that you are tested on that isn't in the Videos. You can rewind the Videos as many times as you want for self-study, before you take the exam. You will automatically receive a colour certificate from the Institute of Trading and Portfolio Management after you take the exam to your email. The certificate includes your name, percentage mark and your grade, with certification to manage your own money in a professional trading capacity via your brokerage account subject to local regulatory parameters globally. Each certificate is personally signed off on by Institute Managing Partner Anton Kreil.

You will also receive a PDF document upon completion of the exam detailing the key “buzzwords” of the course content that you must include on your resume when applying for Professional Trading roles globally. If your objective is to work in the financial markets as a Professional Trader, including the key buzzwords of the course content on your resume, along with your percentage mark and grade, vastly increases your chances of obtaining interviews at Investment Banks, Hedge Funds and with other Professional Trading outfits. Many of our students have gone on to secure interviews and positions at Goldman Sachs, Morgan Stanley, Bank of America Merrill Lynch, Citigroup, JP Morgan, UBS, Deutsche Bank, Credit Suisse, Barclays Capital, large Hedge Funds with over \$2bIn Assets Under Management (AUM) and multiple smaller sized Hedge Funds with \$100mIn-\$250mIn AUM, across the globe. This is because you are displaying on your resume that you have acquired both the theoretical and practical knowledge that Professional Traders have themselves, you now speak the same language as them and you will know exactly what they are looking for.

On completion of the exam you may also include the Institutes Managing Partner Anton Kreil as a referee on your resume. This is particularly useful for university students who typically find themselves only being able to reference their university course tutors as their referees. When you are offered your job, and when your new employer requests us too, we will find you in our database and send your employer a reference detailing which course(s) you have completed along with your mark(s), your grade(s) and a positive reference in thanks for your participation in our educational programme.

Please note: We will not provide references to students that have not been offered positions. You must first be offered your position / job and your employer must contact us via the Institute website contact form www.institutrade.com/contact-us/ to ask for the reference.

9. Can I take my examination more than once?

No you cannot take your exam more than once.

10. What if I want to complete the Institutes online educational courses but I don't want to take the next step and become an Institute Trader. Is this possible?

Of course this is possible. Our online educational courses are available for anyone to purchase online anywhere in the world. We are an open forum and treat every student equally with the respect and time they deserve. Our online educational courses can be taken by anyone and implemented successfully on any decent brokerage platform anywhere in the world. The Institutes online educational courses have a transactional value that is exchanged between the student and the Institute at the "front door" of the Institute. We are confident that once you learn and digest the Institutes educational material you will want to join our community of traders globally because the value of the content far exceeds the transactional value that you pay for it. If however you do not want to do this, we do not force anybody to do what they do not want to do or cannot do. If you complete the Institutes online courses and want to "disappear" afterwards that is entirely up to you. You can implement our teachings anywhere on any decent Retail Brokerage platform globally. If you do happen to complete your online educational courses with the Institute and then decide to implement our teachings elsewhere, you will still receive your Certificate, Resume Text and professional references (as and when required) in the future.

11. If I decide to choose Option One, giving me One Month's access to the videos and take my exam within one month, what happens to my video access?

Option One access to both the PTM and PFTM Video Series' is our entry level solution for individuals that may not necessarily have the funds to purchase Option 2 i.e. 12 Months Subscription Access, but have the necessary time available to complete the core courses and examinations within one month. Every student is different and every student has a slightly differing schedule and learns at a different pace. We advise all students that at a bare minimum, you must watch the core PTM and PFTM Video Series' twice over and spend at least twenty four hours familiarising yourself with the Spreadsheets and PDF's before taking your exams and indeed attempting to implement everything you have learnt with real money in the financial markets. A total of approximately 8 days, working 10 hours per day for each Video Series is required to complete each of the core PTM and PFTM courses successfully. So a total of 80 hours is approximately required for each Video Series. This of course can be split up over 1 month or 2 or 3 months to complete each core course depending on your individual schedule. If you work full time Monday to Friday you can therefore complete each core course over 3-4 weekends.

Incidentally, once you have taken the core PTM or PFTM course(s), implementing the knowledge and resources you have learnt for real in the financial markets requires eight to twelve hours work per week. The Institutes courses are designed so that you can hold down a full time job to complete each course and implement them successfully.

If you choose Option One, after thirty days, you will not have access to the videos; however you will have downloaded all of the resources (Spreadsheets and PDF training manuals). These are yours to keep forever. During

your course you will see a timer in the corner of the screen which tells you how long you have left to access the videos and take your exam.

