

March 2011



Dear ,

This year's Annual Conference agenda is loaded with some of the best sessions that have ever been offered. Your conference committee has specifically designed all 18 sessions to provide you with new ideas and techniques to impact your bottom line and give you the maximum ROI.

Save \$100 when you [send in your registration](#) by March 15th! And be sure to take advantage of the IAPSC group rate of \$189/night at the [Omni San Diego Hotel](#) by March 18th.

Looking forward to seeing you there!

Jack Case
 Conference Committee Chair

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**Welcome to Our
 Newest Members!**

[Douglas Babcock](#)
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doug@cygnusvt.com

[James Dale, CPP](#)
Active Member
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[Anthony DiSalvatore, CPP](#)
Internal Consultant
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**Know someone who
 should be an
 IAPSC member?
[Let us know!](#)**

IAPSC Board

What's Happening in the IAPSC?

12 Mistakes Security Consultants Make

The closing session of the IAPSC Annual Conference features a high-profile panel of experts: [Robert D. Shellow, PhD, CSC](#) and [William A. Hawthorne, CPP, CSC](#), and moderated by [Jim Clark, CPP](#). They will target the common but lethal mistakes that are made in proposals, in interviews, in marketing, in reporting, etc. This not-to-be-missed session focuses on the big mistakes that can cost you money, jeopardize your reputation in the industry, or cripple your business. Drawing from over 85 combined years of experience, the panelists will share their knowledge of how to recognize the risks, steer around them, and make cost-effective decisions.



IAPSC Annual Conference
 San Diego - April 17-20

[Register Now!](#) and [Download Conference Schedule](#)



We Want YOU Off This List!

The IAPSC website's "[Find A Consultant](#)" site is where clients can search for you by Service, Industry, Region, or Keyword. However, over 30 members haven't completed profile information, and therefore won't come up in any search. If your name is on [this list](#), then your profile is incomplete. Follow these easy steps to update your profile:

Step 1: [Log in to your profile](#). Go to "My Account", click the "Edit" tab, and click "IAPSC

Profile".

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Advisor

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Step 2: Update your contact information, then select all of the listed "Disciplines/Expertise/Services" & "Industries/Environments" that apply to you.

Step 3: Scroll down to "Keywords" and input any words that describe your business, expertise, location, skills, etc.

Step 4: Click "Save" and you'll be off the incomplete profile list!

Member Benefit: Industry Best Practices

IAPSC members in specialized fields have developed "Best Practices" that have been adopted by the Association. These Best Practices reflect the recommended methods for specific tasks. Both links below will open Word documents containing the related information.

[Detaining Shoplifting Suspects](#)

[Forensic Methodology](#)

IAPSC Members in the News at ASIS

· [Marianna Perry](#), [Bruce D. Harman, CPP](#) and [Linda Watson, CPP](#), have all accepted appointments as Vice Chairs of the Educational Institutions Security Council. Perry for the Crime and Loss Prevention Council and Harman and Watson for the Educational Institutions Security Council.

· [Richard Grassie, CPP](#) received the President's Award of Merit at the Annual Convention and Exhibits in Dallas.

· [Alan Zajic, CPP](#), a member of the IAPSC Board and Former Chairman of the Hospitality, Entertainment And Tourism Security Council of ASIS received the Council Chair of The Year Award during the recent Leadership Meeting held in Pentagon City, VA. in January. Al is the third IAPSC member to win the coveted award. In previous years, [Bruce D. Harman, CPP](#) won while serving as Chair of the Educational Institutions Security Council and [Leslie Cole, CPP](#) won while serving as Chair of Crime and Loss Prevention Council.

· [Leslie Cole, CPP](#) has been appointed as Council Vice President with oversight for the following Councils: Private Security Services; Commercial Real Estate; Retail Loss Prevention; and Educational Institutions Security Councils.

CSC Certification

Become a Certified Security Consultant

[More Information](#)
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Recertification

[Apply Online](#)

Visit the IAPSC.org News and Events section for the [eNewsletter archive](#).

On the IAPSC Blog

Moderated by [Ken Wheatley, MA, CPP](#) and [Karim Vellani, CPP, CSC](#)

· **The Discovery Channel** aired an interview with IAPSC Member [Kevin D. Murray](#) this month about his electronic eavesdropping detection instrumentation. [Read the full post.](#)

· IAPSC member [Jim McGuffey, CPP](#) has posted a questionnaire for house of worship organizations. The questionnaire or "test" helps organizations gauge how effective their security program may be. [View the PDF file.](#)

· IAPSC Member [John White, CPP, CHPA](#) presented a webinar titled, "How to Conduct Effective Workplace Violence Threat Assessments & Respond in an Appropriate (and Legally Defensible) Manner. *Blowing off Steam, or Ready to Blow!*" [Read more.](#)

· IAPSC Member [John White, CPP, CHPA](#) was quoted in an article entitled ["Tip of the Week: Security considerations for psychiatric patients"](#) in the HCPro, Inc. Hospital Safety Connection newsletter. [View the full post.](#)

[Add your comments to the Blog today!](#)



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with this exclusive benefit of your IAPSC membership!

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Contact the IAPSC Representative [Jay Benzshawel](#)

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Try it FREE today.