

*A SEMINAR FOR THE
CONTRACT SECURITY INDUSTRY*

Insights for Success

**TECHNOLOGY, TRENDS AND TOPICS
FOR SECURITY CONTRACTORS**

Tuesday, March 8, 2016 | Paris Las Vegas

PRESENTED BY

 **TEAM**Software
employee owned

AGENDA



8:00

Registration

8:30

How Technology Can Impact Your Bottom Line and Customer Satisfaction

Gary Kutty | Vice President of Sales | Guardian 8 Corporation

10:00

Maximizing the Take Home Pay When Selling a Contract Security Company

Robert Perry | Robert H. Perry & Associates

11:30

Lunch

12:45

Top 10 Benefits of Using eLearning for Your Workforce

Jolie Hall | Sr. Education Systems Specialist | TEAM Software, Inc.

2:00

Effective Hiring Techniques for the Contract Security Industry

Bob Giordano | Chief Operating Officer | Kwantek

3:30

Managing Operations at Maximum Efficiency and Profitability

Lawrence Borgens | President | Delta Protective Services

Gary Kutny | Vice President of Sales | Guardian 8 Corporation

Gary is a forty-year veteran of the law enforcement and private security professions, in both the private and public sectors. Gary is a graduate of Youngstown State University. In 2002, Gary formed Kutny and Associates, LLC, a professional security consulting agency based in Dayton, Ohio. Gary operated his consulting agency until he accepted his current position at Guardian 8 Corporation. Actively involved in the industry for years, Gary currently serves on the prestigious Security Services Council of ASIS International where he is currently Co-Vice Chair and Program Chair for the annual Security Force Management Workshop. Throughout his career Gary has had numerous security and sales related articles published in several trade association journals and has lectured on a variety of topics to several professional security organizations.

Robert Perry | Robert H. Perry & Associates, Inc.

In 1977, Bob started Robert H. Perry & Associates, Inc., a firm that specializes in managing the sale of privately-held contract security companies. Since that time, RHPA has represented over 200 sellers of contract security companies located in the United States, Canada, Western Europe, South America, the Caribbean, South Africa and the Middle East. Bob manages the day to day activities of the firm and is a frequent guest speaker on the subject of buying and selling contract security companies at many security association meetings.

Jolie Hall | Sr. Education Systems Specialist | TEAM Software, Inc.

Jolie has eight years of experience in the training and eLearning industry. In her more than four years with TEAM Software, Inc., she has handled everything from creating advanced custom eLearning courses for TEAM clients to providing instructor-led and virtual training for TEAM employees and TEAM clients. Jolie launched TEAM's Learning Management System (LMS), TEAM University, in 2013. During this time, she has become certified in Adobe Captivate, an eLearning authoring tool, and has continually grown TEAM Software's eLearning library. With in-depth knowledge of WinTeam and Adobe Captivate, Jolie has been able to share her knowledge with other companies, helping them to offer consistent, easily accessible and engaging eLearning to their employees.

Bob Giordano | Chief Operating Officer | Kwantek

With 25 years of experience primarily in the security industry, Bob brings a grounded, people-centered perspective to the leadership function of COO at Kwantek. He has directly impacted companies in markets as competitive as New York in the areas of operations, acquisitions and technology implementation. Bob seeks to assist organizations in finding logical paths to profitability through the application of outstanding technology and services.

Lawrence Borgens | President | Delta Protective Services

Lawrence and his wife Kimberley own and operate five businesses based in Stockton, California, and have over 100 employees. To create success in five separate businesses at the same time, Lawrence has developed a wealth of knowledge in leveraging technology and building systems for maximum efficiency. After serving four years in the United States Marine Corps and working with Gavin de Becker to provide executive protection for celebrities, he started Delta Protective Services in 1993. Lawrence and his wife have been recognized by the U.S. Small Business Administrations as "Small Business Persons of the Year" and remain committed to community involvement by remaining active in local and national organizations.

REGISTRATION

REGISTER BY 02/29/2015

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To reserve a hotel room at the seminar hotel, Paris Las Vegas, call 877-796-2096 or visit www.caesars.com/paris-las-vegas.



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