12. If I choose Option One (1 Month Access), can I upgrade to Option Two (12 Months Access) at a later date?

As a student that has previously purchased Option One, you will not be able to upgrade to Option Two automatically online. You will have to apply for an upgrade via the contact form on the Institute website at www.institutrade.com/contact-us/ - Due to a large amount of interest in our "12Month Subscription Access" option, you may have to wait up to seven days to hear back from us. We will issue you with an electronic invoice via PayPal in order to upgrade your access. You must then pay the difference of Option One and Option Two in order for us to manually grant your 12 Months Subscription Access to the videos. We will then send you details of how to access your 12 Months Subscription Access. Your new 12 Month Subscription Access will begin on the first day after your 1 Month Subscription Access expires.

13. What is the definition of "12 Month Subscription Access" if I decide to purchase Option Two for the Professional Trading Masterclass Video Series and / or the Professional FOREX Trading Masterclass Video Series?

The definition of "12 Month Subscription Access" to each of the PTM and PFTM video series' is very straight forward. You will have access to each of the core course videos series' and Bonus Videos for 12 Months. The professional approach to trading will not change in the immediate future. The examples used throughout each of the video series in order to demonstrate professional trader concepts and processes are current examples. Bonus Videos for each core course are released regularly. Future updates (Bonus Videos) to each Video Series therefore include updates to examples and include more advanced materials. As you will be on our database as a PTM or PFTM student with 12 Months Subscription Access, you will be notified of Bonus Video releases, to the video series that you have 12 Months Access too.

14. If I purchase a 12 Months Subscription Access how do I renew my subscription and how much does it cost?

After 12 Months when your subscription expires, you will receive an email notification alerting you that your subscription is about to expire. You can then send us a message through the contact form on the Institute website via <http://www.institutrade.com/contact-us/> requesting a subscription extension of another 12 Months. This means you will have another 12 Months access to the core course of either or both of the PTM and PFTM and access to subsequent Bonus Video releases. To extend your 12 Month subscription to another 12 Months subscription costs only \$440 USD.

15. If I purchase a 1 Month subscription can I renew my subscription for another 1 Month?

No sorry, this is not possible. You must upgrade to a full 12 Month Subscription package.

16. Does the Institute provide scholarships? Can you give me access to the courses for free, then when I trade with the Institutes money and make you a profit can you take the course fee out of my profits?

Absolutely not! You must pay for your education yourself and prove to us first that you are committed to your Professional educational development. Then secondly, you must trade within the Institutes infrastructure as an Institute Trader for a minimum of 9-12 months as a profitable and consistent trader, responsibly deploying the processes and strategies that we teach you, with your own capital, prior to becoming eligible for our capital. The Institute is not a drop in centre for homeless, flaky Retail Traders that want a free ride. We take our education very seriously and we are committed to teaching, sourcing and backing great traders. You must be committed to your own educational development and then prove yourself as a trader first.

17. I am having problems paying for my Video Series' via PayPal. What should I do? Can I pay the Institute in another way?

If you are having problems paying for either the PTM and / or the PFTM video series via PayPal, you must contact PayPal directly. The PayPal customer service department is excellent and the vast majority of payment problems are usually resolved within twenty four hours.

If you are experiencing payment problems, this is simply because your funds haven't cleared to us and you have therefore not been automatically directed back to the Institute website and given automatic access to the Video Series you are trying to purchase. This is usually due to two main reasons;-

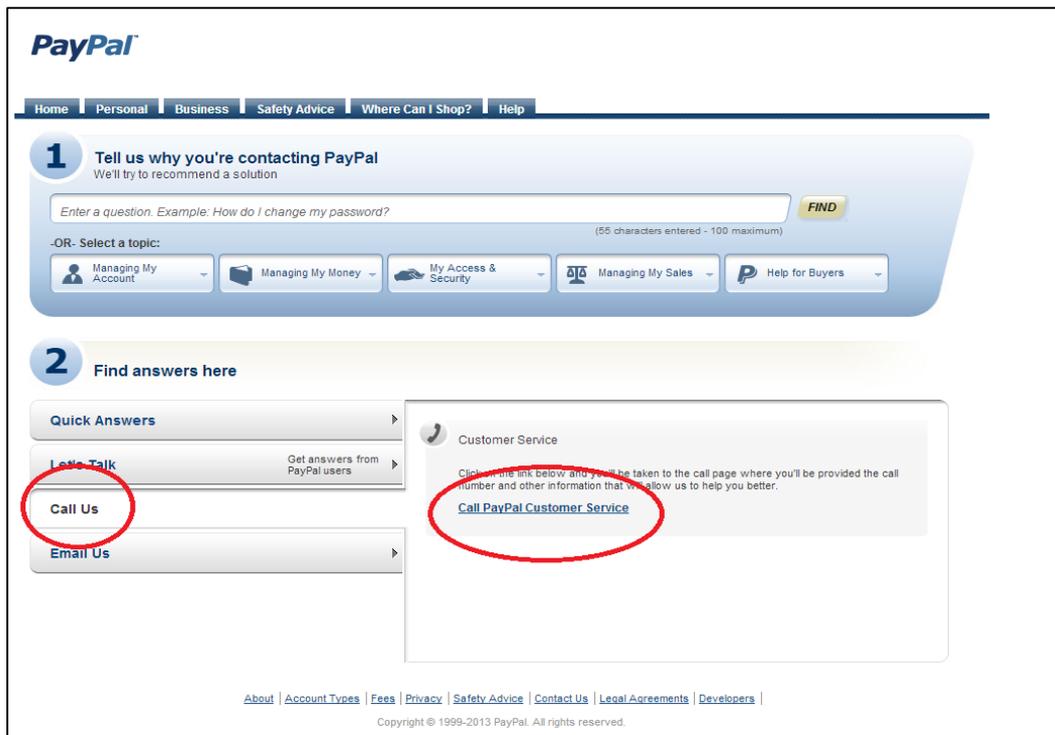
Firstly, you may already be registered with PayPal because you have used PayPal once or twice in the past and the debit / credit card that you used in the past to link to your email address via PayPal may have expired. In this instance your transaction will have been "red flagged" by PayPal and your funds will be on hold. Your transaction has not fully completed. You must contact a PayPal customer services representative directly. They will show you how to register a new card, so you can make payment for your course successfully. You must then let us know via the contact form of the website www.instrade.com/contact-us/ that you have been through the registration process with PayPal. When the funds clear on our side we will give you access to the Video Series you have purchased manually via the backend of the Institute website.

