

TOP 6

PRIVATE TRADE SECRETS
IN THE FINANCIAL
INDUSTRY



Q 2022

WWW.BLUHESHIRE.COM



About Kalib

Kalib started his first business when he was just 16. He has made individuals and companies millions of dollars a year with his processes and sales tools Today he works in high level finance offering creative solutions to other business owners and Fortune 500 companies by offering private consultation.

Kalib M. Loy

PRESIDENT OF BLUHE UNIVERSITY

“

Everyone Can Succeed

”





Table Of Content

INTRODUCTION

01. TACKLING TRADE RISKS

02. COMPANY QUALITY

03. COMMODITY MOMENTUM

04. CHALLENGES & OPPORTUNITES

05. CURRENCY / VALUE

06. MINIMIZING ERROR





What you'll find

Introduction

These expert secrets are the second half of a journey that you've already started with Bluhe University .

As you will soon find, no matter how much personal development you achieve, there will be a point where you will be educated enough to pass on your knowledge to others. Your growth will only exceed when you help others become like you. These trade secrets are perfect tools to help you and others in the High Level Finance World!



Tackling Trade Risks

Proving life and real assets before wasting time or exposing risk.





Tricks of Trade

Proving Life will Help you

Confirm that you are working with a reliable and real person that can be held to an accountability if need be.

Proving Product Will Give you

The tools needed to protect yourself in the event of an audit or investigation. Representing an asset that is not proved real is greatly frowned upon by investors.

Representing the Selling Party

Representing the selling party allows you full authority to negotiate and close a deal based upon the parameters of the contract.

Bank Will offer You Programs

Bank programs are offered from time to time when working directly with bankers. Be sure to include a private wealth management agreement with your file.

Company Quality

NOTE:

Knowing that a person & company is Registered and in good standing is one of the quickest ways to perform Quick Due Diligence.





Proof



When a new file comes across your desk one of the first things to check is Business and Company information.



DEVELOPMENT

- How long have they been in business?
- Are they in good standings with the powering governments?



CREDABILITY

- Who are the registered people/companies attached to the business?
- Do they have an active website/social media?



Document Fraud

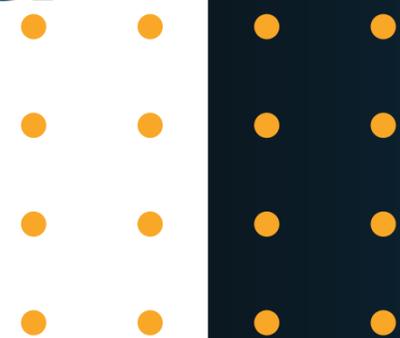


Document fraud or document forgery has become a large source of criminal activities, costing the global economy billions of dollars every year. Documents are faked for countless reasons: to get a loan they wouldn't otherwise be allowed to, to purchase a property, to sell a property, to buy a loan, etc

Usually counterfeiting original identity is done during the KYC stage of the customer onboarding. Signatures should be in wet blue ink and or timestamped through a digital third party. These timestamps track IP address and will help authenticate e-mails and proof of origin.

Looking for specific security information using visual document authenticity techniques can help identify font anomalies, digital tampering like modified ID photos or tampered pixels, etc.

Avoiding Fraud



01

Live identity verification techniques like selfie photos or live video chat will help in preventing frauds committed using fraudulently obtained documents and imposter documents.

02

Onboarding software that provides scanning all the documents for specific security features, will easily reveal documents authenticity.

