



Marriott

35TH ANNUAL CONFERENCE

IAPSC2019

MAY 4-6 MIAMI MARRIOTT
BISCAYNE BAY - MIAMI, FL



INTERNATIONAL
ASSOCIATION OF
PROFESSIONAL
SECURITY
CONSULTANTS

Welcome to Miami!

Not only will you enjoy the appealing features of attending the premier conference for security consultants — two full days of education, opportunities to network and form partnerships, and meet with top of the line security manufacturers — but you'll also take part in some new conference experiences, such as a Miami casual atmosphere where everyone can engage in a combined session/exhibit room designed for maximum interaction, time and space to meet one-on-one with your consulting project associates and with manufacturing partners, varied and relevant session topics that meet the needs of our diverse membership, as well as a fun “Havana Nights” themed dinner with local musicians and entertainers.

Leave your formal business attire at home – pack your island wear and Hawaiian shirts!



Successful Security Consulting Pre-Conference Workshop

This pre-conference workshop is an additional fee.

The IAPSC & ASIS International are once again partnering to offer the Successful Security Consulting (SSC) Pre-Conference Workshop - a specialized training course developed for those who are interested in becoming security consultants.

Saturday, May 4, 2019 | 8:00 AM - 5:00 PM

The SSC pre-conference workshop is a popular, one-day intensive program presented by leading technical and management security consultants. It is a joint collaboration between ASIS International, the world's largest association for security management professionals and the IAPSC.

This course is designed to show you how to develop, market and deliver security consultant services and how to avoid the costly mistakes that can sabotage the success of your clients' or your own security program. The program is filled with practical information on how to offer and deliver security consulting assignments starting with establishing your practice, finding clients, networking with other consultants, and executing security management and technical aspects of consulting from the initial consulting assignment through security assessments, designs and specifications, procurement, and implementation.

The registration for the SSC course is an additional \$300 for IAPSC/ASIS/ASC Members and \$350 for Non-Members. Visit <http://bit.ly/IAPSC2019> for registration details.

REGISTRATION

Visit <http://bit.ly/IAPSC2019> for details about how to register.

Early-bird registration ends
April 1, 2019.

LODGING

Miami Marriott
Biscayne Bay
1633 N Bayshore Dr.
Miami, FL 33132
Room Rate:

Single Room - \$173/night
Double Room - \$193/night

Book your room online at:
<https://book.passkey.com/e/49688530>

Cut-off Date: April 4, 2019*

**Rooms booked after this date are subject to availability and at the prevailing rate. Rooms within the discounted block may sell out prior to April 4, 2019.*

CONTACT IAPSC

575 Market Street
Suite 2125
San Francisco, CA 94105
P: 415-536-0288
Email: iapsc@iapsc.org
www.iapsc.org

GENERAL INFORMATION

LOCATION & ATTRACTIONS

All conference activities will be hosted at the **Miami Marriott Biscayne Bay, 1633 N Bayshore Dr., Miami, FL 33132.**

The hotel is centrally located to downtown Miami and Miami Beach. Take a short taxi, Lyft, or Uber ride into the Wynwood Art District, Little Haiti, or to Bayside Market Place for a little shopping, entertainment and great restaurants. The Miami Water Taxi also stops right at the hotel's marina. Hop on for a ride over to South Beach or stay on the boat and take a quick tour of the man-made islands between the hotel and Miami Beach, including Star Island. Would you rather get a little exercise & fresh air? Walk over the Venetian Causeway for a short 3 mile walk over to Miami Beach peninsula.

For more information about local attractions, visit <https://www.miamiandbeaches.com/>.

REGISTRATION

IAPSC Conference registration includes access to all sessions, networking receptions, the Awards dinner. The SSC Pre-Conference Course, Guest Tickets, and the Guest Tour are an additional fee.

Guest Tickets / Guest Tour: Guest tickets allow your guest(s) access to all social functions, including networking receptions and the Awards Dinner. The guest tour includes the 2-hour Wynwood Art District tour (see below) and transportation to the Wynwood Art District is included; however, tour participants will be expected to arrange their own return transportation.

Single Day: Single-day registrations permits registrants to participate in that day's sessions and social functions, including the day's scheduled lunches and Awards Dinner (Monday).