Secondly, if you do not use PayPal regularly, you may be subject to "daily limits" imposed on you by PayPal. You should never have this problem if you are trying to make payment for a Video Series and choosing Option One. However, if you are trying to pay for Option Two (12 Months Subscription Access), then you are more likely to experience this problem if you do not use PayPal regularly. In this instance you must contact PayPal directly. They will simply need to "verify" your account and "verify" that the payment you have made to us is "real." Once your account has been "verified" and you have verified to PayPal that your payment is "real" they will release the funds to us. You must then let us know via the contact form of the website www.instrade.com/contact-us/ that you have been through the verification process with PayPal. When the funds clear on our side we will give you access to the Video Series you have purchased manually via the backend of the Institute website.

PayPal is the Institutes preferred payment method as it works for the vast majority of customers in the vast majority of cases. Only in exceptional circumstances and if you are experiencing multiple problems with PayPal will we accept payment in a different form. If you feel that you have no other option, then you can get in contact with us via the Institute website utilising the contact form www.instrade.com/contact-us/

Do not contact us if you have not contacted PayPal and tried to fix the problem first. The PayPal system is ninety nine percent full proof. They accept all major debit and credit cards globally, perform millions of transactions per day and their customer services department is excellent. If you contact them directly it is much more likely that they will provide you with a solution to your payment problem a lot faster than we can.

The easiest way to get in contact with a PayPal customer services representative in your country is to click on "contact us" at the bottom your main PayPal page, then click on "Call Us" and then "Call PayPal Customer Services."



You will be provided with the telephone number and a passcode to access your local PayPal customer services representative.

18. What firewalls / security do you have in place to prevent distribution of an individual log in?

When you purchase your PTM and / or PFTM video series you will be able to access the videos by simply logging in to your Institute account via the institute website in the "Education" area. We do not take kindly to individuals and organisations that choose to distribute their log in details to friends and colleagues in order to provide access to multiple individuals via the same log in. We have not given you permission to distribute our content and therefore doing this is a serious and intentional infringement of Copyright and Intellectual Property Rights.

In the back end of the Institute website we have built a bespoke system that allows us to monitor in real time how many IP addresses and devices are accessing the PTM and / or the PFTM Video Series via a single log in at any time. Our bespoke system alerts us to unusual activity and behaviour when more than one IP address or device connects in a short space of time. In the instance of unusual activity and behaviour, we will be uncompromising in our actions and you will leave us no choice but to suspend your account pending further investigation. We take our Copyright and Intellectual Property rights very seriously and we reserve the right to suspend / ban your account if necessary with no refund or explanation required. We as a company own the content, not you. As a customer / student of the Institute and under international Copyright and Intellectual Property laws you are simply provided access to our content in return for a fee.

Unauthorised distribution of our content will result in an immediate account suspension and / or an immediate outright account ban, you will also be blacklisted at the Institute (not able to attend seminars globally, purchase any Institute educational material in the future or become an Institute Trader) and we will pursue a civil law suit against you and / or your company in which we will sue you personally and / or your company for infringement of Copyright and Intellectual Property. Cases like this are easy for us to prove in court due to the online footprint that a rogue customer leaves throughout the sales and consumption cycle of our online educational content.

