



INTERNATIONAL  
ASSOCIATION OF  
PROFESSIONAL  
**SECURITY**  
CONSULTANTS

# NEWS

May / June 2013

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## Welcome to our Newest Members!

[Mitchell Fenton](#)  
Executive Security  
Director, Baltusrol Golf Club  
Lebanon, NJ

[Brent Barker](#)  
Barker Global Security  
Kirkland, WA

[Ricardo Segovia](#)  
Security Consultant  
Menlo Park, CA

## Not to be Missed

[9/23 Networking Reception](#)

[9/23 Successful Security  
Consulting I Course](#)

[9/24 IAPSC Membership Booth](#)

## Industry Events

[9/24 ASIS 2013 \(Chicago\)](#)

[11/20 ISC East \(NY\)](#)

## IAPSC Events at ASIS 2013

### IAPSC Networking Reception

Monday, September 23, 2013 | 5:30 pm - 7:00 pm  
McCormick Place, Chicago, IL

A great opportunity to connect with IAPSC members and colleagues in the security industry before ASIS 2013. Refreshments will be served including hors d'oeuvres and a full bar.

Members and guests are invited to attend for FREE.

[RSVP Now](#)



### Membership Booth - Volunteers Needed!

Tuesday, September 24 - Wednesday, September 25, 2013  
McCormick Place, Chicago, IL

Show your pride in being a member of IAPSC by volunteering at the IAPSC membership booth during ASIS 2013.

Member volunteers will interact with prospective members, answering questions about the IAPSC and sharing their experiences with the association.

We need your help spreading the word about IAPSC and recruiting new members on Tuesday and Wednesday between 9am - 4:30pm. Any amount of time that you can volunteer will be appreciated.

[Volunteer Now](#)

### Successful Security Consulting I Course (SSC I)

Monday, September 23, 2013 | 7:00 am - 5:15pm  
McCormick Place, Chicago, IL

*Instructed by IAPSC members and held as a pre-seminar at ASIS 2013*

This popular, one-day intensive program will show you how to successfully launch a new security consultant practice or jump-start an existing one - it's the only course of its kind!

Learn from a faculty of seasoned consultants how to develop and market yourself as a security consultant and how to avoid the expensive mistakes that can sabotage your success. The program is filled with practical information that will save you time, money, and frustration. Take home a comprehensive

[4/2 ISC West \(Las Vegas\)](#)

## Annual Conference Resources

[View the photo gallery](#)

Log in and visit the IAPSC Member Library to [Download Presentations](#)

## Board of Directors

### President

[Frank Pisciotta, CSC](#)

### Vice President

[Harold Gillens](#)

### Treasurer

[James Kelton](#)

### Secretary

[Alan Brockbank](#)

### Past President

[Richard Grassie](#)

### Directors

David Aggleton, CSC  
Curtis Baillie, CSC  
Lynda Buel, CSC  
Jack Case  
Jim Clark  
Leslie Cole  
Gerald Forstater  
Ronald Heil, CSC  
Kelly Klatt  
Mark Lex  
Michael Silva  
Karim Vellani, CSC  
Linda Watson, CSC  
Alan Zajic

### Executive Director

[Kerry Parker](#)

### Adviser & Founder

Chuck Sennewald, CSC

## Get Certified

Become a Certified Security Consultant (CSC)

[More Information](#)  
[Download an Application](#)

### Recertification

[Apply Online](#)

Visit the [IAPSC eNewsletter archive](#) to view previous issues

workbook of sample proposals and reports that give you a clear advantage when competing for a security consulting assignment.

[Register Now](#)

## IAPSC Publishes Updated Shoplifting Best Practices

IAPSC is pleased to announce that the updated version of the [Best Practice: Detention of Shoplifting Suspects by Loss Prevention and Security Personnel](#) has now been published on the IAPSC website.

In accordance with the established protocol, the revised document was submitted to the IAPSC membership for two rounds of commentary and edited by the committee accordingly. The final draft was approved by the board of directors this month.

Thank you to **Curtis Baillie** - Shoplifting Best Practices Chair, **Norman Bates** - Best Practices Committee Chair, as well as committee members **Donald Horan**, **James Ryan**, **Chuck Sennewald**, and **Ralph Witherspoon** for their hard work on this initiative.

