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**Long Island Money and Business Radio Interview  
on WLIE 540AM - Movers & Shakers, July 8, 2006  
Guest Speaker: Hamilton Lin, CFA, President of Wall St. Training**

**Intro:** Good Saturday morning and welcome to Long Island Money and Business on Island Talk 540 WLIE. Now here's your host, Peter Klein.

**Peter Klein:** Good morning and welcome to Long Island Money and Business. Each week, we speak with Long Island's business community, professionals, small business owners, entrepreneurs, the movers and shakers to get a better sense on what's going on. A pulse, if you will, on what makes this island of ours hum with business activity. I am Peter Klein your host, a Senior Vice President of investments at UBS's Melville branch. We are now known simply as UBS the world's largest private bank and one of the few AA plus rated firms in the world. Recently the firm was acknowledged as the best private bank worldwide. The largest team of equity analyst of any firm, the largest global fund of funds manager and the fast growing investment bank in America. Clearly, UBS is making a continued mark of excellence in the global financial industry. Back home in Melville, my team and I are focused on delivering the very best in financial advice and fully understanding an investor's financial and emotional makeup to researching a large spectrum of investment solutions. Please feel free to contact my office with any questions either about the show or how we may be able to serve you in your financial objectives. Our telephone number is 631-420-6457, or by email at [peter.klein@ubs.com](mailto:peter.klein@ubs.com), now let's turn our attention to our first guest this morning please welcome Mr. Hamilton Lin, Mr. Lin is the President and Founder of Wall St. Training. Welcome to the program Hamilton.

**Hamilton Lin:** Thank you very much, welcome everybody.

**Peter Klein:** Tell us about Wall St. Training?

**Hamilton Lin:** Well, Wall St. Training basically teaches financial analysts, investment bankers and other professionals on how to analyze companies. We do this through the core topics of financial modeling, valuation, how to analyze companies, corporate finance and other related topics.

**Peter Klein:** So listeners, as I was saying earlier in my intro, in my profession in our profession education, knowledge, the commitment to professionalism is so critical these days. As it should of always been and it should probably always will be. Hamilton's firm speaks right to that, its sort of taking Wall Street back to school. But Hamilton your business focus, Wall St. Training's, business focus is what group of people, it's not so much the financial advisors is it?

**Hamilton Lin:** No, it's more on the professionals who cater, perhaps, to the institutions. So, for instance, investment bankers, sell-side equity research analysts, asset managers on the buy side. And what we do is, we have a very innovative approach, we provide a hands-on interactive, very practical, non theoretical approach to teaching the core topics from literally as basic concepts from accounting and finance, to building integrated financial models, all hands-on, in excel, highly advanced topics such as leveraged buy out, LBO modeling and advanced merger modeling, etc.



**Peter Klein:** So it would seem to me that you would take some of the MBA's from after they graduate, and before they start working and you would help them sort of get some basic knowledge on this stuff?

**Hamilton Lin:** That's exactly right, so for instance, the large investment banks, every year, every summer, they hire a pretty sizable group of undergraduates straight out of college as well as the MBA's for the Analyst and Associate programs. And what we would do there is we would go in there and provide the core 2 -3 weeks of training, we would bring them up to speed and bridge the gap between the academic world and what they learn in the text book and the theory, and say this is exactly how it's done on Wall Street. So now we're actually taking them and saying ok, the next day after you hit the desk after training, you would be able to apply the training that you learn through us right away immediately, as opposed to just taking the straight academic textbook definitions, you would now know how to apply and actually implement them in the real world.

**Peter Klein:** So the firms must love you because they see you as a wonderful opportunity to get more productivity out of their people?

**Hamilton Lin:** Absolutely, not only that, we preach what we call the "gold standard", so we always preach the best practices of how to build a financial model. So for instance....

**Peter Klein (interrupts):** The "Gold Standard", it's called the "gold standard"

**Hamilton Lin:** Yes, the "gold standard", so the best practices – anybody perhaps can know how to build a model, but can you build it correctly, more efficiently so that now you can also spend more of your time devoted to the intangible stuff, actually analyzing the numbers, understanding where it's coming from, as opposed to just doing plain number crunching.

**Peter Klein:** Do you spend a lot of time on excel in your classes, right?

**Hamilton Lin:** A great deal, the vast majority of all our courses are hands-on Excel, where we are building, everybody is on the computer or laptop, and we are building our financial model together with the instructor.