If you want to help us distribute the PTM and / or PFTM Video Series then please see the details of our global affiliate programme on the Institute website.

If you feel you have been suspended / banned unfairly, then you can submit your complaint via the Institutes website contact form www.institutrade.com/contact-us/ - We will get back to you within seven working days and provide you with a breakdown of your login activity, IP and device monitoring activity, viewing statistics and the

reasons why you have been suspended / banned. If your case is a clear cut case of malicious distribution, we may not even bother replying to you and will leave this to our lawyers.

19. If I have any questions relating to the content of each Video Series do I receive support when I am studying the material of the Video Series?

No. You do not get continuous support when you are studying either the PTM Video Series and / or the PFTM Video Series. You do not get a phone number and a teacher that is at your beckon call whenever you find yourself a little bit stuck with an issue or every time you have a minor question. This is for two main reasons;-

Firstly learning how to trade properly is not about learning how to rely on someone constantly for information. In both the PTM and PFTM Video Series' we literally teach you how to become a self-reliant trader. This is the only way you will become long term consistently profitable. We have had decades of experience in teaching some of the best traders in the world at leading Hedge Funds and Investment Banks and we know that if we provided you with a support mechanism whilst you are learning, that you can lean on whenever you found yourself a little bit stuck with an issue or every time you had a minor question, we would be doing you a huge disservice in your education because we would be making you dependent on us. Great traders depend on themselves and themselves only. Bad traders rely on others for information and guidance in the financial markets. At the Institute we breed great traders and you can only become a great trader if we stick to the principle of eliminating educational and infrastructure dependency. If you have experienced the PTM and / or PFTM Video Series you will understand these issues and how they are solved. We literally teach you how to become self-reliant and how to get your own answers and this is one of the main principles we stick to at the Institute.

Secondly if we provided this service / infrastructure it would simply get abused. Unfortunately not everyone in the world is of average emotional intelligence and common sense. The average is the average for a reason. There are individuals in the world's population that are above average emotional intelligence and common sense and there are individuals in the world's population that are below average emotional intelligence and common sense.

Unfortunately there are a lot of "crazies," "crackpots" and "lunatics" in the world. This is a fact of life and we at the Institute cannot change this. The only thing we can do is limit our exposure to the negative outcomes this fact of life creates. The distribution of global population emotional intelligence and common sense existed well before the Institute existed. The Institute is not a drop in centre for the homeless Retail Trader nor is it a Call Centre for the lonely trader who just wants to have a chat for no particular reason. Our traders take their work very seriously and their time is very valuable. We provide Retail Traders with phenomenal educational resources and infrastructure, however we must stick to our principles in order to attract the best talent and get the best out of the community. Our traders need to be protected from serial abusers of company time and resource with no particular end game or goal in mind.

For these reasons we have been very careful to build an infrastructure that is fair to both our students and the Institute, and optimizes our students learning and results.

Exam Support – The only support we can provide to students whilst you are digesting and learning the material of the PTM and / or PFTM Video Series is via Examination Support. Exam Support consists of two hours of dedicated support from the Institutes Statistical Analyst Christopher Quill and covers all your outstanding questions on the material you are having difficulty understanding within the content of your Video Series. The two hour coverage includes one hour of answered questions within a word document and one hour telephone call to go over the answers.

If you have purchased the PTM and / or PFTM Video Series, you are about to take your exam and you want exam support prior to taking it you can contact us via the contact page on the Institute website at <http://www.instutrade.com/contact-us/> requesting "examination support." We will cross check your personal details in the database to ensure you are a PTM and / or a PFTM subscriber and contact you within 1-2 business days.

20. What happens after I take the Professional Trading Masterclass (PTM) video series and pass the exam?

Please Note: Taking only the PFTM Video Series does not qualify you to become an Institute Trader. Once you have taken the Professional Trading Masterclass (PTM) Video Series you will then be officially allowed to apply to become an Institute Trader. The PTM Video Series is the pre-requisite online educational course at the Institute for becoming an Institute Trader. If you want to become an Institute Trader you must complete the PTM Video Series and pass your exam as the bare minimum. You can complete the PFTM Video Series if you wish at the same time as the PTM or complete it before or after the PTM. However to become an Institute Trader you MUST successfully complete the PTM Video Series. Why is this? When you become an Institute Trader you become part of the Institute Community. When joining the Institute Community we must guarantee a minimum level of educational ability in the Community. The PTM Video Series is the Institutes flagship educational course and provides the Institute with a control mechanism / qualification process that ensures the educational level of ability of the Community and therefore guarantees a minimum level of Trading and Portfolio Management intelligence within the Community. By setting the bar high we guarantee a high level of intelligence in the community thus ensuring better success rates in terms of profitability within the Community. Additionally a healthy Community is one in which everybody contributes and adds value to the Community. The Institute Community is not a drop in centre for the homeless Retail Trader looking to leech and tailgate off profitable traders and who never contribute back. The Institute is a Community of well-educated, highly informed Retail Traders that are independent of each other and who all contribute to the community and add value to the community.

