

KUTY & ASSOCIATES, LLC

SECURITY MANAGEMENT, MARKETING & SALES CONSULTING

&



TEAM SOFTWARE, INC.

PRESENTS

Changing Times, Changing Strategies for Increased Growth

What it takes to position your company for maximized service delivery and profit.

Wednesday, July 23, 2008

Trump Plaza

The Boardwalk at Mississippi Avenue

Atlantic City, NJ

(609) 441-6000

Do you have a strategic marketing plan and sales strategies for growth? Do you have the right employees in place to help grow your company? Are your operational strategies fundamentally sound for building a strong financial position? Are you aware of how technology can affect your bottom line?

If you answered “no” to any of these questions, then “Changing Times” is a must attend seminar! You will learn how to develop effective marketing tactics to strengthen your organization. You will also learn how to strengthen the financial position of your company by utilizing technology. In addition, you will gain insight on the key issues facing our industry. This all-inclusive seminar is a great opportunity to get you on track with a road map to success for 2008 and beyond!



SPEAKERS

Leaders in the Contract Security Profession

Gary H. Kutty, CEO Kutty Associates, LLC.

Gary is a nationally recognized management, marketing and sales consultant providing growth strategies, support and training for the contract security profession. A 30 year veteran of the contract security industry, he is also an accomplished lecturer and has published numerous articles in publications, such as Security Management, PI Magazine, NCISS Report and Services magazines, to name a few.

Robert Perry, Robert H. Perry & Associates, Inc.

In 1977, Bob started Robert H. Perry & Associates, Inc., a firm that specializes in managing the sale of privately-held security guard companies. Since that time, RHPA has represented over 150 sellers of security guard companies located in the United States, Canada, Western Europe, South America, the Caribbean and the Middle East. Bob manages the day to day activities of the firm and is a frequent lecturer on mergers and acquisitions at the Wake Forest Babcock School of Management.

Dennis Hamilton, President, Hamilton Innovative

Dennis specializes in web site and newsletter marketing for the contract security and private investigative professions. With keen insight that stems from 20 years in field service support, sales and marketing, corporate education/training, management and web development technologies, Dennis will provide the simplified keys you need to make the web work for you.

Ray O'Hara, CPP, Senior Vice President of Consulting & Investigations - Andrews International

Ray has more than 30 years of experience in public and private security. He currently serves as Secretary on the ASIS International Board of Directors and has served as President of ASIS' Professional Certification Board and Chair of the ASIS International Investigations Council. He is board certified in security management by ASIS International and is considered a Risk Vulnerability Expert, with experience in analyzing and categorizing business vulnerabilities, homeland security initiatives, terrorism and political threats.

Robert D. McCrie, Professor Department of Protection Management-John Jay College of Criminal Justice/CUNY

Since 1970, Robert McCrie has written, edited, researched, taught, and consulted broadly in issues related to security management. He writes *Security Letter*, a provocative privately-circulated management newsletter, published since 1970. McCrie has been associated with John Jay College since the 1970's. At John Jay he founded the BS in security management degree program. He holds three masters degrees and a doctorate in urban history.

Seminar Sponsors

TEAM Software, Inc.

Omaha, NE • www.teamfinancial.com



Building Service Contractors Association International

Chicago, IL • www.bscai.org



AGENDA

8:00 – 8:30 A.M.	Registration & Continental Breakfast
8:30 – 9:30	State of the Contract Industry
9:30– 9:45	Break
9:45 – 10:45	Positioning your Company for Future Growth
10:45 – 11:00	Break
11:00– 12:00	How Technology can Increase Profit
12:00 – 1:00	Networking Lunch Served On Site
1:00– 2:00	Building a Web Site to Work for You...Not Against You
2:00 – 2:15	Break
2:15 – 3:15	Hire Slow - Fire Fast - The Secrets of Effective Hiring Techniques for Key Personnel
3:15– 3:30	Break
3:30 – 4:30	What You Need to Know When Thinking About Selling Your Security Company
4:30 -5:00	Q & A

Discussion Topics

- Effective customer retention & relationship techniques
- Economics, technology and communications – How they affect the contract security industry
- How to manage technology to support and reward business objectives
- Technology available today to contract security companies
- How your web site can work for you
- You've been Googled®, or have you?
- Trends in the security industry
- Top companies in the industry
- How to effectively hire key sales personnel

Hotel Accommodations: The Trump Plaza has extended our group a courtesy rate of \$135.00/night. Please call 609-441-6000 to make your reservation. When making your reservation, indicate that you are with the TEAM Software seminar in order to get this rate.

To Register

A value at \$149.00: To reserve a spot at this seminar, please call TEAM Software at 1-800-500-4499 or visit www.teamfinancial.com, click on News & Events, then click on "Changing Times, Changing Strategies Seminar". Please complete the online form. You will receive a reply via e-mail to confirm your registration.