



AGENDA

8:00 – 8:30 A.M. Registration & Continental Breakfast

8:30 – 9:45 **Marketing & Sales Concepts – Managing Your Business for Growth – Gary Kutty**

9:45 – 10:00 Break

10:00 – 11:00 **So, You Want to be My Security Contractor? What Security Managers Expect from Contractors – Shirley Pierini**

11:00 – 11:15 Break

11:15– 12:15 **Building a Web Site to Work for You...Not Against You –Dennis Hamilton**

12:15 – 1:15 Networking Lunch Served On Site

1:15 – 2:30 **Security Efficiency & Effectiveness –Selling a “Solution” vs. Pure Man Hours with -Ty Richmond**

2:30 – 2:45 Break

2:45 – 3:30 **Current Status of the ASIS Guideline on Security Officer Training – Steve Bucklin**

3:30 – 4:30 **Hire Slow – Fire Fast – The Secrets of Effective Hiring Techniques for Key Personnel – Gary Kutty**