When you have passed your PTM exam you will have three options;-

i) **Becoming an Institute Trader.**

You can become an Institute Trader from pretty much any country in the world as long as you have an internet connection and a desktop or mobile tablet / device to access the brokerage / trading platforms we use. However most of our students / traders reside in the United States and Canada, U.K. and Mainland Europe, Hong Kong, Singapore, South East Asia (ex HK and Sing), Australia, New Zealand and South Africa.

You can become an Institute Trader from pretty much anywhere in the world

You must complete the Institutes Professional Trading Masterclass (PTM) Video Series and pass your exam in order to be eligible to become an Institute Trader. Once you purchase the course, your details will be kept on our database. When you pass your exam and complete your course, you will be eligible to become an Institute Trader.

Institute traders open their trading accounts via the brokerage companies / trading platforms that we use as a community, which you can find on the Institute website in the "Accounts" section of the website.

If you do not see your country listed do not worry. We are global and it is very likely you will be able to open an account with at least one of the Brokerage companies we use at the Institute and become an Institute Trader.

<http://www.instutrade.com/trading-accounts/>

You must fill in the application form in order to become an Institute Trader. This simply involves you providing us with your Name, Email Address and Phone Number to begin with. We will then check this against our database to see if you have completed your PTM Video Series and if you have passed your exam. If everything is in order we will contact you by email with instructions for taking the next step in your application.

If you have already taken the PTM Video Series and passed your exam you must now read the FAQ document within the accounts section of the Institute website by Clicking Here;-

http://www.instutrade.com/media/701005/becoming_an_institute_trader_faqs.pdf

PTM graduates that want to become Institute Traders and reside in the United Kingdom and Mainland Europe apply to open a Contract for Difference (CFD) trading account in the United Kingdom with one of the clearing Brokers of the Institute. The minimum deposit requirement for United Kingdom and Mainland European residents that want to become Institute Traders is £10,000 / EUR13,500 approximate equivalent. However, this is the bare minimum. We recommend that if you want to make real progress, you should be looking to deposit approximately £25,000 / EUR33,750 + into your trading account. If you have completed the PTM Video Series you will understand why. The average amount that is deposited as margin by Institute Traders, residing in the United Kingdom and Mainland Europe is £37,000 (figures accurate as of May 2016).

PTM Graduates that want to become Institute Traders and reside in the United States, Canada, Hong Kong, Singapore, South East Asia (ex HK and Singapore), Australia, New Zealand and South Africa apply to open leveraged trading accounts via the Institutes clearing brokers in the United States, Canada, Singapore and Australia. CFD trading accounts are not available to North American citizens. Consequently, in the United States and Canada, margin requirements are higher than in the United Kingdom, Mainland Europe, Asia, Australia and New Zealand. Typically, in the United States and Canada, margin requirements from brokers are between 20%-50% for Equities and Commodities products and in the United Kingdom / Mainland Europe / Asia / Pacific as low as 10%. For FOREX in the U.S. and Canada Margin requirements are typically 2%-3% on currency futures and United Kingdom / Mainland Europe / Asia / Pacific 1%. For this reason, minimum deposit requirements are higher for Institute Traders in the United States and Canada. The minimum deposit requirement for United States and Canadian residents that want to become Institute Traders is \$25,000 USD. A higher level of capital is required on deposit for United States and Canadian residents to get the same amount of exposure enabling a responsible deployment of the Institute's approach taught in the PTM Video Series.

However, if you are a North American citizen / resident and you intend to express a large portion of your directional positions in your portfolio utilising long options strategies, the minimum deposit requirement to become an Institute Trader in this instance is \$15,000 USD. This is because you are now exposing yourself to leverage via options contracts and not via CFD or financing. By using long options strategies in calls and puts instead of cash (physical) stock with leverage, this means you can utilise the directional education provided in the PTM and PFTM Video Series' and your downside is protected whilst your upside is leveraged on each position. You can have a lower margin requirement in this instance. **Please Note:** We do not teach or advocate Retail Traders to simply go naked short options (volatility). Institute Traders generally are only ever short options if the position is part of an overall options portfolio that is both long and short volatility and directional long volatility in its overall nature.

In addition to accessing other Institute Traders globally, all Institute traders receive direct full track record management from the Institute and may be invited to interview with Hedge Funds with a view to Professional Trading employment in the future, if their objective is to seek employment. This is because we can view your trading account and your positions directly.

ii) Become an Institute Trader and upgrade to a three month Trader Mentoring Programme with one of the Institutes Senior Trading Mentors.

