



Day 1 April 24, 2019

8:00 am – 8:25 am	Registration and Continental Breakfast
8:25 am – 8:30 am	Welcome and Overview David Chandler
8:30 am – 10:15 am	BSIS Compliance and Audit David Chandler
10:15 am – 10:30 am	Break
10:30 am – 12:00 pm	Contracts Barry Bradley and Jaimee Wellerstein
12:00 pm – 12:30 pm	Lunch
12:30 pm – 2:30 pm	Legal Pitfalls Barry Bradley and Jaimee Wellerstein
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 is sponsored by

TRACK **TIK**



Day 2 April 25, 2019

8:00 am – 8:25 am	Registration and Continental Breakfast
8:25 am – 8:30 am	Welcome and Overview David Chandler
8:30 am – 10:30 am	Insurance, Safety & Compliance Shaun Kelly
10:30 am – 10:45 am	Break
10:45am – 12:00pm	BSIS Compliance and Employee Files David Chandler
12:00 pm – 12:30 pm	Lunch
12:30 pm – 4:30 pm*	Human Resources Best Employee Practices, Staffing and Termination, Recruitment and Hiring, Gary Bradley and Anne Laguzza

*This session will include a 15 minute break.

Security University is sponsored by

TRACK **TIK**