Registration Type / Fee	On or Before April 1, 2019	After April 1, 2019
IAPSC / ASIS / ASC Member	\$625	\$725
Non-Member	\$725	\$825
Single Day - Sunday	\$375	\$375
Single Day - Monday	\$375	\$375
SSC Course - Member	\$300	\$300
SSC Course - Non-Member	\$350	\$350
Guest Ticket	\$100	\$100
Guest Tour	\$75	\$75

GUEST TOUR - WYNWOOD ART WALK

Sunday, May 5 | 10:00 AM - 12:30 PM

Guests this year will get to enjoy a unique tour featuring the famed graffiti artwork featured throughout Miami's Wynwood Art District. Participants will start with a 1-hour walking tour of Wynwood Walls, the epicenter of the Wynwood Art District. Conceived by Tony Goldman and Jeffrey Dietch, it is a collection of curated murals by artists from around the world, on the walls of former warehouses which form a series of courtyards. Guests will then hop on a golf buggy to take a ride through the district and see notable murals throughout Wynwood Art District. Get up close and learn about each artwork from your knowledgeable guide and maybe get to meet some artists, as they're finishing a piece. The tour will end where it started, amongst many restaurant options, where guests can stop for a bite to eat or head on their way to tour other parts of Miami. Transportation from the Miami Marriott Biscayne Bay is included; however, guests will need to find their own transportation back to the hotel after the tour.



IAPSC CONFERENCE PROGRAM | MAY 4 - 6, 2019

SATURDAY, MAY 4

8:00 AM – 5:00 PM	Successful Security Consulting Pre-Conference Workshop Breakfast, a break for lunch, and refreshments will be provided.
3:00 PM – 5:00 PM	IAPSC Board of Directors Meeting
2:00 PM – 5:30 PM	Conference Registration Open
2:00 PM – 5:30 PM	Exhibitor Set-up
5:30 PM – 7:00 PM	Welcome Networking Reception

SUNDAY, MAY 5

7:00 AM – 4:30 PM	Conference Registration Open
7:00 AM – 8:00 AM	Continental Breakfast
7:00 AM – 4:30 PM	Exhibit Hall Open
8:00 AM – 8:30 AM	Welcome Remarks Featuring: IAPSC President Alan Brockbank, CPP, CSC, President & Principal Consultant, B-Secure Consulting, LLC; and 2019 Conference Chair Al Zajic, CPP, CSP, ICPS, President, AWZ Consulting
8:30 AM – 9:30 AM	Managing Large-Scale Security in Sporting and Entertainment Events: NCS4 and the University Role <u>Speaker:</u> Lou Marciani, EDD, National Center, for Spectator Sports Safety and Security (NCS4) The presenter will discuss the role of the National Center for Spectator Sports Safety and Security (NCS4) in managing large-scale security sporting and entertainment events. Since its inception in 2006, the NCS4 has played a critical role in helping the ever growing domestic and international sports industry through thought leadership, professional development, and sponsorship of industry and academic forums. The Center promotes research, scholarship, and sports safety and security solutions through annual forums, professional certification programs, academic research, training, assessments, laboratory evaluations, and partnerships. Through its standard setting research, scholarship, thought-leader summits and annual forum, the NCS4 employs research-based methodologies to develop industry best practices, quality training programs, capstone exercises, technology assessments, workforce competencies, and professional development offerings.
9:30 AM – 9:45 AM	Sponsor Presentation

IAPSC CONFERENCE PROGRAM | MAY 4 - 6, 2019



9:45 AM – 10:45 AM

National Football League (NFL) Safety and Security Challenges

Speaker: Andrea Schultz, CPP, Director of Strategic Security Programs and Policy, National Football League

This session will provide insight and suggestions on how to determine appropriate solutions in diverse risk situations. Using the National Football League's approach to dealing with a variety of event types such as the Combine, the Draft, Pro Bowl, Super Bowl and international series games, you will hear about how to balance the resources provided by the public sector with the resources you may need to bring to the event yourself. This session will also cover how to stay nimble in an evolving risk environment.

10:00 AM – 12:30 PM

Guest Tour – Wynwood Art Walk

Transportation to tour location provided; however, participants will need to find transportation back to the hotel or to their desired destination after the tour.

10:45 AM – 11:00 AM

Morning Break

11:00 AM – 12:00 PM

Trends in Security for Nightclubs and Bars

Panelists: Russ Kolins, CEO, Kolins Security Group, Michael A. Haggard, Esq., Partner, The Haggard Law Firm, and Zack Bush, Co-Owner, Ball & Chain

This session will cover Forensic, nightclub security management, Dram Shop Compliance, and resources and references available. Participants will also get a first hand look at security, through the eyes of two local Miami nightclub owners.