Three Month Trader Mentoring Programmes are open to any Institute trader globally, that has completed the online PTM Video Series and / or the PFTM Video Series and passed their exam. Mentoring programmes are held remotely. You will be in direct contact with your Senior Trading Mentor on a weekly basis via telephone, Institute chat system, Skype and email. All of the Institutes Senior Trading Mentors are Professional Traders with a minimum of ten years industry experience at the highest levels of the Professional Trading world.

On your Trader Mentoring Programme, we will help you put into practice what you have learnt in the PTM and PFTM Video Series'. You will be given weekly tasks to complete and have weekly contact. Your Senior Trading Mentor will Mentor you over the period of your programme and show you how to build a successful trading account for consistent profitability.

By the end of your programme, your Senior Trading Mentor aims to get you to a point where the Institute is comfortable that you can now do everything yourself with minimal contact. We consider a successful Mentoring Programme to be one in which we do not “spoon feed” you to make you money, but we give you all of the skills necessary for you to make money from trading for yourself for the rest of your life. You will be expected to complete your weekly tasks which will take between eight and twelve hours per week. Mentoring Programmes are designed so they can be completed whilst holding down a full time job.

Institute Traders that partake in a Trader Mentoring Programme receive full track record management, and dependent on their success over a nine to twelve month period, will be put forward and recommended to Hedge Funds within the Institute network for interview. If this is not your objective then you may also be eligible to receive Institute backing with real capital after you have implemented successfully during and after a Mentoring Programme for a nine to twelve month period. If this is not your objective and you simply want to learn how to implement all of the skills and knowledge you have acquired from the PTM and PFTM Video Series, then we can also help you do this. Mentoring Programmes are tailored to the specific objectives and needs of our students.

The usual course of events to get on one of our Institute Mentoring Programmes is to first complete the online PTM or PFTM video series, pass your exam and then apply via the Institute website at the following URL <http://www.instutrade.com/seminars/personal-training/> - We will get back to you within seven days to schedule a call. However, you can if you wish, book your Mentoring Programme upfront (See Below).

Please note: Mentoring Programmes are restricted to only a few spaces per Senior Trading Mentor per month and depending on time of year, may be subject to a three month waiting list. So if you intend to apply for Institute Mentoring, you should apply well in advance of when you want to start.

iii) Self-implementation with a Brokerage / Trading Platform of your choice.

Finally, you may decide after completing your PTM and / or PFTM Video Series' that you would rather implement what you have learnt outside the Institute. This is totally fine. We do not pressure people into doing anything they do not want to do. If you complete the PTM and / or PFTM Video Series' and you do not want to become an Institute Trader that's OK. The PTM and / or PFTM Video Series is available to anyone to buy anywhere in the world and you have no obligation to join us as an Institute Trader afterwards. We will be happy for you to implement the knowledge yourself and you will still be able to use your resume text when making applications for jobs within the Industry. You will still be considered Institute Alumni and will be on our database as an individual that has purchased the PTM and / or PFTM Video Series' and completed their exam(s). This means you will be able to come back at any point in the future, apply to become an Institute Trader (if eligible) and use the resume content in your job applications. We will still give you references upon employer request.

21. What is the price of the Three Month Trader Mentoring Programme?

The price of a Three Month Trader Mentoring Programme is delivered on a Price On Application (POA) only basis. You can either first complete your PTM and / or PFTM Video Series, pass your exam(s) and then apply for your Trader Mentoring Programme (upgrade) or pay for your programme upfront. Either way you must complete an application form via the Institute website at the following URL <http://www.instutrade.com/seminars/personal-training> - We will contact you within seven working days to schedule a telephone call. You will be told all of the details of the Trader Mentoring Programme on this call. In the case of an upgrade you will be expected to pay the difference between the cost of Option One or Option Two (PTM & PFTM) and the price of a full Trader Mentoring Programme. In the case of booking your Mentoring Programme upfront (without having completed either the PTM and / or PFTM) you will be expected to pay the full rate of the Mentoring Programme.

22. Is it possible for me to just pay for a Mentoring Programme now and get 12 Month Subscription Access to all of the PTM and PFTM videos and resources right away?

Yes. You just need to apply for your Mentoring Programme via the Institute website

<http://www.instrade.com/seminars/personal-training/> - Due to the nature of the waiting list for an Institute Mentoring Programme this is a very popular option as students can secure their Mentoring Programme start date and whilst waiting for your Mentoring Programme to start, you can complete the Video Series.' You just need to let us know in your application that you want to book your Mentoring Programme in advance and to reserve your place. After paying for your Mentoring Programme in advance, we will then grant you 12Month Subscription Access to the PTM and the PFTM video series. To proceed onto the Trader Mentoring Programme, we will expect you to complete the PTM and PFTM online Video Series' and pass your exams first. Your Mentoring Programme will then begin as soon as you have completed the online course and passed the exam and will be scheduled all up front.

