

Ophir Gottlieb (00:08):

The results here are provided for general information purposes. As a convenience to you, the viewers and the materials are not a substitute for obtaining professional advice from a qualified person, firm, or corporation. This is not a solicitation to buy or sell any security ever. This is not advice. Here is the agenda. I'll tell you what the goal is, what we're going to cover. I'll do it and then I'll give you the portfolio. Okay, that was the agenda slide. Look how quickly we're going to go. The goal, roughly speaking, I'm going to introduce five large upgrades to trade machine, so it'll make trade machine faster, it will make it easier, it will make it better. I will share 140 alerts from these capabilities, but ultimately the goal is to make your trading life better. That's from our proprietary AI driven algorithm. This is going to be a process I have never shared publicly, and this is why you've heard me say that.

(01:05):

For a successful trading career, the long arc of a career, I believe that option traders need a portfolio of trades. By the way, for those of you who don't know who is speaking, my name is PHE Gottlieb. If you look in chat, there's a link to all of our bios. I'm the first name on that page. Former option maker, option market maker, former hedge fund manager, former managing director of quantitative research and former head of algorithmic options trading. So for a portfolio of trades, I said, well, you need to be long volatility. If you dunno what that means, that's okay, just means being long options. I said, and then you also need to have short volatility, and if you don't know what that means, that means just being short options and I said that you need to be prepared for a bull market, but your portfolio also needs to be prepared for a bear market and in fairness for a recovering or a falling market too.

(01:53):

So something that is in between bull and bear, going from bull to bear or going from bear to bull. These five things are a portfolio of trades. My book should have all five of these things all the time, maybe not equally at all times, but it cannot be the case that there's a portfolio of trades where we don't. I don't have at least some of all of these. I have been reticent to share actual setups. I focused more on guiding to principles. However, in this webinar I will do so there are 140 alerts I will share will be a full blown portfolio of option trades. They will be long volatility, they'll be short volatility. It will be for a bull market, it will be for a bear market, it'll be for a recovering market. All five of these things should exist at the same time at some level in an option trading portfolio. If your goal is to have a successful trading career, the long arc, I don't mean about November and December, and I don't mean about 2024, I mean about from now, 20, 23 until 2033, a portfolio of option trades.

(03:03):

These are not meant to be the end all, be all. They are meant as an explicit example, but I emphasize the word explicit. They are not an end all, be all. They are not meant to be the end all, be all. These are not the only trades you can look at, but they are meant as an explicit example and by explicit I mean actual trades, not hypothetical, actual. All right, so what are we going to cover? A quick trade machine review, and by that I mean maybe 30 seconds. We're going to go through each upgrade. However, this webinar is not about me clicking a button saying, look, a new button. It's actually going to be in the flow of me showing you this portfolio, how you can create this portfolio yourself. And by the way, you can now do it easier because of these upgrades.

(03:56):

It's going to be my alerts, which may or may not matter to you a live q and a, but first since I will be sharing an actual portfolio of alerts, that's my job. I claim here at this point in the webinar, it is my job to say here, 140 trades which all fit into a portfolio. A portfolio as I've defined it, a portfolio as I'll repeat how I've defined it. That's my job. That is the burden I have placed on me, but that means you also have

a job and your job is, and I cannot mean it any more seriously now than I ever will because for the first time, I'm actually going to give you the trades. Please, for your own sanity, please pay attention to the next two slides. I urge you and believe me, your job is not to buy trade machine. Nope. Your job is this, and I know some of you have seen this before. I want you to take a step back and pretend you've never seen it because it's going to take a new importance the moment I start sharing trades. A lot of people say they want to do something. I used to live in Los Angeles and I had a lot of friends who said they wanted to be actors, but a lot of people who say they want to do something, what they really mean is they like the idea of doing something.

