

## Facilitators:



**Keisha-Ann Morgan is the Trading Manager at JN Fund Managers Limited.** She is responsible for Equity Trading. She has over 16 years experience in the Financial Services industry in the areas of Equity Trading, Fixed Income, Portfolio Management, Customer Service and Bond Trading. She holds a B.A. in

Literatures in English from the University of the West Indies.



**Ramon Small-Ferguson is the Chief Investment Strategist and Head of Research at JN Fund Managers Limited.** He is responsible for the conceptualization of investment strategies that guide the investment of the equivalent of over USD 400M.

Mr. Small-Ferguson holds the Chartered Financial Analyst (CFA®) designation awarded by the CFA Institute and is also certified as a Financial Risk Manager (FRM®), by the Global Association of Risk Professionals. He also holds a Bachelor of Business Administration (BBA), Finance & Marketing (Hons) from the University of Technology, Jamaica.

He is a Director on the Investment Advisory Board of the Salvation Army Caribbean Territory; Chairman, University of Technology, Jamaica's Finance Scholarship Fund and was elected Staff Director of The Jamaica National Group in 2017.

For further information on the workshop, please contact:

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Kingston

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# SELL BUY

## Training Workshop

**Monday, September 24, 2018**

**Mandeville Hotel**  
**4 Hotel St, Mandeville**  
**Manchester**

**5:00 p.m. - 8:00 p.m.**

# Beginner's Guide

# The Art of Buying & Selling Shares

# Market Secrets Revealed

What is a stock? What is a share? How can I make money from buying and selling shares? These are some of the most frequently asked questions on a daily basis. As such, the Jamaica Stock Exchange (JSE) has prepared a practical workshop to answer these questions and get you on the right track towards earning money from trading on the Jamaican stock market.

This workshop is designed with first-time investors in mind. It will provide you with the necessary exposure to the role of the Jamaica Stock Exchange, relevant industry terminologies, to reading and interpreting trade sheets and most importantly, the fundamentals of how to buy and sell shares.

Did you know that shares have historically provided the best return on investments over the long run? This advantage combined with the fact that the Jamaican stock market is a highly regulated industry makes this an attractive option for many types of investors.

Everyone should consider putting aside a part of his/her disposable income to invest. Anyone with extra funds – no matter how small - can decide to buy and sell shares.

Come and learn from the experts and know the possibilities that await you!

## Workshop Structure

This workshop will be delivered by industry experts and will provide practical illustrations with interactive sessions involving questions & answers to reinforce the strategies taught. The facilitators will provide material for participants to takeaway and review at their convenience to strengthen the teaching and learning experience.

## Who Should Attend

This practical hands-on workshop is ideal for:

- ◆ First-time investors
- ◆ Experienced traders that want to maximize their profits

### TOPICS INCLUDE

- ◆ Understanding the Jamaica Stock Exchange
- ◆ Investment terms made simple:
  - ⇒ Shares/equities
  - ⇒ Dividends
  - ⇒ Indices
  - ⇒ Stockbroker
  - ⇒ Initial Public Offering (IPO)
  - ... and more
- ◆ Fundamentals of buying and selling shares
  - ⇒ What is a JCSD account
  - ⇒ How do I open an account
  - ⇒ How to check my balance
  - ⇒ Payment and settlement
- ◆ Reading trade sheets
- ◆ How to analyze and pick stocks for a portfolio
- ◆ The Future is Here: JSE Online Trading Platform
  - ⇒ How to trade online

### BENEFITS OF ATTENDING

Upon satisfactory completion of this workshop, participants should be able to understand the fundamentals of stock market trading and be equipped with the tools necessary to buy and sell shares for income and investment.

# Registration Form

Please complete section and return to:  
**communications@jamstockex.com**

Title (Mr./Ms./Mrs./Dr./Other) \_\_\_\_\_

Name \_\_\_\_\_

Mailing Address \_\_\_\_\_

Phone \_\_\_\_\_

E-mail \_\_\_\_\_

Organization \_\_\_\_\_

Occupation / Position \_\_\_\_\_

Participant's Signature \_\_\_\_\_

\* If sponsored by Organization:

PRINT NAME OF AUTHORIZING PERSONNEL

SIGNATURE OF AUTHORIZING PERSONNEL

**Cost: \$2,000 (GCT inclusive)**

*Covers tuition, training material, and cuisine  
Cutting edge advice on how to select winning stocks*

Once JSE receives your completed registration form, this constitutes your agreement to pay the full seminar cost whether you attend the seminar or not. No refunds will be granted for non-attendance; however, you reserve the right to send a representative.