**Peter Klein:** That seems to be a little bit, um, how do you do that, there is a whole room full of people, they all have their laptops, I guess the assumption is that they are pretty good with Excel as it is. So you have a projector and your computer is hooked up to the projector right?

**Hamilton Lin:** That's exactly right, so if you visualize a classroom, for instance, a classroom setting, where there is a podium and the instructor is there on the laptop and that laptop is hooked up to the projector and everyone can see it. We start, for instance, with a blank annual report or 10K filing and let's go ahead and analyze this company, so we will go ahead and pick a company, let's say a company that everyone knows, such as a Wal-Mart or what not, so it's a retailer, its a base case accounting that you can apply to any other industry. And then we will take this Wal-Mart 10K annual report filing and then from there we just start inputing the historical numbers together. It would be a step-by-step instruction we go through not just the how but also the why this is done a certain way. So, for instance,



many times professionals start out and they ask questions “Why is this done this way?” or “Why do we use this particular metric?” And often times what their boss might come back and say, “Well this is the way it’s always been done”. But they don’t really truly understand why it’s been done. So now when it’s their turn to present, let’s say, in front of a Board of Directors, they don’t truly understand the concepts. What we do is, we take all of those questions that they have been provided, a “why is this done”, we actually explain it.

**Peter Klein:** See that to me is not just a phenomenal opportunity for the investment banks, but from my perspective as an individual, I would think that I would want to take your courses, irrespective if my firm hires you or not. In other words, can I just say, “you know I want to take Wall St. Training and Hamilton’s courses just to better my own self.” So that I can say, let’s say that I’m in a small firm, a boutique firm, and they don’t train because they don’t do that whatever, they don’t have the budget for it. I would suggest that that person should come to you and go to your classes just to be able to get a leg up on everyone else in his office.

**Hamilton Lin:** Absolutely, and in fact we actually have three main parts to our business, the first part of our business is the corporate training, were again we have clients such as Banc of America, JP Morgan...

**Peter Klein (interrupts):** The Big guys...

**Hamilton Lin:** The big guys, Fidelity, TIAA-CREF, etc, as well as a lot of boutique investment banks as you mentioned. Now the idea is, if you are not associated with a company who is providing you with this training, or you’re in the mist of a career transition and you’re trying to tap into this industry. . .

**Peter Klein (interrupts):** And that’s huge, let me interrupt you for a second, and that’s huge for a lot of the IT people, who have been some what disenfranchised post boom and now are looking what to do next. Go ahead, I’m sorry...

**Hamilton Lin:** I’m going to go one step further, not just the IT guys, but the accountants, the lawyers, anybody who is catering and part of the financial world whether indirect support or not. So, from that perceptive, in addition to the corporate training, we also hold a fair amount of public open enrollment seminars and in these public open enrollment seminars, what you can do is, you as an individual, can go sign up for our courses and learn the same content that we have trained the rest of Wall Street on. This is a very unique opportunity because there are no other firms who are offering this type of advanced and super advanced content that we offer. Now, let’s say for instance, you say “you know, I might not be able to attend this full day, half day, or week long training that you’re holding” - but we have a variety of options as well; we also have an online self-study, were you can buy our basic financial modeling EDU-PACK and there you can do it on your own time, on the beach, at home, on the weekends etc. So whatever your need is, we are going to try to come out with a training solution that will fit your schedule.

**Peter Klein:** Whatever modality we might be in, you can serve us in that sense.

**Hamilton Lin:** Yes, absolutely.



**Peter Klein:** Now tell us, the EDU-PACK, do I see you on the screen and you're doing all the instructions as if I'm in the room?

**Hamilton Lin-:** Absolutely, we always say typically there is no substitute for live instruction...

**Peter Klein (interrupts):** Of course...

**Hamilton Lin:** But what we try to do is actually replicate the live learning environment as best as we can. So for instance, this software package, the basic financial modeling EDU-PACK, what this allows you to do is, you build your financial model side-by-side with the video instruction. In this video, "you see the instructor and their head" and they're talking through all the concepts and the theory and this is exactly how we should do it. What's cool is it then transitions to the instructor's Excel screen and you are going to, next to it, side-by-side in your Excel, fully integrated into the program, follow the exact same steps, step-by-step.