03

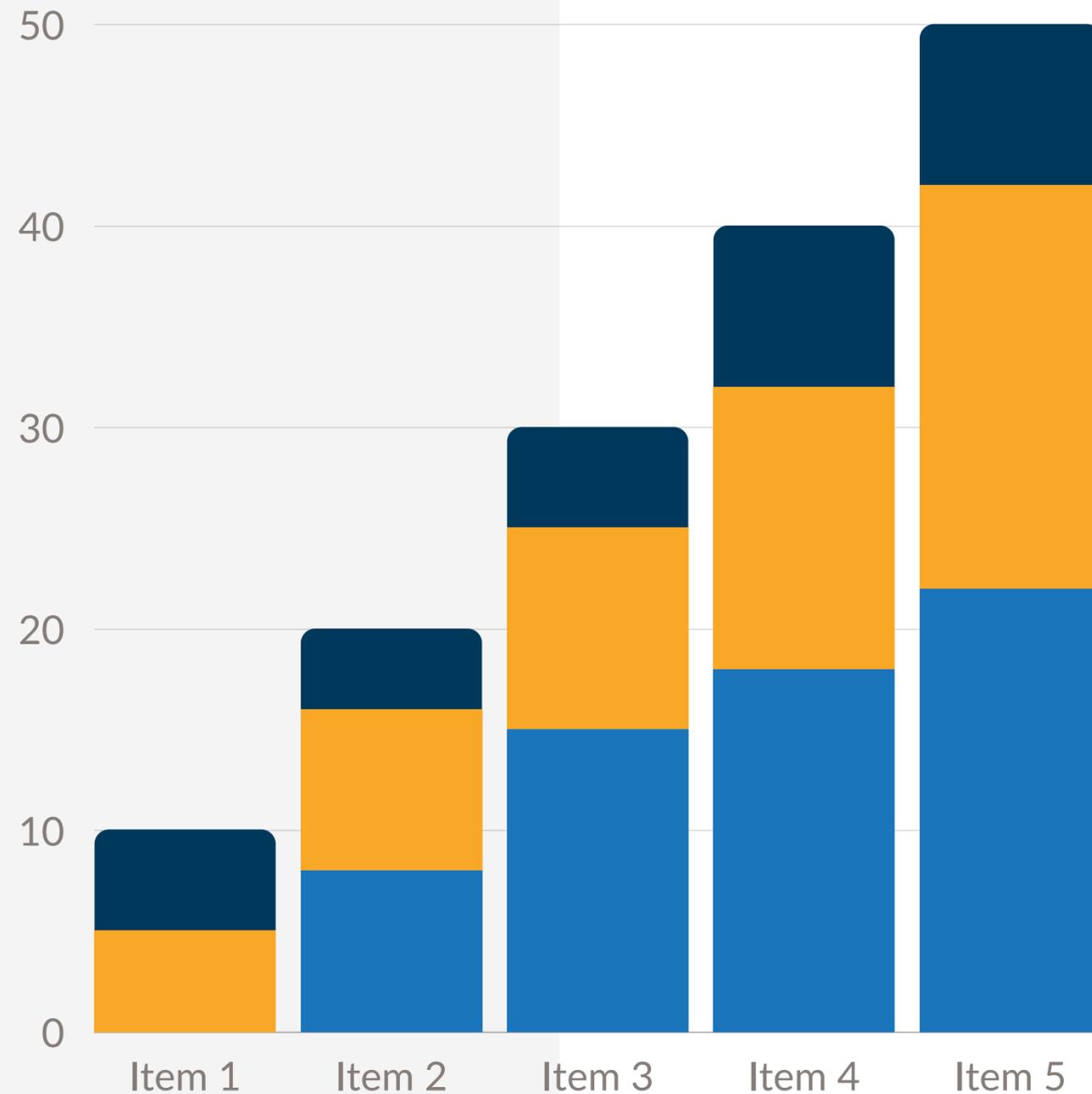
Face to Face meetings. When you are dealing with high profile clients. The best way to insure they are who they are is a face to face.



Commodity Momentum

Who defines commodities?





Study Momentum

For investors, family trusts, wealth management firms, private trade can be an important way to diversify their portfolios beyond traditional securities.





Commodity Momentum



A trend means that prices are steadily moving higher or steadily moving lower over a period of time. It's considered an uptrend if prices are rising, and it's a downtrend when prices are declining.

The reasoning behind following the trend is that prices are more likely to continue in the same direction than they are to reverse, so you shift the odds more in your favor. Many professional money managers trade with a trend-following philosophy and many commodity trading systems are built around trend-following formulas.

The primary motive for any trader is to make as much profit as possible, in any asset class.

Knowing moving averages is important because the trend following smooths out the random price movement to bring out the concealed trends.

NOTE: Follow the energy. If there is an abundance of energy there is an abundance of wealth.

Types of Commodities

METALS

Metals commodities include gold, silver, platinum, and copper.



AGRICULTURE

Agricultural commodities include corn, soybeans, wheat, rice, cocoa, coffee, cotton, and sugar.

ENERGY

Energy commodities include crude oil, heating oil, natural gas, and gasoline.



MEAT & LIVESTOCK

Meat & Livestock commodities include lean hogs, pork bellies, live cattle, and feeder cattle.



Challenges & Opportunities





How Technology is Today's Commodity



All of the raw materials that underpin human existence can be broadly categorized into four types: fuels, metals, agriculture and livestock

But technological advances have left few industries untouched in the 21st Century, and commodities trading is no exception.

In the past, the quality of the data that traders had depended on them developing relationships with the right people, building a network of sources who had exclusive information about the movement of various commodities.

Fast-forward to the present day, and advances in technology have meant that the information required to make profitable trades has become easily accessible, thanks to independent and trustworthy providers. Data is more up-to-date and comprehensive – again, thanks to technological innovations – so it is much more reliable.

How to Implement Tech

Commodities are increasingly under scrutiny as the world looks to lower emissions and hit net zero targets. This will have a massive impact on the energy sector in particular, though no category of commodity will be unaffected.

Everyone will feel the impacts of this, from producer to end consumer, and the role that data analytics will play in helping stakeholders make strategic and greener decisions will be crucial.

We will also need to be able to track carbon emissions more accurately in order to see which industries and businesses are meeting their targets; currently there are few agreed standards for tracking this and there is a large reliance on self-reporting.



Technology will continue to play a key role in commodities





Understanding Currency / Value

"If you want to get wet, stand under a waterfall."

