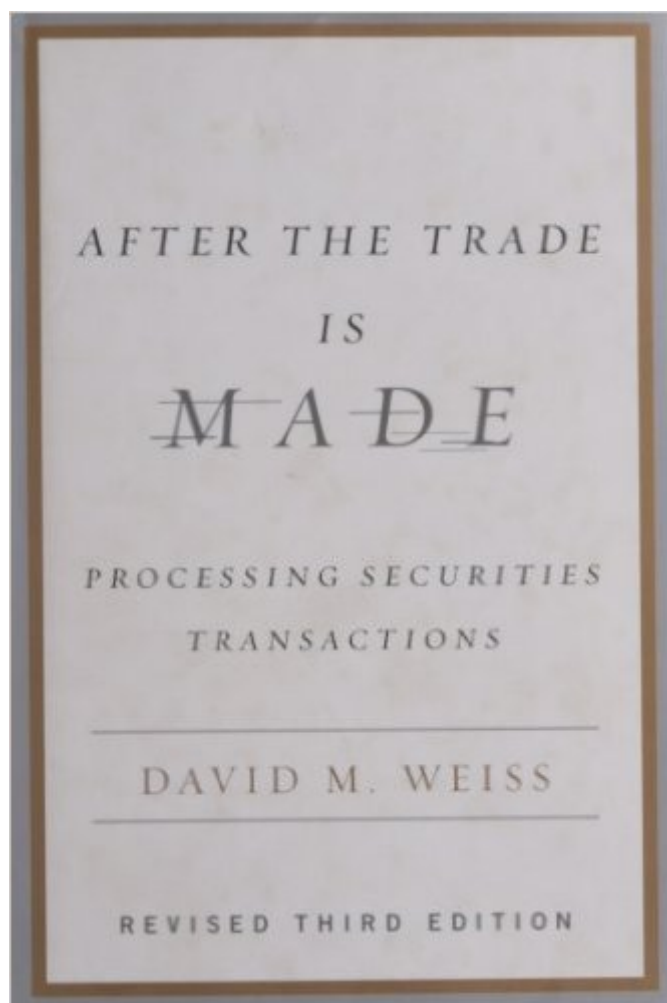


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After The Trade Is Made: Processing Securities Transactions



Synopsis

The fully updated classic guide to the mechanics of securities processing is a must for professional investors. This third edition of *After the Trade Is Made* reflects the changes that have taken place in recent years as a result of new products, technological breakthroughs, and the globalization of the securities industry. Comprehensive and easy to understand, it provides brokers, operations personnel, and individual investors with definitive and up-to-the-minute explanations of each step in the trading process—from the moment a customer decides to buy or sell a security through the final requirements of record keeping. Written for both securities professionals and individual investors, whether domestic or in other countries, this new edition clearly explains the core of underwritings, new and established trading markets, transaction processing, margin, and more while providing critical insights into the most recent wave of industry changes. David M. Weiss, a veteran securities professional, traces the entire process of buying or selling a security, from order management to transaction processing to the final posting on the firm's books and records. He covers the specialized attributes of each function in a typical brokerage firm, as well as their relationships with commercial banks, transfer agents, clearing corporations, and depositories. *After the Trade Is Made* is the definitive resource for anyone eager to understand and confidently navigate the vast and often surprising world of securities.

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Customer Reviews

I have always been a fan of handbooks. They always provide practical information about a subject in concise articles that help practitioners (or, in my case, would-be practitioners) get oriented on the

vast array of topics in their field. Most of us are expert in narrow areas of information, yet we cannot afford to be ignorant of the broader sweep of the fields in which we work. Handbooks and practical guides help us competently handle those activities that are relevant to our work, but only come up once in awhile or in areas we are just beginning work. This really cool book, "After the Trade is Made" by David Weiss, is ideal for investment professionals, investors, and anyone curious about how the back of the house processes and clears the trades made by the customers and the sales team. I like the way handbooks discuss things in practical and easy to implement language. Theory is great and appropriate for textbooks, but in doing a job you want to know what it is you should and have to do. The book has fourteen chapters (all made up of smaller named and numbered articles so they can be easily found), but the first three chapters take up the first 199 pages. These three chapters would be great reading for anyone investing in securities and wanting to understand the scope of the industry and its products for themselves. I believe it is much better to be an active learner when placing your hard earned money rather than taking the word of someone whose interests aren't as aligned with yours as you might want to believe. The first three chapters are: 1) Overview of the Industry, 2) Products that We Offer (this title shows the perspective of the book as investment professionals), and 3) The Marketplaces and Order Management.

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