**Peter Klein:** Oh, you can do that? You can have sort of a bifurcated screen, where you can do your Excel?

**Hamilton Lin:** Absolutely.

**Peter Klein:** That's cool, that's great!

**Hamilton Lin:** We have a split screen in the program, and as long as you have Excel pre-installed as well as Word - as long as you have all that pre-installed, the software loads that all up and you're able to do that side-by-side.

**Peter Klein (interrupts):** That's great, that's great!

**Hamilton Lin:** And in addition, we also have other assets such as glossaries and hot spots, interactive charts and the answer keys and all that.

**Peter Klein:** You can pause the program too?

**Hamilton Lin:** You can pause, fast forward, rewind, you can use this for life, as long as you want.

**Peter Klein:** I mean you're right, it's not the same thing as a live instruction and under full disclosure, you know, I want to just say that, I have been to your program and I thought it was phenomenal! Hamilton and I both belong to New York Society of Security Analysts (NYSSA) in New York and we are both Charter Financial Analyst charterholders. So I have been to your program and you're outstanding!

**Hamilton Lin:** Thanks.



**Peter Klein:** And you're right it's very hard to replicate that, but for someone who might not be able to, you know, they're time starved, schedule problems, this is a great way, you know, you're taking a few days off, you get an EDU-PACK you pop it in and you're getting something done when you normally wouldn't.

**Hamilton Lin:** That's exactly right, and for those of you who are looking for, let's say, the more advanced, where they do want a multi-day live instruction, for instance, we have an upcoming bootcamp, in a couple of months, where it's a five day program, advanced financial modeling and valuation. You really can't get this content anywhere else, and what this five day advanced financial modeling and valuation bootcamp does is, we go through the full – we'll start more or less from a blank Excel – we will build up the entire income statement, balance sheet, cash flow, we will analyze this company, we will build a valuation, we will analyze its industry and its competitors, all on Excel, very hands-on, very practical, this is how its done in the real world.

**Peter Klein:** Before I get to another series of questions, just give us your website, so people can sort of look at that...

**Hamilton Lin:** Absolutely, our website is <http://www.wallst-training.com>

**Peter Klein:** And on there, would be a mention of the dates of the bootcamp.

**Hamilton Lin:** Absolutely, you can see more information on the EDU-PACK, the bootcamp, etc. all on the website. In addition we also have a very cool section called "Free Resources" where you're actually able to download for free, Excel shortcuts and a whole bunch of other resources that are applicable to this.

**Peter Klein:** And I also know that you're doing some work in the career area, as well, so we will get to that in a second.

**Hamilton Lin:** Perfect...

**Peter Klein:** But many of our listeners are probably scratching their head and saying, why in your bootcamp are you sort of replicating bottoms-up or from zero, from a blank Excel spread sheet, the balance sheet, and the income statement and the cash flow statement, if that is already included in the 10K?

**Hamilton Lin:** That's a great question, what we do is, in the 10K, as we all know, that only offers the historical, let's say the last 3 to 5 years or so of information. What we do is, ultimately, if I'm going to, let's say, purchase a company or buy a stock or evaluate this, I'm not going to want to pay for historical, I'm paying for the future earnings.

**Peter Klein:** Got it.



**Hamilton Lin:** So what actually we do in these classes is, we will teach and build a five year projection model, so we're always forward looking. We are saying, ok, where do we believe the company will do, how do we think it will do, profitability wise, margin, sales growth, etc. in the next few years.

**Peter Klein:** Oh, I see.

**Hamilton Lin:** And then from there, then, we will say ok, if we believe this is how much based on our inputs and our projections, this is, we will teach you how to analyze step-by-step all the inputs and what we call the "reasonable, defensible reality check". We will teach you how to do all the analytics and then we will take that and say ok, if this is how much the company is going to project, what they will do going forward, now let's place a value on it, let's either do a merger and acquisition on it, or let's write a report on it, or let's decide, and recommend to a portfolio manager whether or not we should buy or sell the stock or what not.

**Peter Klein:** Right, that's interesting because I sense what you're doing is you're taking the current balance sheet, income statement, what have you, and then your sort of using the information, you know, in the 10K, in the discussion and the analysis portion of the 10K and sort of extrapolating future potential growth from there or not and then figuring out what the value should be.

**Hamilton Lin:** Absolutely, and from that prospective, you know, plowing, as you mentioned, plowing through the 10K, the MD&A, the management discussion & analysis, the footnotes. Unfortunately, in this particular post-Enron, post-WorldCom world and especially in a Sarbanes Oxley environment, it's absolutely critical that finance professionals now are extremely proficient and diligent in their analysis and we will teach them how to actually properly go through all the footnotes, extract the data that they need so they can make their own judgment calls, backed up by reasoning of whether or not this company will do well or not.