[\(05:22\)](#):

There's a difference between wanting to do something and liking the idea of doing something, and the difference is effort, and I'll show you the things in your life that you want to do and the things in your life that you like doing. You ready? Because I do it too. If you daydream from time to time, optimistic views of the world and don't really pursue it, you like the idea of doing it. It gives you positive emotional feedback in your mind when you think about it, you like the idea of doing it. There's nothing wrong with that, but you won't actually prove to yourself that you want to do it. If you take steps to pursue those positive thoughts in your mind, and by the way, not everything is meant to want to do. I like the idea of being an Ironman. I'm not going to fucking be an Ironman.

[\(06:06\)](#):

I'm just not. I run a lot. I swim a lot, I bike a little, I lift a lot. I just like the idea. In my opinion, if you want to be a successful trader, that is the long arc of a career, not November, not December, not 2024, but an apparatus such that you pay your bills such that you are the purveyor of your own monetary compensation, the long arc of a career. Then you are able to disentangle the difference between when you want something and you like the idea of seeing something and you'll focus on the following. Now we're going to talk about trading. You will focus on a process. Some people call that a plan. You'll focus on patience with the plan and with yourself. You'll focus on effort, good news and bad news about effort. First of all, it's probably not going to be as easy as you want it to be.

[\(07:05\)](#):

That's the bad news. Here's the good news. It's also probably going to be more satisfying than you think. It will be it harder than you think, but if you really want it and you really do it, the satisfaction is probably far higher than you imagine right now you can imagine climbing Mount Kilimanjaro. You might really want to do it, but when you finally do it, when you climb your Everest, well, I'll tell you right now, there is nothing more satisfying in the world. You just can't imagine it until you do it. With that in mind, the upgrades are going to help with this.

[\(07:45\)](#):

They're going to help with process and a little bit of effort. Having said that, they're not going to help with patients. Unfortunately, I can't help with this other than some personal views I have about life. These views I've shared with you about life, wanting to do something, liking the idea of something where you land in patience and how hard patience is for you is very personal. I'm not a patient man. This was very hard for me. I had to blow out a couple times before I said, okay, stop it. The journey to loving and understanding yourself is not a race. It's an unfortunately, usually a rather slow walk, but because it's a rather slow walk, it's persistent. Once you're on it, you can do it forever. You can walk forever. You can only sprint for so long. Be gentle with yourself, cherish yourself, be patient with yourself, and a plan will help with patience as long as you.

[\(08:49\)](#):

For those of you that have honored me by bringing your children to this to watch about trading and stuff, I want you to mute your mics, mute your speakers just for a second until you see this page go away. Okay? This is going to be rated R, the language. I'm not going to show any images rated R, okay? A part of having a plan and patience is that you write it the fuck down. Don't kind of write it down, don't put it on a piece of scratch paper. Don't think you have it in your head. You don't, you don't and you don't write it the fuck down. This is the trade. This is what I'm exiting. This is why. Here are all the possibilities that will happen. The decision is made today for yourself tomorrow because the tomorrow you, when a market is moving quickly is a moron.

[\(09:38\)](#):

The today you, this is rather smart. Rely on today you not in the fire. You don't like the idea of writing it down. Want it? You have to want it. I can't help you with patience. Writing it down and not liking the idea, but wanting it. That's your job. I'll get you 95% of the way there. I can't get you a hundred percent of the way there. Effort, that's your job. I'll make it easier. It's your job. Patience. I'll make it easier. That's your job. The process and the planning part, I can actually do that for you, right? Let's go to the platform. Before I talk about the portfolio, that was most of the slideshow guys. Okay? The first thing I want to tell you, I said there's five upgrades, so the first one is this. The today tap is just much faster, very simple.

