



Day 1 - Tuesday, March 3, 2020

- 8:00 am – 8:25 am** Registration and Continental Breakfast
- 8:25 am – 8:30 am** Welcome and Overview
David Chandler
- 8:30 am – 10:10 am** Insurance, Safety & Compliance
Shaun Kelly
- 10:10 am – 10:20 am** Break
- 10:20 am – 10:50 am** Impact of Software and Technology on Today's Security Services
Adam Rudick and Karina Huertas
- 10:50 am – 12:00 pm** Security Service Agreements and Wage & Hour Pitfalls
Barry Bradley and Jaimee Wellerstein
- 12:00 pm – 12:30 pm** Lunch
- 12:30 pm – 2:40 pm** Security Service Agreements and Wage & Hour Pitfalls
Barry Bradley and Jaimee Wellerstein
- 2:40 pm – 2:50 pm** Break
- 2:50 pm – 4:30 pm** BSIS Compliance and Audit
David Chandler

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Day 2 - Wednesday, March 4, 2020

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| 8:00 am – 8:25 am | Registration and
Continental Breakfast |
| 8:25 am – 8:30 am | Welcome and Overview
David Chandler |
| 8:30 am – 10:10 am | Pricing and Transitioning New Business, P & L
Management, Profitability, Client Follow up and Rate
Increases
Mike Smidt |
| 10:10 am – 10:20 am | Break |
| 10:20 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 |

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