**Peter Klein:** You teach the reasoning as well, don't you?

**Hamilton Lin:** Absolutely, again, we stress the why, not just the mechanics of how we do it. We stress the why we do it, so that they truly understand, all the participants, truly understand why we are doing this.

**Peter Klein:** Now, Hamilton, I know you are a very modest guy, but just for the purposes of our listeners, give us your background, so that, you know, you could sort of say why you are able to teach these courses.

**Hamilton Lin:** Absolutely, my professional background is in investment banking, mergers and acquisitions, having working as an investment banker at firms such as Goldman Sachs, Banc of America Securities, in their mergers an acquisitions group, as well as a couple of other fewer smaller boutique, middle-market investment banks. I have actually always been significantly involved in internal training, best practices in building many of the firm-wide templates and you know, it is funny, because I realized that, while doing that, there was an entire world out there that can benefit form the same type of knowledge, and so that's one reason why I decided to launch Wall St. Training.



**Peter Klein:** Plus you are an entrepreneur at heart.

**Hamilton Lin:** Absolutely.

**Peter Klein:** (laughs), that's great, so give us a sense of your philosophy, Wall St. Training's philosophy?

**Hamilton Lin:** Well, Wall St. Training's philosophy was founded on several principles: first we believe that the academic world is very good for teaching the fundamentals, the jargon and the core knowledge. But then there's a gap between how you actually apply that fundamental, academic knowledge to the real world.

**Peter Klein:** OK.

**Hamilton Lin:** For instance, I can probably say, there is only probably about a handful of core topics that one would have learn in an intro to finance 101 course, that is actually applied in the real world. The vast majority of what you learn is not actually applied in the way it is stated in the textbook. We also believe that academics, while they may be arguably know how to teach, they may not have always the practical real world experience. On the flip-side, professionals may have the real world experience and be quite knowledgeable in their content, but they may not know always how to teach properly in a way that a new student learning this would need it to be explained to them. So what we do, again, is bridge that gap and we have the academic teaching background and the skills and the training or what not, and we also have the knowledge as well as the teaching style.

**Peter Klein:** Right, and can you give us a sense of some of your courses, I mean I'm sure they're listed on your website, but can give our listeners a sense on what courses you give?

**Hamilton Lin:** Absolutely, our courses, we can start from somebody who has very little exposure, to let's say accounting, and we can start from a very basics of accounting, learn the financial statements, how they're integrated and then analyzing all the statements together, going from there to, let's say analyzing a 10K filing, analyzing footnotes, the management discussion & analysis, to corporate valuation topics, all the way to the hands-on financial modeling, from even building a basic financial model, such as a five year income statement projection, and a basic discounted cash flow analysis. All the way to the very very complex nitty gritty details of doing an LBO and leveraged buyout, as well as building a fully integrated advanced financial model, and merger model, but we're now actually taking two separate companies, target and acquirer, and slapping them 100% together. So we'll do a lot of merger analysis related stuff, we will do a lot of valuation, we will do a lot of peer analysis, trading comps, deal comps for instance, and those sorts of things.

**Peter Klein:** Now many of our listeners might be with companies out here on Long Island that are not finance, you know, not brokerage firms, not investment firms rather, but perhaps they are with you know, Cable Vision or simple technology in the finance department and this is something that might be very appropriate for them as well. Why? Because knowledge is power and the more knowledge you



have the more your going to be, able to get your job done well and basically, frankly move up the ladder. So these individual listeners might have interest in taking your courses as well. I know you offer them through NYSSA (New York Society of Security Analyst) are there other programs as well in which they can get into, or where they can get them?

**Hamilton Lin:** Absolutely, we always have, on our website; we have a Seminars section, where we list our upcoming courses and for instance, our bootcamp that is coming up in a couple of months, we also have.

**Peter Klein (interrupts):** And again that's open to anybody not just...

**Hamilton Lin:** Yes, that's open to anybody, that's coming up in September and in the September bootcamp, again it's five days, we're also having additional, bootcamps, additional advanced and super-advanced courses as well. This first 5 day bootcamp is coming in September 25th through 29<sup>th</sup>. It's the last week of September.

