Day 1
August 14, 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 – 10:00 am  BSIS Compliance and Audit
                      David Chandler
10:00 am – 10:10 am  Break
10:10 am – 10:40 am  Technology & Operations
                      Johnny Page
10:40 am – 10:45 am  Break
10:45 am – 12:00 pm  Contracts
                      Barry Bradley and Jaimee Wellerstein
12:00 pm – 12:30 pm  Lunch
12:30 pm – 2:40 pm  Legal Pitfalls
                      Barry Bradley and Jaimee Wellerstein
2:40 pm – 2:50 pm  Break
2:50 pm – 4:30 pm  Pricing and Transitioning New Business, P & L
                      Management, Profitability, Client Follow up and Rate
                      Increases
                      Mike Smidt

Security University is sponsored by

Silvertrac
Day 2
August 15, 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 – 10:35 am  Insurance, Safety & Compliance
                    Shaun Kelly
10:35 am – 10:50 am  Break
10:50 am – 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.