



Wednesday, October 19th	
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 Political Action Committee (PAC) Cocktail Reception Gift Drawing



Thursday, October 20th	
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 Verbal Judo
10:30 am – 11:30 am	Chief Laura Alarcon, BSIS Deputy Chief Connie Bouvia, BSIS 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	Michael Pope, Esq., Associate General Counsel, Securitas 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	
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