[\(10:39\)](#):

I don't know if you've noticed, but if you go from one tab to the other on the today tab, it is probably five times faster. That's it. First upgrade, very easy. For those of you that don't know what the today tab is, no problem. The today tab tells you for these 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13 strategies when they're triggering, who's triggering and when it's the weekend, so this page is pretty boring unfortunately, but you log on the trade machine, this is the first page you see. You're going to see all the tickers trading that are triggering on these various models and you can look at different groups. You can look at all tickers or maybe the largest 500 or just the NASDAQ 100, the dial 30, okay, that's my whole spiel about the today tab. That was my, I'm going to kind of give you a tour of trade machine.

[\(11:27\)](#):

That's it. Now we're going to get to real stuff. We go to the back test tab. The first upgrade to the back test tab is here, the saved back test dropdown menu. If you click on it, you will see every strategy from the today tab plus four new ones with our AI implemented on top of it so that you can automatically call a strategy and look at it and start testing it instantly without going to any other tab in trade machine. I'm going to start with the 14 day pre earnings long call. You load the strategy, it will take a second to load the ticker. Okay? We are looking at this phenomenon which is getting long a call two weeks before an earnings event in certain companies and getting out of that call before earnings happens in order to take part in the pre earnings optimism in stock prices, so the call rises in value as the stock prices rise in value with this pre earnings optimism without taking an earnings risk.

[\(12:28\)](#):

But here's the thing, remember earlier I said effort. Effort in this case is a willingness to look at something that might be unfamiliar and rather than allow your urge to replace that unfamiliar thing with something that is familiar, instead you decide to put in the effort to learn the unfamiliar thing. In this case, I mean the difference between just buying a call, which is easy and understanding the realities of option trading first, an option can only be hedged by another option, and second option trading is volatility trading, whether you mean it to be or not, so you might as well mean the next upgrade on the back test tab is portfolios. Every trade machine member has all of these portfolios built in. You can add as many extra portfolios as you like. There is no limit. You can add 500 portfolios if you like, but every

trade machine member automatically has these, the NASDAQ 100, the Dow 30, and then the groupings in the s and p, so financials, technology, utilities, basic materials, industrials, healthcare, et cetera.

[\(13:36\)](#):

The magnificent seven mega banks, top ETFs, and then just software companies from the I-G-V-E-T-F. Now in the background, I took the NASDAQ 100 and I did the pre earnings long call and we're seeing what is familiar, a long call and seeing how it performs, and then we're going to have to look at something that may be less familiar. That requires effort to see why when I said that an option can only be hedged by another option, and option trading is volatility trading, whether you mean it to be or not, so you might as well mean it, and here's why it matters. We can still take advantage of pre earnings optimism, but some edge has been removed from the market and I'll tell you why in a second. First, I'll show you how to improve it. Over the last three years, getting long a call for two weeks before earnings, which used to work phenomenally well, has done basically nothing average trade of 1%, which might as well just be commissions.

[\(14:38\)](#):

So let's start filling this in. A pre earnings call, which we just have right here, has a win rate of 43.13%, 289 wins, 381 losses and an average trade of 0.98%, and that's over three years. Let's remember that. In fact, let's take a snippet of it so we can compare it to what we're about to do, and I'll put a little check mark here so you know I'm not fudging the numbers. Okay, now let's go to save back tests and go to the pre earnings diagonal. This is before we go to the pre earnings diagonal ai, okay, pre earnings diagonal, we'll let it load, it will load a single ticker. We'll go back to portfolios and we'll do the NASDAQ 100 and here we go. Because we were willing to do something slightly less familiar. Instead of just buying a call, we bought a call and sold a call.

[\(15:27\)](#):

We now get these numbers. We went from a 43% win rate to a 52% win rate and most importantly went from a trade that was basically breakeven to a trade that made 12% a week. We've shortened the holding period, used one option to hedge, another option to take advantage of the same phenomenon that stocks have pre earnings optimism. So let's fill in the spreadsheet, the win rate, 52.24% and there we go. This is the improvement by going from something that was familiar to something that was unfamiliar, but let's go a step further. Let's try this strategy over the last six months and let's see if the signal strength has degraded much like the signal strength did in the naked long call, and we can see that it has, let's pull up the Excel spreadsheet. The average return has been cut in half from 11.95% over three years to 6% in six months.

