

Introducing Broker

The Introducing Broker Division of R.J. O'Brien supports both independent and guaranteed relationships with superior technology, intelligent market research, transparent middle-office tools and personal service.

- 300+ IBs
- Online and mobile trading
- 24/7 support
- Market Insights
- Annual networking conference
- Monthly and quarterly market outlook events
- Broker training program

R.J. O'Brien is not only the largest independent brokerage firm in the futures industry, but also serves the largest number of Introducing Brokers ("IB").

The IB business is the heart of our brokerage operation, and our industry reputation for servicing these clients is stellar. What's more, we are committed to serving the community from all angles.

Our roots are in the agricultural markets, and we were one of the founding members of the Chicago Mercantile Exchange ("CME") in 1919. Today, we are the only original clearing member that still exists. That achievement speaks to our inherently conservative nature and extreme focus on financial stability.

We believe we have been in business so long in part because we are majority family-owned and are extremely focused on our clients. Serving our clients is our only focus. R.J. O'Brien does not engage in speculative proprietary trading.

We hold our clients' segregated assets at BMO Harris Bank, Wells Fargo, Fifth Third Bank and the various exchanges on which we transact business, and we invest them strictly according to the guidelines of CFTC Rule 1.25.

Business Success Tools

No matter if your clients are speculators or hedgers, we understand what IBs need to support business success. Both you and your clients will appreciate the comprehensive set of tools built specifically for futures traders.

- Place trades online via RJO WebOE, our proprietary platform, which is free to use (market data fees may apply). Alternatively, clients can choose from other front-end platforms provided by major ISVs.

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- Log in to see all of your accounts in real-time. Check funds, positions and margins on an individual or aggregated basis. Run a customized reconciliation report daily.
- Tap into some of the most in-depth commodity market commentary and insights available, and get the information and trading ideas you need—all day, every day. Our market insights team, comprised of veteran analysts Rich Feltes, Randy Mittelstaedt and Dave Toth, offers high-quality fundamental, technical and weather resources to clients and IBs alike.

Broker Training Internship

We believe it is important to bring bright, young talent into our industry. Each May and November, R.J. O'Brien invites college juniors and seniors majoring in business or agriculture to a three-day program in Chicago where they are introduced to the futures industry and the brokerage business. Attendees who successfully complete the program are provided with the names of our IBs who are looking to hire for internships or full-time positions.

Market Outlook Discussions

On a quarterly basis, we offer CME-sponsored market outlook sessions with a variety of analysts, such as Rich Feltes and Dave Toth. The speakers discuss a range of topics from fundamental to technical factors affecting market prices. These regional meetings and dinners are focused on R.J. O'Brien's Introducing Brokers, as well as their clients and prospects.

On a monthly basis, Rich Feltes or David Hightower of The Hightower Report talk markets on a teleconference presentation open to all of our IBs. After the analyst's prepared remarks, the lines are open for a robust Q&A session.

Exchange of Ideas Introducing Broker Conference

R.J. O'Brien pioneered the concept of bringing Introducing Brokers together to share business ideas and to get an updated perspective on the markets. Since 1996, we've sponsored a two-day conference for all of our IBs each spring.

Futures trading involves the substantial risk of loss and is not suitable for all investors.