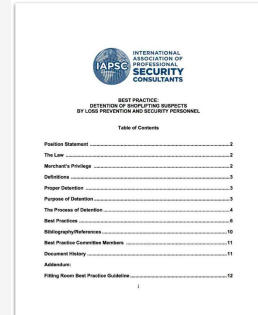


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[Click here to download the document](#)

## Who's Who in IAPSC

[Mitchell R. Fenton, CPP](#) rejoined IAPSC in April 2013 and has over 30 years of combined security and Law Enforcement experience. He is board certified in security management by ASIS International and holds the coveted title of Certified Protection Professional (CPP).

Mitchell holds a Masters degree from Fairleigh Dickinson University. Mitchell's security experience is diverse, ranging from high threat close protection to expertise in soft target protection in the hospitality field. [Read more >](#)



[Thomas H. Pilson, IV](#) joined IAPSC in April 2013 and is currently the Director of Public Safety and Correctional Services / Project Manager at Professional Systems Engineering, LLC.

Mr. Pilson has 15 years of distinguished service as a facilities practitioner with specialization in policy and procedures, security, and technologies. As Coordinator of Information Systems and Security for a large facility, he was responsible for ensuring that day-to-day operations were not impeded by security related problems. [Read more >](#)



## Enhance Your Web Presence

As a benefit of membership, IAPSC members have a listing in the new and improved "[Find a Consultant](#)" search on the website.

Be sure that you're making the most of this valuable marketing tool for your business

Have a topic or news story that you think should be featured in the next newsletter?

[Let us know!](#)

by updating your photo, contact information, and subjects of expertise.

To get started, visit [www.iapsc.org](http://www.iapsc.org) and log in to the Members Section. Once there, you can navigate to "Edit My Profile" to begin entering information.

#### QUICK TIPS:

- To log in for the first time, click "forgot?" and enter your email address.
- In the keywords section of your profile, enter "works" (compound words or phrases) which describe your business, separated by commas. This will ensure that your business comes up in all relevant searches.
- For the best looking photo ("avatar") for your profile, please upload a high-resolution photo of at least 250 x 250 pixels at 72 dpi.

The screenshot shows a member profile for Kevin D. Murray. At the top, there are navigation links: HOME, ABOUT, JOIN, MEMBERS, EVENTS, PRESS, CONTACT. Below that are 'FIND A CONSULTANT' and 'MEMBERS SECTION'. The profile header includes a map and a photo of Kevin D. Murray. The profile details are as follows:

<b>Name</b>	Kevin D. Murray
<b>Company</b>	Murray Associates, LLC - a Delaware LLC Business & Critical Incident Response Specialist and Business Continuity/Resilience Consultant
<b>Title</b>	CEO, CISM, CSE, MSSC Chief Executive Officer
<b>Certifications</b>	CIS, CISSP, CISM, MSSC
<b>Website</b>	<a href="http://www.murrayassociates.com">http://www.murrayassociates.com</a>
<b>Main Phone</b>	558.533.2811
<b>Office Phone</b>	558.533.2320
<b>Fax</b>	558.533.2322
<b>Expertise</b>	

Below the table, there is a bio: "Kevin D. Murray specializes in ELECTRONIC SURVEILLANCE DETECTION (ESD) and BUSINESS CONTINUITY/RESILIENCE CONSULTING services." It also lists his role as Director at Murray Associates, his age (47), and his professional memberships (CISM, CISSP, MSSC). A note states: "Profile information is updated and accurate as of the date of the last update. Our 2017 annual background check is complete to date." At the bottom, it shows "Member Since: January 12, 2017 (August 17, 2018 expires 8 months)" and "11 Connections (2 Leads) (1 Lead) - Contact and complete investigation".

Here's an example of a complete member profile.

**Questions?** Contact the IAPSC staff at [iapsc@iapsc.org](mailto:iapsc@iapsc.org) or (415) 536-0288

## Contact Us

**International Association of Professional Security Consultants**  
575 Market Street, Suite 2125, San Francisco, CA 94105  
Tel: 415-536-0288 | Fax: 415-764-4915  
[iapsc@iapsc.org](mailto:iapsc@iapsc.org) | [www.iapsc.org](http://www.iapsc.org)