[\(16:30\)](#):

Let's fill it in and then figure out why. Now we have evidence again that the signal from a pre earnings trade is degrading over time. The market is picking it up. We will show you exactly how the market has picked it up, but first we're going to show you how to correct it. Let's now go to the save back tests and do the pre earnings diagonal, but with our return distribution characteristics ai, with our artificial intelligence layered on top of it, we'll load the strategy. We'll go to the NASDAQ 100, we we'll look at the last six months and look at that. The signal strength has come back. We'll go to the Excel spreadsheet. There was an 11.95% one week return when we did the pre earnings diagonal, that dropped to 6% over the last six months, but when we added our AI over the last six months, it actually went back up to 12.31%.

[\(17:26\)](#):

Let's add these numbers in and go further. You'll notice that the win rate is significantly higher too with the ai and just for good measure, we'll do three years with the pre earnings diagonal in AI and then we'll

explain to you exactly what happened. So we'll just click three years and wait for the results, and here we go. Over the last three years with the pre earnings diagonal with our ai, the average trade return is back to 12.36%. We'll put it in the spreadsheet. Notice the consistency of this signal over six months and three years when we're using our ai. So what explains this degradation that the pre earnings long call now no longer works, that the pre earnings diagonal in the last six months doesn't work, but with the ai, it does. Here's the secret. The truth is we once pioneered a strategy that illuminated the world of options trading a strategy so effective that it transformed the landscape.

[\(18:27\)](#):

This pre earnings momentum, the strategy found its way to even the heights of the Goldman Sachs Sales and Trading desk. While we can't share with you the research they sent out to clients without permission, what we can do is share what is publicly available, and that is our LinkedIn account. We can see the readers when we publish the research of the pre earnings long call Goldman Sachs, BlackRock, BMOB of A, and then on another day BlackRock and Goldman Sachs and BMO again, but as others replicated our methods for pre earnings long calls, the edge faded. That's why we saw over the last three years, it was only a 1% return in the long call, and that's why over the last six months, the diagonal then went from 12% per week to 6% per week, but we've turned this challenge into an opportunity harnessing the power of our proprietary ai. Now, we've not only reclaimed our edge, we have enhanced it. Trade machine is no longer just the back testing tool. It might look like it is, and it used to be, but it isn't, and it's my job to communicate this to you as clearly as possible, and that's why I ran through these back tests with you and we watched the computations live. We're going to do it again in a few minutes, multiple times with other strategies. Okay? That's my job. My job is to show you this.

[\(19:57\)](#):

It's your job to put in the effort. Today we stand at the forefront of a new era in options trading. Our AI doesn't just replicate the success of the past. It's a beacon leading us to uncharted territories of opportunities. This is our safeguard. Our AI is our safeguard, ensuring that the unique edge we provide remains exclusive to us. As a trade machine member, you're not just accessing a strategy anymore, you're gaining entry to the inner sanctum of a trading revolution. The revolution is not just about staying ahead, but about redefining the lead. A revolution that is driven by domain expertise, mathematical expertise, trading, acumen gained through decades of experience, and most importantly, a revolution driven by a firm that sells to retail traders. This is where the future of trading is being written, and we all have the privilege of being a part of this journey.

[\(20:58\)](#):

Now, let's go back to Trade Machine. The fourth upgrade to trade machine ties this all together and makes it incredibly easy to use. You'll notice there are now check boxes available next to the back tests, so for every ticker that looks successful to you, you can click it like Apple and Microsoft and Amazon and Google and Pepsi and so on. You could just go down the list and all you have to do now you select the strategy. From here, you select the portfolio. From here, you check the ones you like and you click a button add alert automatically. The tickers I selected are entered. The strategies entered 14 days before earnings with the stock above the 50 day moving average, and our proprietary AI in this case kurtosis over the last year greater than one, and all we have to do is click add alert.