Please Note the waiting list for Trader Mentoring Programmes is on average 4-6 weeks. If you intend to proceed onto a Trader Mentoring Programme you must book your programme 4-6 weeks in advance. Your programme will be scheduled as 4-6 weeks' preparation (Video Series' completion) and 12 weeks One to One Mentoring trading live with real Money guided by a Senior Trading Mentor.

23. My objective is to trade with Institute money at the Institute. How does this work? How can the Institute help me with this after I purchase the online PTM and / or PFTM courses?

Purchasing the PTM and / or PFTM Video Series then implementing our teachings successfully with YOUR real money in YOUR OWN trading account as an Institute Trader under the Institutes infrastructure is the ONLY way that the Institute hires its own Traders. We do not accept applications to become traders at the Institute from anyone that has not been through this process. This is a strict policy and no exceptions will be made. If you send us emails and messages telling us that you "made a lot of money" in your trading account last year (outside the Institute), asking if we can hire you, your emails and messages will simply be ignored.

In order to be eligible to trade with Institute money, you must take the following steps over a 9-12 month period;-

1. As a minimum, complete the PTM Video Series at www.instrade.com/education/ and pass your examination.
2. Become an Institute Trader trading your own money in your own trading account under the Institute infrastructure.
3. Build your own track record within the Institute infrastructure to show consistent profitability over a 9-12 month period. Details of a trading plan and performance are outlined in the PTM Video Series.
4. As performance targets are met, you will be contacted by the Institute for telephone interview and we will invite you on Power of Attorney (POA) contract to trade Institute capital and provide you with the Log in Details to one of the Institutes Trading Accounts globally and the risk parameters you must stick too.
5. You will then be eligible to invoice the Institute for a quarterly performance fee of 25% on any profits you make in the Institutes Trading account that has been provided to you.

Power of Attorney Contracts are flexible contracts that allow Corporates such as the Institute to invite third parties to manage their money without regulatory license. Both parties enter an agreement together by which we give you permission to trade our money within an Institute Corporate trading account with full discretion within the risk limits provided. The risk limits are very reasonable and in line with all of the teachings of the PTM and / or PFTM Video Series.' This structure provides a fantastic segway for Retail Traders that intend to become Professional Traders at Hedge Funds or Investment Banks but are finding it difficult to get into the industry. If you can prove that you can make money trading with your own money AND with Institute money then you will have a track record of managing your own and other people's money successfully. The good news is you will make money with us along the way. This is exactly why at the Institute, we eliminate ANY conflict of interest during the education and implementation stage. We want you to be profitable and we want a profitable and healthy trading Community so we get to pick the best

traders in the Community that have the objective of becoming Professional Traders to trade our money and we all make money together.

The Institute has over \$10,000,000 of liquid capital (available on margin) to deploy to Retail Traders that operate successfully within the Institutes infrastructure globally. If you successfully implement the PTM and PFTM Video Series' and make consistent money in your own Institute Trading Account over a 9-12 month period, you will be invited on Power of Attorney (POA) to trade at the first stage between \$25,000 on margin and \$250,000 on margin. This can be leveraged typically up to 5 times across a multi asset class long / short portfolio deploying the processes and risk metrics we teach you. Therefore, in stage one you could be managing anything between \$125,000 to \$1,250,000 of exposure. The criteria for the amounts we deploy are discretionary and dependent on the performance in your own account and the exposures you have managed in the 9-12 month period preceding your invitation to trade the Institutes money on Power of Attorney (POA).

24. My objective is to become a Professional Trader at either a Hedge Fund or an Investment Bank. How does this work? How can the Institute help me with this after I buy the online PTM and / or PFTM courses?

Purchasing the PTM and / or PFTM video series will vastly increase your chances of working as a Professional Trader at an Investment Bank or Hedge Fund. This is because you are learning exactly the approach of the vast majority of Professional Traders at Investment Banks and the world's leading Hedge Funds. By placing your exam mark, grade and the course content on your resume, you will vastly increase your chances of obtaining an interview at an Investment Bank or Hedge Fund for potential employment as a Professional Trader. At the interview stage, you will speak the exact language as the traders that are interviewing you and you will know exactly what they are looking for.

