

# Schedule of Events

## Wednesday, 11/4

10:00 am - 4:30 pm **CALSAGA Golf Tournament and Reception**  
Mission Hill Country Club  
*Sponsored by The Mechanic Group*

8:00 - 11:00 pm **Vendor Setup**  
Agua Caliente Resort

## Thursday, 11/05

*Sponsored by Elizabeth Souther*

7:00 am Registration Table Opens

7:00 - 8:00 am **Vendor Booths Open**  
Continental Breakfast

8:00 - 8:15 am **Opening Remarks** by  
CALSAGA President Roy Rahn

8:15 - 9:15 am **Challenges and Opportunities in Selling a Security Guard Company in Today's Economy**  
Robert Perry, President, Robert Perry & Associates

9:15 - 9:45 am **State of the Capitol and Its Impact on the Security Industry**  
Kelly Jensen, CALSAGA Lobbyist, Sloat, Higgins, & Jensen

9:45 - 10:15 am **Vendor Booths Open**  
Refreshment Break

10:15 - 11:00 am **Déjà vu: Analysis of the Deteriorating Workers' Compensation Market in California**  
Bruce Monteith, Elizabeth Souther Insurance

11:00 am - 12:00 pm **Security: The Competitive Advantage (Edge)**  
David Gibbs, Managing Director, SafirRosetti

12:00 - 1:15 pm **Lunch**  
**7 Lessons of Admiral Rickover**  
Keynote Speaker: Gordon Graham, Graham Consultants

1:15 - 2:15 pm **Privacy in the Workplace**  
Laura Innes, Attorney, Simpson Garrity & Innes

## Thursday, 11/05 (Continued)

2:15 - 2:45 pm **Improving Consumer Protection through Security**  
Brian Stiger, Director, California Department of Consumer Affairs

2:45 - 3:30 pm **Vendor Booths Open**  
Refreshment Break

3:30 - 4:00 pm **Challenges Facing the Bureau**  
Connie Trujillo, Acting BSIS Chief

6:00 - 7:30 pm **CALSAGA Security Officer Memorial Fund Cocktail Reception and Fundraiser**  
*Sponsored by TWIW*

## Friday, 11/06

8:00 - 9:00 am Registration Table Open

8:00 - 9:00 am **Vendor Booths Open**  
Continental Breakfast

9:00 - 10:00 am **Concurrent Breakout Sessions**

- **Security Officer Handbooks...A Must for All PPOs**, Barry Bradley, Esq. and Gary Bradley, Esq., Bradley & Gmelich - *Palm A Room*
- **Say No to Comp Fraud**, Bruce Monteith, Elizabeth Souther Insurance with special guests from The Travelers Claims & Special Investigations Unit - *Palm B Room*
- **Unique Changes in Security: Use of Technology and Partnerships**, Steve Reed, Security and Guest Services Manager, Macerich - *Star B Room*

10:00 - 10:30 am **Vendor Booths Open**  
Refreshment Break

10:30 - 11:30 am **Concurrent Breakout Sessions**  
(same as above)

11:30 am - 12:30 pm **Lunch**  
**California's Labor Challenges**, John Duncan, Director of the California Department of Industrial Relations

12:30 - 12:45 pm **Closing Remarks/Adjournment**

*Unless otherwise noted, all sessions are located in the Ballroom at the Agua Caliente Casino • Resort • Spa.*

2009  
CALSAGA  
Annual  
Conference

November 4 - 6

Agua Caliente  
Casino • Resort • Spa  
Rancho Mirage