**Peter Klein (interrupts):** And its serious stuff, you're in there, you're cranking all day.

**Hamilton Lin:** It's cranking all day, it's hands-on, very intensive, somewhat fast paced as well, because we have an extreme amount of knowledge to cram into 5 days. And again this is the same type of content that we offer to our corporate clients, the big investment banks and Wall Street firms. You would not be able to get this knowledge anywhere else except through these type of bootcamps that we offer.

**Peter Klein:** It's really a license, if you think about it, it's sort of a license to be a professional in a way...

**Hamilton Lin:** Not just a license to be a professional, what you notice a lot sometimes, is that these job descriptions, especially now days, the high paying 6 figure digit jobs, they always have one main criteria: financial modeling, investment banking knowledge. So from that prospective, that's what we offer, we offer those financial modeling valuation expertise and skill sets, that people need to really move up in the world today on their jobs.

**Peter Klein:** And you also have a job, don't you have a career program as well, in your website, where you help people match into jobs?

**Hamilton Lin:** Yeah, what we also do is actually, I am fairly active on the career development side, as well, for instance we actually have a job distribution list, where, anybody who signs up to our list, they can, you know, occasionally when we learn of job descriptions and job openings out there, from our contacts around, we send it out to our network, who sign up on our e-mail list specifically for this job distribution. So, from that prospective, they would have free access to all the job leads that we have access too.

**Peter Klein:** That's fabulous.



**Hamilton Lin:** Right.

**Peter Klein:** Not only do you train them, but you give them an opportunity to get a high paying job as well.

**Hamilton Lin:** Definitely, and the goal is help these finance professionals and help these career transition professionals and students and what not, really to try to propel themselves in their career.

**Peter Klein:** Now I know your firm is only a few years old, and you're really in a huge growth phase right now. You must be traveling; I know you go to Hong Kong right, you traveled and you give lectures everywhere.

**Hamilton Lin:** Yeah, we're actually in many different locations, we have a pretty sizable presence in Hong Kong actually, we have a couple clients in Houston, London, etc. we're in Boston a lot as well and definitely Connecticut as well.

**Peter Klein:** And I guess if there was a demand, for example, of one our listeners had a location in California and there were 50 people there that needed your services that would be not something you're opposed to.

**Hamilton Lin:** Right.

**Peter Klein:** Or some of your team members.

**Hamilton Lin:** We would definitely be able to do that, and it makes a lot more sense to fly one of our instructors out, to let's say the West Coast, instead of having 50 of them fly over here and the economics just are unmatched, I mean, it just makes a lot of sense to do that, absolutely.

**Peter Klein:** You guys are available for that, because why not, I mean...

**Hamilton Lin:** Definitely, I mean that's what we specialize in, in-house corporate training.

**Peter Klein:** And you say it's in house, but it doesn't have, in other words, it can also be just a few guys, without the sanction from the company, in other words, 20 guys in a firm in a finance department might get together and say let's do this together and I guess they have to get sanctioning from the company but, is it always during business hours or do you do them after hours as well?

**Hamilton Lin:** We are pretty flexible in terms of weekends or nights, especially we recognize that some career transition professionals, they may not want to let their employers know, so in terms of only sanctioning, you know, probably they would just have to make sure they can take the days off, if we did do something in the day time. But definitely custom programs we develop all the time.

**Peter Klein:** Oh you do.



**Hamilton Lin:** And to fit to the particular audience schedule and their content, absolutely.

**Peter Klein:** Do you suggest a prerequisite for anybody attending your course? Because I know it's fairly fast pace, I mean, you know, I'm in the industry so I was able to follow along fine but, and you teach very well.

**Hamilton Lin:** Thanks.

**Peter Klein:** But for someone who may not be, in that field or have that knowledge base, it might be a little more difficult for them to follow along. How do you, do you suggest a prerequisite before going to your courses?

**Hamilton Lin:** Well generally, depending which course you end up taking and which one you start out with. We generally recommend one of three prerequisites, basic knowledge of accounting, basic knowledge of finance, and a basic knowledge of how to navigate through Excel. However, if you don't have either or any one of those areas and you would like to continue to hone those before you take some of our more intermediate and advanced financial modeling courses, we also have our full product suite, where we will teach you the accounting and financial statement analysis that you need to know and actually master, before you can move on to the advanced material and actually, some of our bootcamps, for instance, like the one coming up in September, that one actually starts off with a full day of basic knowledge fundamental concepts that one would need to master, so we will go through the basics of accounting, financial statement analysis as well as corporate valuation. Before you actually dive right into it, so we'll kind of hold your hand a little bit, to make sure you're up to speed and up to pace, absolutely.