12:00 PM – 12:15 PM

Sponsor Presentation

12:15 PM – 1:15 PM

Networking Lunch

1:15 PM – 2:15 PM

CONCURRENT SESSIONS

Vetting Clients: From First Call Through Final Report

Panelists: Mike D'Angelo, CPP, CSC, CHPA, Principal, Secure Direction Consulting, LLC; Karim Vellani, CPP, CSC, President, Threat Analysis Group LLC; and Ken Wheatley, MA, CPP, President, Royal Security Group, LLC

If you are a successful security consultant, you understand the importance of the initial phone call from an attorney or consulting client. The call can be the "make or break" point in whether or not you are retained. If you are new to the field, or inexperienced in the litigation and consulting arena, you may feel pressured to accept each any every case/project you have a chance of being retained in. After all, you are trying to establish credibility, a documented history in litigation cases or consulting projects, and it is part of how you earn your living as professional security consultant. However, taking each and every case or project- or- working for every attorney or client you can, comes with potential consequences. In this presentation three security consultants will share their experiences and challenges with vetting attorneys and consulting clients and present lessons learned

Workshop: Video Management System and Access Control System Best Practices Across the System Lifecycles

Moderator: Frank Pisciotta, CSC, President, Business Protection Specialists

This mini-workshop will cover the best practices in both Video Management Systems and Access Control Systems for consultants that deal in those technologies. This interactive workshop will include participation by system manufacturers and project managers.

IAPSC CONFERENCE PROGRAM | MAY 4 - 6, 2019

2:15 PM – 2:30 PM	Afternoon Break
2:30 PM – 2:45 PM	Sponsor Presentation
2:45 PM – 3:45 PM	The Value of Networking as a Security Consultant <u>Moderator:</u> Mitch Fenton, CPP, Chief Security Officer, Baltusrol Golf Club This session will provide insight and suggestions from seasoned professionals on the tricks of successful networking in a variety of areas to get your name out as a subject matter expert and make connections to those who will work with and refer you to potential clients and business opportunities.
3:45 PM – 4:00 PM	Sponsor Presentation
4:00 PM – 5:00 PM	How to Attract Clients Like Flies to You Know What <u>Moderator:</u> Ken Wheatley, MA, CPP, President, Royal Security Group, LLC <u>Speakers:</u> Kevin D. Murray, CPP, CISM, CFE, MPSC, President, Murray Associates; and Mike Silva, CPP, Principal, Silva Consultants
5:00 PM	Adjourn for the Day / Free Evening

MONDAY, MAY 6

7:00 AM – 5:00 PM	Registration Open
7:00 AM – 5:00 PM	Exhibit Hall Open
7:30 AM – 8:30 AM	Special Interest Group Breakfast This session is an in-person extension of the IAPSC Special Interest Group calls, providing an opportunity for participants to have moderated group discussions on topics of interest and debate trending issues for security consultants. Groups include: <ul style="list-style-type: none">• Security Design/Engineering• Cyber Security• Forensics/Security Management• Business Development/Marketing
8:30 AM – 9:30 AM	Smartphones Can Make Anyone Look Stupid <u>Speaker:</u> Kevin D. Murray - CPP, CISM, CFE, MPSC, President, Murray Associates Is your smartphone / tablet / laptop password protected? “Yes!” Excellent, you’ve taken the first step to keeping your device from making you look stupid. To stay smarter than your device there is more you need to know. Join us as we cover topics like: backups, spyware, security/privacy/usage tips, and the super-simple lost device recovery tip which should work 100% of the time if someone else finds your device.
9:30 AM – 9:45 AM	Sponsor Presentation
9:45 AM – 10:00 AM	Morning Break

10:00 AM – 11:00 AM

Actionable Spatial Intel with Risk Terrain Modeling

Speaker: Joel Caplan, PhD, Associate Professor and MA Program Director, Rutgers University

Every day data informs strategies, tactics and resource deployments. Spatial data analysis informs command decisions and activities that can directly affect public safety, security, and community relations. When used wisely, spatial data offer insights to prevent crime, protect assets, and reduce risks. You will learn to apply the theories, principles and techniques of Risk Terrain Modeling (RTM) and other evidence-based practices to analyze dynamic interactions of people at places. Case studies will show how to incorporate professional judgment with spatial analysis for decision-making that is place-based and actionable, so that you can maximize local resources and your expertise to solve problems in objective and defensible ways.