However this is just the bare minimum you should seek to achieve. You must seek to combine this with implementing what you have learnt on the PTM and / or PFTM Video Series by putting it into practice with a real live trading account and build your own track record. Your track record is simply all of the trades you have ever done and your risk adjusted Profit and Loss smoothed over time. If you do not do this through the Institute then you must seek to do this yourself. Investment Banks and Hedge funds look for candidates that have a genuine interest in trading. If you arrive at your interviews and state that you have been interested in becoming a Professional Trader for a long time, yet you have never opened your own trading account and have never traded, then this is like saying that you want to be a Professional Golfer, but you have never swung a golf club and hit a golf ball. You will risk being laughed out of the interview room. In today's world it is easy to open a trading account with your own money and with small levels of capital. There simply is no excuse. Also a Professional Trader at your interviews will just ask you the obvious questions; i.e. if you have never traded before, how do you know you want to be a trader? How do you know you will be any good at it? How do you know you even like it? You will just look very stupid in front of your interviewer. There are no short-cuts these days. If you want to be a Professional Trader, then you must be trading in some capacity and be building your track record in order to prove to yourself and future employers that you are good at it, that you enjoy it and you have a genuine interest in it.

If you want to work as a Professional Trader at a Hedge Fund then you can become an Institute trader and utilise our network and the services that we offer. We provide a full suite service to fast track your career prospects. Through our extensive network of Hedge Fund managers, the Institute can place its most profitable traders that have the career objective of becoming Hedge Fund managers into internships and full time employment within Hedge Funds. The Institute holds contractual agreements with over thirty Hedge Funds globally across multiple trading strategies. We refer our most talented traders to these Hedge Funds and charge a consultancy fee to the Hedge Fund for nurturing and discovering your talent.

In order to be eligible for this, you must take the following steps over a nine to twelve month period;-

1. As a minimum complete the PTM Video Series at www.institutrade.com/education/ and pass your examination.

2. Become an Institute Trader, trading your own money in your own trading account under the Institutes infrastructure.
3. Build your own track record within the Institute infrastructure to show consistent profitability over a 9-12 month period. Details of a trading plan and performance are outlined in the PTM Video Series.
4. As performance targets are met, you will be contacted by the Institute for telephone interview and we will package you to be advertised as a prospective hire at one of the Hedge Funds that we believe suits your career objectives, trading style and personality and the hiring needs of the Hedge Fund themselves.
5. Make yourself available for interviews. You must be prepared to travel to London, Geneva, New York, Hong Kong or Singapore.

25. What if I don't want to trade at a Hedge Fund or an Investment Bank or with Institute Capital?

This is totally fine. The vast majority of Institute Traders do not actually have the objective of either wanting to work for a Hedge Fund or Investment Bank or to eventually trade with Institute Capital. If you want to simply learn how to trade in the same way that Professional Traders do, to operate successfully and to be consistently profitable over the long term in your own Retail Brokerage Account inside the Institute, then the Institutes education and infrastructure perfectly complements this objective too.

26. I was referred to the Institutes online education by an Affiliate. Why has this happened and what relationships do you have with these Affiliates?

The reason you have been referred to our educational programme by an Affiliate is because you are on their mailing list and the Affiliate has realised that our educational programmes can add value to your trading education. They have become an Affiliate of the Institutes educational programmes and want to offer you the best trading educational available. In turn this helps us spread our message of helping Retail Traders to take a much more professional approach to their trading. This is a good thing and you should be grateful to the Affiliate for offering you this service. If this didn't happen you may never have heard of the Institute. What is important to us is that you have been educated properly and that our education gets out to the largest possible audience, so Retail Traders globally take a much more Professional approach to their trading.

Also, we do not allow any Affiliates to join our Affiliate Programme without doing our own due diligence on them. If you have been referred to us by an Affiliate, it also means that we have done our due diligence on the company and deem them to be fit and proper in that their own business and corporate ethos has synergies with our own. This means that the company has been independently authorised by us as a company that will, in our opinion provide you with a good all round product and service that adds benefit to your trading in addition to our own offerings.

The differentiating factor with the Affiliate that has referred you is that they have offered you an educational programme and resource that aims to significantly increase your knowledge in the financial markets and help you take a more professional approach to your trading. This can only be a good thing. If they have decided to affiliate themselves with our programme then it just means they seek to have a well-educated client base. At the very least, you should view this as a very responsible move on their part.

Affiliates are paid a flat referral fee by us for your introduction to us, once you become an Institute student.

27. Do you have a recommended reading list? What books do you recommend I read before taking your courses?

No we do not have a recommended reading list and we do not recommend trading books to our students and to people who enquire asking for book recommendations through the company website. We receive multiple messages through the company website every week from individuals that cannot afford our educational programmes asking us to recommend trading books to them. If you want to educate yourself to a Professional Trading standard this is a very poor strategy. Unfortunately you will not find the answers you are looking for in a \$20 book that you can buy

on Amazon. Additionally there are no books that can prepare you properly for our education because our education is very practical, utilising an extremely hands on approach, with scores of spreadsheets and current data, followed by real money implementation in real live trading accounts. The Professional Trader Approach is simply not available in \$20 books. There are no shortcuts in trading and there are no “ifs” or “buts.”

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