[\(21:55\)](#):

Now, I have done the work already and you are free to do it yourself. I just worked with a NASDAQ 100 and a few other tickers and you can feel free to work with any group. You have all of these portfolios available to you or any portfolio that you can imagine. You can create your own as many as you like. Here I will share with you the first 24 alerts of my 140 that create a diversified portfolio of option trades.

It is going to be a group of tickers for the pre earnings diagonal with our ai, and here it is, 24 tickers over the last three years with a 78% win rate and an average trade per week of 27.8%. Trade machine members. I'm now going to give you these 24 alerts and we have 116 to go. All you have to do is click add alert.

[\(22:53\)](#):

Once you have the link, all of these tickers are in here. The back test is already saved. You just click add alert. You now have 24 alerts. Let's look at the next 120. Remember that we just did something that buys options. That is it buys an option and sells an option, but it creates a debit. This strategy costs you money to enter, and therefore it is long volatility, and we did it for a strategy where the stocks have to be above the 50 day moving average, so that means they're roughly in a bull market. Let's look at something similar but is in a bear market. We'll go to saved back tests. We'll go to buy the sell off, and we're going to do it without our ai. First, we'll load a strategy. We'll go to portfolios. We'll do the NASDAQ 100 and we'll look at it over three years.

[\(23:44\)](#):

This is also a diagonal call spread and the results are great. 68.7% win rate, 20% average return over a month. Let's enter those numbers into the spreadsheet, but let's layer our AI on top of it so that we have an edge which is impenetrable, cannot be copied, cannot be replicated, and that we own ourselves. We'll go back to the save strategies, which everyone has. We'll go to buy the sell off, but with our ai, we'll load a ticker. We'll go to the NASDAQ 100 and we'll do it over three years and we'll wait for the results. Now we see a win rate of 70% and an average trade of 25% every month. We'll go back to the spreadsheet, we'll put it in so we can do some comparisons, and here we go. It's a great strategy. Without our ai, it's an even better strategy. With our ai, our best guess is this edge will be removed from the market as institutions copy.

[\(24:45\)](#):

Our research institutions will be unable to copy our ai. It is not reverse engineerable. Okay, and as I went through these tests and I check marked the ones I liked, I came up with 28 alerts. Let's look at those 28 alerts, an 86% win rate, an average trade per month of 45.48%. These 28 alerts go with the other 24 alerts that we had for pre earnings diagonals with our ai. That makes for 52 alerts thus far. We have about another a hundred to go. So far, we have looked at something that happens during a bull market, so the pre earnings diagonal has stocks above the 50 day moving average, and we've looked at a buy the sell off, which is a trigger. If you scroll to the bottom, that occurs when stocks have an RSI that dips below 25 and they're down on the day, so this would be for a bear market.

[\(25:41\)](#):

We've taken a bull market and a bear market. Both of these strategies, own options. Now let's go to getting short volatility. We'll go to the back test, spread the sell off, and in this case, we're not going to waste any time. We'll just look at it with our ai. We'll load the strategy. It'll load one ticker. We'll go to the NASDAQ 100 and we'll look at it over three years, and here are the results. An 84.6% win rate with an average trade return of 25%, and what is this technical open? When does this happen? It's when the stock is down in the last 30 days by 10% or more, so a stock is fully in a correction. The stock is below the 200 day moving average. That means it is in technical failure, and then we have two different measures of our artificial intelligence placed on top of it.

[\(26:31\)](#):

This is another strategy for our portfolio of trades, which happens during a bear market, but this time the strategy is to do a broken wing butterfly, which is to buy a put sell three puts and buy two puts. That creates a credit, which means we are doing a short volatility trade, and here's how the payoff looks for

this strategy. The current stock price is right here, this vertical line, if the stock goes up any amount, it's a winning strategy. The strategy does the best if the stock actually goes down, and then of course, if the stock really falls apart, then there's a limited loss that says this is a covered strategy. Remember, this occurs when a stock is already in a correction, so if it goes down a little bit more, it's the largest winner. If it recovers, it's a winner. As well as I went through these and checked the ones I liked, this is what I ended up with.