11:00 AM – 11:15 AM

Sponsor Presentation

11:15 AM – 12:15 PM

CONCURRENT SESSIONS

Is CPTED Really as Holistic as They Say It Is?

Speaker: Randy Atlas, Ph.D., FAIA, CPP, President, Atlas Safety & Security Design
While CPTED is touted as an inclusive holistic approach to preventing crime and terrorism in the built environment, just how well does it apply to the numerous types of environmental applications, and the unlimited types of uses and users? This session addresses where CPTED is best applied, it's limitations, and how to best use the CPTED methodology/ approaches/ strategies/ elements in Risk/threat/ vulnerability assessments as a security consultant. Relevant case studies will be presented, and demonstrations shown of successful and unsuccessful CPTED applications.

Understanding the Legal Elements of a Negligent Security Case

Moderator: Norm Bates, Esq., Liability Consultants, Inc.

That session, will include an explanation of the legal elements of the tort of negligence, including duty, breach of duty and causation – the latter of which is often misunderstood by security experts. Several case examples will be used to illustrate the issues and attendees are encouraged to bring their own case work experience to the program for discussion. The session is meant to be interactive and informal.

12:15 PM – 12:30 PM

Sponsor Presentation

12:30 PM – 1:30 PM

Networking Lunch

1:30 PM – 2:30 PM

Winning RFPs

Speaker: Frank Pisciotta, CSC, President, Business Protection Specialists and Sean Ahrens, MA, CPP, FSyl, BSCP, Security Market Group Leader, AEI/Affiliated Engineers, Inc.

Have you given up on public RFP's? Do you want a better chance of winning public RFP's? Join us for a discussion and learn from decades of security consulting and sales experience via an interactive discussion on the art of winning RFP's. We will examine failed and successful RFP pursuits and respective learning lessons. Participants will learn common mistakes, challenges, and moreover how to identify, assess, respond, prepare and learn from post mortem reviews that lead to winning future engagements.

2:30 PM – 2:45 PM

Sponsor Presentation

IAPSC CONFERENCE PROGRAM | MAY 4 - 6, 2019

2:45 PM – 3:45 PM

Contracts and Agreements - Where Do I Begin? The Top 10 Must Haves

Speakers: Lynda Buel, CPP, CFE, CSC, CPTED, CEO, Security Risk Management Consultants (SRMC) and Jim Clark, Managing Partner, Clark Security Group, LLC
Your firm's survival in the marketplace may depend as much on effective risk management as anything else. And a key ingredient in managing risk is having the right professional services contract in place. A well worded, legally enforceable, written contract can spell the difference between a great project with a client who's likely to work with you again and a project you wish you had never agreed to take on. Join your fellow consultants for an interactive discussion to learn the top ten contract/ agreement "must haves."

3:45 PM – 4:45 PM

An After Action Policy and Legislative Review of Florida Shooting Incidents including MSD Senior High in Parkland and the Effects on Florida School Safety

Speaker: Robert Asencio, Former Representative, Florida House of Representatives (Dist. 118), Former Captain, Miami-Dade Schools Police Department
This engaging session and review of school safety and mindsets, among Florida's policy makers and the law enforcement community, prior to and post Parkland school shooting on February 14, 2018 is a must attend by consultants who deal in school safety. This presentation will explore the expanding role of private sector security specialists in the modern world where mass-casualty shootings occur with ever more frequency. Presented from the perspective of a former member of the US army Reserves Special Operations Community, Retired Miami-Dade Schools Police Captain, and a State Representative at the time of the Parkland Shooting.

4:45 PM – 5:30 PM

IAPSC Annual Business Meeting

6:30 PM – 8:00 PM

Havana Nights – Awards Reception & Dinner

Guest tickets available for \$100 each. Select this option with your attendee registration.

8:00 PM

Conference Adjourns



CONTINUING EDUCATION (CE) CREDITS

Credit Hours for the Successful Security Consulting (SSC) Pre-Conference Workshop:

Those who hold an ASIS certification could receive up to **3.75 hours** of continuing education (CE) credits towards the recertification of your professional certification depending on the body of knowledge of your certification.

Credit Hours for the IAPSC Conference:

Those who hold an ASIS certification could receive up to **11 hours** of continuing education (CE) credits towards the recertification of your professional certification depending on the body of knowledge of your certification.