

# EXCHANGE ANALYTICS INC.

## Initial Futures Ethics Training Outline

(Supplied by Exchange Analytics)

### Introduction

The provisions of Section 4p(b) of the Commodity Exchange Act (Act) (7 U.S.C. 6p(b) (1994)) set forth requirement regarding training of Registrants as to their responsibilities to the public. This section of the Act requires the Commodity Futures Trading Commission (CFTC) to issue regulations requiring new Registrants to attend ethics training sessions within six months of registration and periodically thereafter. The CFTC, in its Statement of Acceptable Practices (Statement), states: "The awareness and maintenance of professional ethical standards are essential elements of a Registrant's fitness. Further, the use of ethics training programs is relevant to a Registrant's maintenance of adequate supervision, a requirement under Rule 166.3".

The Statement is intended to serve as a "safe harbor" concerning acceptable procedures for Intermediaries regarding fitness and supervision of Registrants. The Statement lists the following topics to be addressed in training programs for this purpose:

1. An explanation of the applicable laws and regulations, and the rules of self-regulatory organizations or contract markets and registered derivatives transaction execution facilities;
2. The Registrant's obligation to the public to observe just and equitable principles of trade;
3. How to act honestly and fairly and with due skill, care and diligence in the best interest of customers and the integrity of the markets;
4. How to establish effective supervisory systems and internal controls;
5. Obtaining and assessing the financial situation and investment experience of customers;
6. Disclosure of material information to customers;
7. Avoidance, proper disclosure and handling of conflicts of interest.

## Exchange Analytics Initial Ethics Program

- All topics required by the CFTC's Statement of Acceptable Practices are addressed in Exchange Analytics' Initial Ethics training program. Exchange Analytics was originally authorized to provide ethics training by the Commodity Futures Trading Commission in 1995. The program is designed to take approximately 100 to 120 minutes to complete.

The course outline is as follows:

- I. Introduction  
(Purpose of the course)
- II. Industry Structure and Rules  
(Regulation timeline, DSROs, registration categories, NFA Bylaw 1101)
- III. Establish Effective Supervisory Systems and Internal Controls  
(NFA Rule 2-9, code of ethics, associate membership, branch managers, compliance departments and CCOs, reporting breaches, whistleblowers, swaps, ECPs)
- IV. Knowledge Check (short quiz)
- V. Act Honestly and Fairly in the Best interests of the Customer and the Market (Promotional material, hypothetical results, misrepresentation and false statements, privacy policy, identity theft, cybersecurity, ISSPs)
- VI. Obtain and Assess the Financial Situation and Experience of Customers.  
(Know your customer, suitability, customer information and financial objectives, AML, beneficial ownership.)
- VII. Disclose All Material Information to Customers  
(Risk disclosures, web posting, understanding risks, record retention, segregation of customer funds, margin calls)
- VIII. Knowledge Check (short quiz)
- IX. Avoid Conflicts of Interest  
(Implementing procedures – regulations 1.71 and 23.605)
- X. Observe Just and Equitable Principles of Trading  
(Record keeping, discretionary trading, order execution, bunched orders, allocations, average pricing, trading recommendations, trading ahead, churning, errors, best execution, fiduciary duty, ethical dilemmas, general

offenses, wash sales, disruptive practices, block trades and EFRPs, position limits, deliveries, options exercises and assignments)

- XI. Knowledge Check (short quiz)
  
- XII. Case Studies  
(Examination of questionable conduct and ethical dilemmas with commentary from the perspectives of an associated person, a compliance officer and an attorney.)
  
- XIII. Final Quiz

### **Training Provider Qualifications**

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In its Interpretative Notice on Compliance Rule 2-9: Ethics Training Requirements, the National Futures Association states that 1) “Each Member should ensure that its selected provider is qualified and obtain proof that the provider has completed relevant proficiency testing and has three years of relevant industry experience, or similar experience;” and 2) that “Firms should only use providers that they reasonably in good faith believe are not subject to any investigations or bars from registration.” To address those requirements, Exchange Analytics presents the following information on the individuals who prepared this course material:

Marc Nagel serves as an advisor to Exchange Analytics and was the primary course author. Mr. Nagel recently retired as Chief Operating Officer and Chief Compliance Officer of a clearing Futures Commission Merchant. He serves on the Futures Commission Merchant Advisory Committee of the National Futures Association. In addition, he is on the Advisory Board of the IIT- Chicago Kent College of Law Futures and Derivatives Conference, the Advisory Board of the Commodity Customer Coalition, and the Advisory Board of the CTA Expo. Mr. Nagel is employed as a futures industry compliance consultant and expert witness. He is a licensed CPA and attorney, admitted to the State of Illinois Supreme Court, the U.S. District Court for the Northern District of Illinois, and the U.S. Tax Court. Mr. Nagel is a registered Floor Broker and has held various Exchange memberships since 1979. Mr. Nagel received his BS in Accountancy

and CPA from the University of Illinois and his JD from IIT/Chicago Kent College of Law. Mr. Nagel (NFA ID 0194163) is not subject to any investigations or bars from registration. He has no regulatory actions or other disciplinary history.

Lawrence D. Israel served as co-author. He has been continuously registered with the National Futures Association from March 11, 1981 through the present, and is a 40-year member of the Chicago Board of Trade. During that time Mr. Israel has been extensively involved in the futures and securities industry, serving on a variety of committees at the CBOT, including Arbitration and Education. In 2008 Mr. Israel was appointed to both the Business Conduct Committee and Probable Cause Committee of the Chicago Board of Trade/CME Group. Mr. Israel was Chairman of the Associate Members Committee (financial traders), and serves as an Arbitrator for the National Futures Association. He has served as an expert witness in both Federal Court and arbitrations in disputes involving futures trading, as well as testifying in criminal proceedings for the United States Department of Justice. Mr. Israel served as an adjunct lecturer at Northwestern University where he taught courses about the futures, securities and options markets. Mr. Israel earned his BS in Economics from the University of Illinois Champaign-Urbana and his MBA from the University of Chicago. He is a Certified Anti-Money Laundering Specialist. Mr. Israel (NFA ID 0019703) is not subject to any investigations or bars from registration. He has no regulatory actions or other disciplinary history.