M. Loy

As you will soon find in the world of private trade is that value can be used in many ways. One pound of iron that makes hundreds of springs or a gold that is hundreds of feet in the ground waiting to be smelted. There are millions of variations of value that can be imagined by the human mind.

Currency: is the exchange of value in which is used by the governing entities.

Value: is everything else.

There is one thing for certain, without one backing the other, you have nothing.



Currency

What values value?



Currency



01

Understanding the jurisdictions you are working will increase your bottom line by avoiding tax errors.

02

Confirming that your bank has the appropriate currencies may make your transfer money. The receiving bank may need a certain type and will offer incentives.

03

Large accounts that are authorized to receive money should be used when dealing with private trade deals. If the bankers aren't familiar with your dealings they can shut it down. Be sure to include paymasters when needed.



Minimizing Human Error

Communicate, Communicate, then Communicate.



Preachers Progress

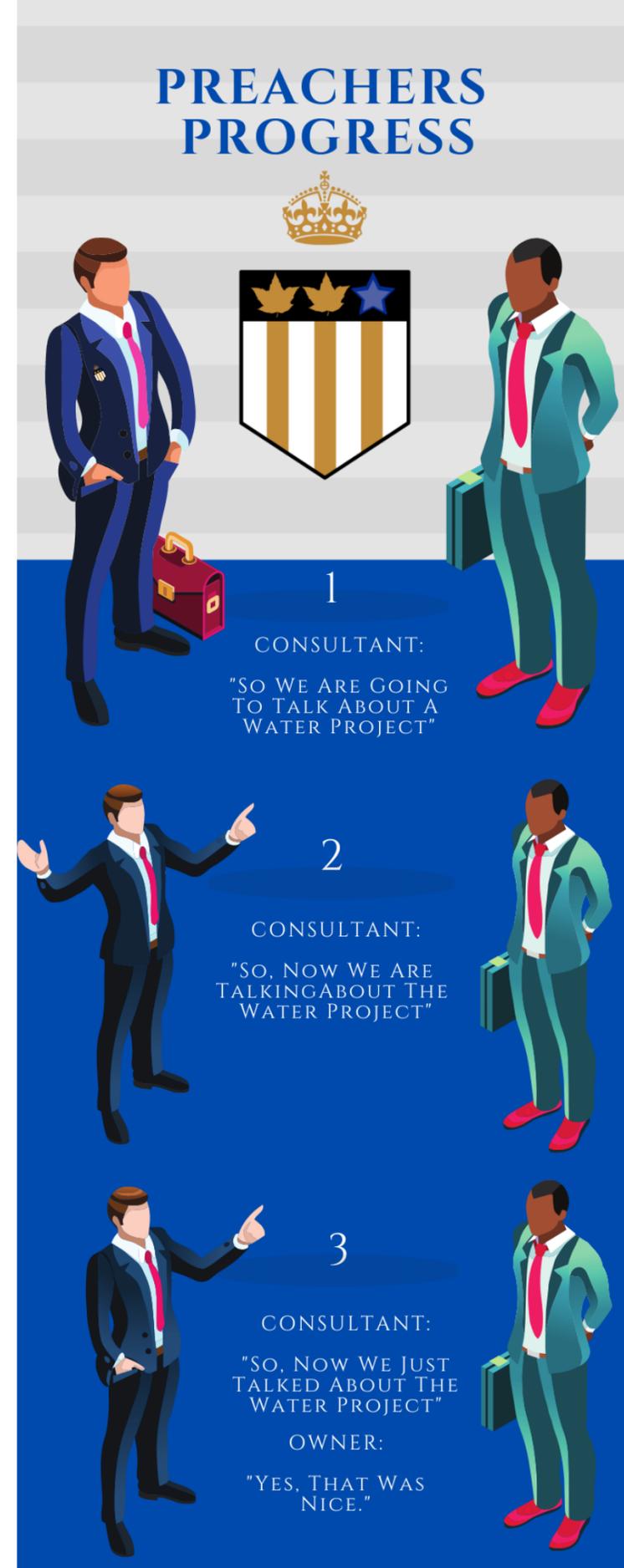
Communication is key to closing any deal. Starting out by making sure your client knows what you are going to tell them is the first step

Step 1. Inform your client of everything ahead of time. Your D.D., what the steps and process are enable to close the deal.

Step 2. Inform, Follow-up and execute everything you told your Client you would.

Step 3. Review with your client everything you did.

Preachers Progress will not only help you effectively communicate to your client but keep you and them accountable to your process.





It's Not a Race!



No matter how you want to envision it, the truth is that one of the most difficult aspects of being a consultant or professional is closing the best deal while preserving speed and efficiency. However, moving forward methodically and spending time on a real performing deal is better than moving so quickly the red flags are completely missed.

Besides, it's important to acknowledge that the ideal length of a sale can differ vastly based on industry, client, and circumstance.

Consider that...

Nurtured leads make 47% larger purchases. (Marketo)

Nurtured leads produce, on average, a 20% increase in sales opportunities versus non-nurtured leads. (Demand Gen Report, 2014)



THANKYOU





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