



| Wednesday, October 19th | |
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| 8:00 am | Registration Opens |
| 8:00 am – 9:00 am | EXHIBIT HALL OPEN Continental Breakfast |
| 9:00 am – 9:30 am | 2016 Annual Conference Kickoff Color Guard State of the Association: David Chandler, CALSAGA President |
| 9:30 am – 9:40 am | Explanation of Election for CALSAGA Executive Committee, Barry Bradley, CALSAGA Legal Advisor and Nomination Committee Chair |
| 9:40 am – 9:55 am | Member Ballots Distributed Member Voting Ballots for Executive Committee Collected Voting Closed |
| 10:00 am – 10:30 am | Introduction and Presentation of Vendors and Sponsors |
| 10:30 am – 12:00 pm | Barry Bradley, Esq., Bradley & Gmelich LLP, CALSAGA Legal Advisor Legal Update Affecting the California Security Industry |
| 12:00 pm – 12:15 pm | Executive Committee Positions Announced Nomination for Directors Announced Barry Bradley, CALSAGA Legal Advisor and Nomination Committee Chair |
| 12:15 pm – 12:30 pm | Break Buffet Lunch Served |
| 12:30 pm – 1:10 pm | Roy A. Rahn, CPP, CALSAGA Executive Director Mark Miller, VP Audit & Regulatory Affairs, Securitas / CALSAGA Legislative Committee Chair State and Federal Legislative Update |
| 1:10 pm – 1:30 pm | Member Ballots Distributed Member Voting Ballots for CALSAGA Directors Collected Voting Closed |
| 1:30 pm – 2:15 pm | Robert Perry, Robert H. Perry and Associates The Current Status of the Security Industry |
| 2:15 pm – 3:00 pm | EXHIBIT HALL OPEN / Afternoon Refreshments in Exhibit Hall |
| 3:00 pm – 4:15 pm | Joseph Trindal, President / COO, The AKAL Group of Companies Professionalization Challenges in a Financially Austere Environment |
| 4:15 pm – 4:30 pm | Announcement of CALSAGA Board of Directors Barry Bradley, CALSAGA Legal Advisor and Nomination Committee Chair |
| 4:30 pm – 5:30 pm | EXHIBIT HALL OPEN |
| 6:00 pm – 8:00 pm | CALSAGA's Member Appreciation Reception Gift Drawing |



| Thursday, October 20th | |
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| 8:00 am – 9:00 am | Registration Opens |
| 8:00 am – 9:00 am | EXHIBIT HALL OPEN Continental Breakfast |
| 9:00 am – 10:30 am | Antonio Alfonso, Sergeant, New York Police Department (Retired) President & CEO, Arona Executive Services Janine M. Paul, Former U.S. Secret Service President & CEO, 0696, LLC Conflict Management for Security Professionals |
| 10:30 am – 11:30 am | Chief Laura Alarcon, BSIS Deputy Chief Clarisa Serrato-Chavez BSIS Update / BreEZe Update |
| 11:30 am – 12:15 pm | EXHIBIT HALL OPEN |
| 12:15 pm – 12:30 pm | Buffet Lunch Served |
| 12:30 pm – 1:15 pm | Jeremy T. Naftel., Managing Partner, Carothers DiSante & Freudenberger LLP Status of California Class Action Lawsuits |
| 1:15 pm – 2:30 pm | Anne Laguzza, President, The Works Consulting Gary Bradley, Esq., Chief Legal Counsel, St. Moritz Group California's Human Resource Challenges |
| 2:30 pm – 3:15 pm | EXHIBIT HALL OPEN / Afternoon Refreshments in Exhibit Hall |
| 3:15 pm – 4:30 pm | Troy Lawrence, Owner, TLC Consultants Mindset: How to Prepare and Execute a Calculated and Effective Response to an Active Shooter |
| 4:30 pm – 5:30 pm | EXHIBIT HALL OPEN |
| 6:30 pm – 10:00 pm | Awards Dinner Recognition of Outstanding Achievement Awards |



| Friday, October 21st | |
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| 8:00 am | Registration Opens |
| 8:00 am – 8:15 am | Continental Breakfast Buffet Served |
| 8:15 am – 10:30 am | PPO 102 Sales and Marketing Overview Prospecting Sales Calls and Follow-up Request for Proposal (RFP) Response Presentations |
| 10:30 am – 10:45 am | Morning Refreshment Break |
| 10:45 am – 12:30 pm | PPO 102 Contract Review and Implementation Human Resource Policies – “Must Haves” New Accounts: Transition Process |
| 12:30 pm | Annual Conference Conclusion |