**Peter Klein:** What are those days again for the bootcamp?

**Hamilton Lin:** Those dates were September 25<sup>th</sup> through September 29<sup>th</sup>, 2006.

**Peter Klein:** And that's in New York

**Hamilton Lin:** That would be in Midtown New York, in the AMA building.

**Peter Klein:** The AMA building

**Hamilton Lin:** The AMA Building, which is on Broadway and 48<sup>th</sup>, the Crown Plaza Hotel, actually, right adjacent to that.

**Peter Klein:** And how does anyone get signed up for that, on the website.

**Hamilton Lin:** Yeah, they can go to the website again <http://www.wallst-training.com> and actually we have an early bird special that is currently running and if you register before the end of July, we actually



can offer you a 15% discount off the courses, so that savings of over \$750 if you sign up now before the early bird special runs out.

**Peter Klein:** That's great, that's fabulous, you must be really excited about the firm's growth, I mean I just think it's wonderful, I think that what you're providing is not just careers services for people who are looking to next leg up, but also for those in the industry, you know, its sort of like, we are all going to have in 10 years from now, I guess its just sort of like your dream, in a sense, in 10 years from now, you have all these alum out there, that have gone through your Wall St. Training courses, who sort of set the standard by doing these basic things.

**Hamilton Lin:** That's absolutely correct, that is our goal to elevate everybody's level of analysis, financial modeling, and valuation, so that they can all do this the correct way.

**Peter Klein:** Right.

**Hamilton Lin:** Absolutely.

**Peter Klein:** And, there is a lot of good things that come from that, there's more efficiency that comes from that and it's probably good for the entire industry.

**Hamilton Lin:** Absolutely, yes, that was one of the main principles of starting Wall St. Training – to really provide a superior hands-on training program, because prior to starting Wall St. Training, what I noticed is that, people are largely relegated to, let's say the continuing education programs and other academic, textbook-based learning and in starting Wall St. Training, we set out to be different, we wanted to teach through learning and application and not just theory straight out of a textbook. Don't get me wrong, these finance courses and universities are very very helpful and very instrumental to the core knowledge and fundamental base that people need to know, but again, to really excel on Wall Street, you need to be above and beyond that, you need to differentiate yourself and show that you have the skills that other people don't have.

**Peter Klein:** I am almost smiling to myself Hamilton, because I'm thinking about an individual student, comes out of a pretty good program, you know, does his four years undergraduate, does his, you know, two years MBA, totaling six years with an intensive school. And, you know, he's done his work, now he is going to go to Wall Street; he's got a nice degree in his back pocket and he's gone through all the theory, you know, for years right? And then he goes to your class and a bulb goes off.

**Hamilton Lin:** (laughs)

**Peter Klein:** Because now he's got, you know that should be one of your logos, you know you got a student and a bulb goes off, because now, he gets it!

**Hamilton Lin:** Right.



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**Peter Klein:** He went through the work all those years, he went through the theory and maybe it is a little bit boring, but now he understands the applicability to it, now he gets it, now he understands how he is going to make a living for himself.

**Hamilton Lin:** That's exactly right and it is funny that you mention that because that's actually one of the personal joys that I get and the satisfaction I get from doing a lot of the instruction as well, because you can't replace the feeling of being in front of the classroom and suddenly you see after ten, fifteen minutes, we are not even talking about a day or three days or five days, but after ten, fifteen minutes, you can see the vast majority of the faces of the people in the classroom who suddenly light up and say "AH HA I got it!".

**Peter Klein:** Bingo, I love that.

**Hamilton Lin:** And that effect, it's priceless, you can't replace that with anything, it's like the yep, now we know that you have understood it and then now you can start it, all, you can see everyone's mind and the cogs are starting to turn, and how everything fits together now.

**Peter Klein:** That's great, I hear you, I see it in your passion, and I think it's fabulous; I want to thank you for being our guest today, Mr. Hamilton Lin, he's President and founder, Wall St. Training, Visit him on the web, <http://wallst-training.com>, or give him a call, what's your number?

**Hamilton Lin:** 212-537-6631

**Peter Klein:** Hamilton Lin, thank you for being our guest today on Long Island Money and Business

**Hamilton Lin:** Peter, thank you very much.