SUCCESSFUL SECURITY CONSULTING: *A PRE-CONFERENCE WORKSHOP*

Marriott Biscayne Bay
Miami, FL
Saturday, May 4, 2019
8:00 AM – 5:00 PM

WORKSHOP TOPICS:

The Business of Security Consulting
• What is an independent consultant?
• The need for independent consultants

Security Consulting Practice Areas
• Security management consulting
• Forensic security consulting
• Technical security consulting
• Cybersecurity consulting

Establishing and Operating a Consulting Practice
• Legal Structure, Licensing & Insurance
• Finance & Accounting
• Office & Professional Support
• Fee Structure
• Billing & Collections

Getting Business and Attracting Clients
• Indirect marketing techniques
• Direct marketing techniques
• Website
• Networking and teaming
• Advertising

Executing a Consulting Assignment
• Preparation
• Field surveys and interviews
• Research and analysis
• Preparation of reports
• Preparation of drawings and bid documents
• Presentation and follow-up

Avoiding Common Mistakes and Pitfalls
• Ethics
• Conflict of interest
• Managing expectations

Attendees who would potentially benefit from this course include:

• Those considering starting a security consulting practice
• Practicing security consultants
• Manufacturers
• Dealers/installers
• System integrators
• Internal consultants (management & technical)
• Systems designers, specifiers, engineers & architects
• Security professionals (corporate and government)
• Law enforcement professionals

A specialized training course developed for those who are interested in becoming security consultants.

The Successful Security Consulting (SSC) course is a popular, one-day intensive program presented by leading technical and management security consultants. It is a joint collaboration between **ASIS International** (**www.asisonline.org**), the world's largest association for security management professionals, and the **International Association of Professional Security Consultants** (IAPSC) (**www.iapsc.org**), the most widely respected and recognized security consultant association in the industry.

This workshop 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.

This program is offered as a pre-conference workshop at the IAPSC Annual Conference, however, it may be taken as a stand-alone course on May 4. The workshop registration fee is **$300** for ASIS/IAPSC/ASC members and **$350** for non-members.

To attend the IAPSC Annual Conference from Saturday, May 4-May 6, there is a registration fee of **$625** for IAPSC/ASIS/ASC members and **$725** for non-members. Hotel accommodations at the Marriott Biscayne Bay start at **$173** single/**$193** double per night.

Hotel reservations can be made by calling Marriott reservations at: **1-888-236-2427** and requesting the IAPSC discounted group rate. For more information about the SSC workshop and the IAPSC Annual Conference, visit http://www.iapsc.org or contact IAPSC staff at: **iapsc@iapsc.org** or **415-536-0288.**

35TH ANNUAL CONFERENCE
IAPSC 2019
MAY 4-6 MIAMI MARRIOTT BISCAYNE BAY - MIAMI, FL

ASIS INTERNATIONAL

IAPSC INTERNATIONAL ASSOCIATION OF PROFESSIONAL SECURITY CONSULTANTS