[\(27:21\)](#):

We have a total of 60 alerts for this trade type and 90% win rate and an average trade of 43%. This is 60 more alerts to add to the 24 for the pre earnings diagonal to 28 for buy the sell off making 114 alerts. Now, we have two trades in our portfolio that are long volatility. This one is short volatility. The last one therefore must be short volatility as well, and it is for a recovering market. It's called fade the dip, and I'll make things go faster. Now, I'll just show you the tickers that I chose. This is fade the dip, the tickers that I chose were 31, adding to our alerts that we already had a 91% win rate, an average return of 39.27%, and how did I find this strategy? It's right here. Fade the dip with our AI right here, and how did I know these tickers?

[\(28:20\)](#):

I ran it over three years for the NASDAQ 100 and I check, check, check, check the ones I wanted and clicked add alerts. The final upgrade to trade machine is the speed of the back tests. Members that decide to go annual, we'll get a five to 50 X faster back tester so you can do exactly what we're doing together just a lot faster. Now, I'll go back to the slideshow. We just went in the platform and now we will discuss the portfolio. First, we looked at something that worked during bullish times and was long volatility. That was the pre earnings diagonal with ai, and we showed what happened to the signal when it was just a long call, and we even showed what happened to the signal when it was just a diagonal, but there is persistence of signal with our AI because it cannot be replicated.

[\(29:07\)](#):

We know that this trade is long volatility because when you enter the trade, it is a debit. It costs money to do this trade. That's one way to identify long volatility, and those are the results on the right hand side right here of the tickers. We chose just going down the side of the results over three years and selecting them one by one. Then we did during bearish times, but long volatility that was buying the sell off with our ai. That's when the RSI dipped below 25 and the stock was down on the day, and then we got long a calendar spread. We went down the side, chose the ones that were the best, added them to alerts, and those were the results. Then we did another strategy for bearish times. That was short volatility. We called it spread the sell off with our ai.

[\(29:51\)](#):

That's when a stock was already in a correction over the last 30 days has been down by 10% or more, and it was already below the 200 day moving average, so it was in technical failure. We went down the side of the results over the last three years in the NASDAQ 100, plucked them one at a time, check, check, check, added them to alerts. We ended up with those results, and finally we looked at the fade, the dip with the ai, which is when the stock is recovering up through the 200 day moving average, it comes back above it and it's short volatility because it's short of put spread. We'd let it run across the NASDAQ 100 for three years. Check, check, check on the left hand side, chose the ones we wanted and those were the results. So what the goal is is not those returns.

[\(30:35\)](#):

It's not those huge numbers. That's not realistic. I wish it was realistic. What is realistic is backtesting with our AI as a backbone for a guiding principle. That's why I showed the results of the entire NASDAQ

101st as a proof of principle that it works across the entire index. Then I select the best performers. What the goal is, I still need to answer it. I just told you what the goal was not. The goal is to have a portfolio of trades that historically do better at different times of market cycles in order to make the long arc of a trading career successful. That's profitable at least nine out of 12 months a year. It's a portfolio that is immune to over positioning in volatility, not too long, not too short. It's a portfolio and a career that pays the bills, and then it takes a process, which is a plan.

[\(31:33\)](#):

We've shown you that with trade machine. It takes patience with the plan and with yourself. You have to provide that, and it takes effort. We've made the effort and the process a lot easier. Trade machine can do these. You must bring the effort and patience as well. A trading coach can help with all of this, but none of it can be done without trade machine and certainly none of it can be done as we have shown from a company that publishes research unless there are algorithms in this case, AI algorithms, which cannot be replicated and will not be shared. Thanks for watching.