



Security University, Day 1 February 20, 2019

8:00 am – 8:30 am	Registration and Continental Breakfast
8:30 am – 8:35 am	Welcome and Overview David Chandler
8:35 am – 10:15 am	BSIS Compliance and Audit David Chandler
10:15 am – 10:25 am	Break
10:25 – 12:00 pm	BSIS Compliance and Employee Files David Chandler
12:00 pm – 12:30 pm	Lunch
12:30 pm – 2:30 pm	Insurance, Safety and Compliance. Insurance Concerns for New Business. Shaun Kelly
2:30 pm – 2:45 pm	Break
2:45 pm – 4:30 pm	Pricing and Transitioning New Business, P & L Management, Profitability, Safety (Operational). Client Follow up and Rate Increases. Mike Smidt



Security University, Day 2

February 21, 2019

8:00 am – 8:30 am	Registration and Continental Breakfast
8:30 am – 8:35 am	Welcome and Overview David Chandler
8:35 am – 10:30 am	Human Resources Recruitment and Hiring, Best Employee Practices Gary Bradley and Anne Laguzza
10:30 am – 10:45 am	Break
10:45 pm – 12:00 pm	Human Resources Best Employee Practices, Staffing and Termination Gary Bradley and Anne Laguzza
12:00 pm – 12:30 pm	Lunch
12:30 pm – 2:30 pm	Legal Pitfalls Barry Bradley
2:30 pm – 2:45 pm	Break
2:45 pm – 4:30 pm	Contracts, Indemnification and Deal Breakers Barry Bradley