



INTERNATIONAL ASSOCIATION OF
PROFESSIONAL
SECURITY
CONSULTANTS®

NEWS IAPSC

September 2011

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Welcome to Our Newest Members!

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*Know someone who should be
an IAPSC member?*

[*Let us know!*](#)

Join IAPSC's LinkedIn Network!

IAPSC Board

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[Richard Grassie](#)

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[Frank Pisciotta](#)

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[Harold Gillens](#)

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[James Kelton](#)

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[Norman Bates](#)

Board Members

A Message From The President

Greetings ,



Rich Grassie, CPP
IAPSC President

I have the pleasure to announce that we have exceeded our membership goals as of this past July. We now have 128 members and growing. Kudos to Membership Committee, [Harold Gillens](#) and [Al Zajic](#), for their great work.

We are also on target to update our current IAPSC web site with [Kevin Murray](#)'s web site committee doing a superb job. We've already vetted a firm in NJ and their proposal was very comprehensive and cost effective. Once the budget is approved by the board, Kevin & his crew will begin the work.

Our newly formatted [Successful Security Consulting](#) (SSC) one-day course at ASIS 2011 has early registration numbers well ahead of previous years.

[Kelly Klatt](#) and his **2012 Miami Conference** committee have already held a number of planning meetings and the agenda looks like a real winner. We are also in the early planning stages for developing and introducing our first **SSC Advanced Course** in Miami on the Sunday before the Conference.

Finally, [Dave Aggleton](#) has finalized plans for a **Regional Seminar** in NYC in October. We hope all those in the region will attend; the agenda has something for everyone as it addresses many of the subjects -- technical, management, forensic and IT security -- that we are planning to develop for the SSC Advanced in Miami.

Lots happening and lots more to do, thanks to all the volunteers -- past and present -- for making this year's progress so noteworthy.

Looking forward to seeing many of you in Orlando. We also have a booth and you should consider it yours as a pivot point throughout the Seminar.

Richard P. Grassie, CPP

Member Benefit Highlight: Registration Discounts

Did you know that as a member, you're entitled to a discount on your registration fees for IAPSC events?

Take advantage of these special member prices:

David Aggleton
Elliot Boxerbaum
Jack Case
Leslie Cole
Ronald Heil
Jonathan Lusher
Kevin Murray
Robert Owles
Robert Schultheiss
Robert Shellow
Michael Silva
Karim Vellani
Ken Wheatley
Ralph Witherspoon
Alan Zajic

Executive Director
[Kerry Parker](#)

Advisor
Chuck Sennewald

CSC Certification

Become a Certified Security Consultant (CSC)
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2011 Annual Conference
April 17-20, 2011
San Diego, CA

[CLICK TO VIEW PHOTO GALLERY](#)

Log in to the [IAPSC.org Members Only](#) section to view:

[Speaker Presentations](#)

[Annual Business Meeting](#)

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[Press Release](#)

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

Have a topic or news story that you think should be featured in the next newsletter?
[Let us know!](#)

- **JUST \$50** for the Regional Seminar in New York City. Fee includes meeting materials, breakfast, and lunch.
- **\$100 OFF** your registration for the 2012 IAPSC Conference. In fact, if you register by November 1 you can **save an additional \$50!**

New Members: Registration for your 1st year's Annual Conference is FREE!
[Contact us](#) for details

Upcoming Events

The Successful Security Consultant (SSC)

An ASIS Annual Pre-Seminar Course Instructed by IAPSC members
Sunday, September 18, 2011, 8:00AM - 5:00PM
Peabody Hotel, Orlando, FL

Launch a new security consultant practice or jump-start an existing one - this popular, one-day intensive program will show you how! Learn from a faculty of seasoned consultants 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 workbook of sample proposals and reports that give you a clear advantage when competing for a security consulting assignment.

[Download the Course Schedule](#)

REGISTER NOW

IAPSC Networking Reception

Sunday, September 18, 2011, 5:30PM - 7:00PM
Peabody Hotel, Orlando, FL
Please RSVP to iapsc@iapsc.org

IAPSC Membership Booth at ASIS 2011

Monday, September 19, 2011 - Tuesday, September 20, 2011
Booth CB5 will be near the main Exhibit Hall entry at the top of the escalators
ASIS 2011, Orange County Convention Center, Orlando, FL

Attending ASIS 2011? [Volunteer](#) to help spread the word about IAPSC!



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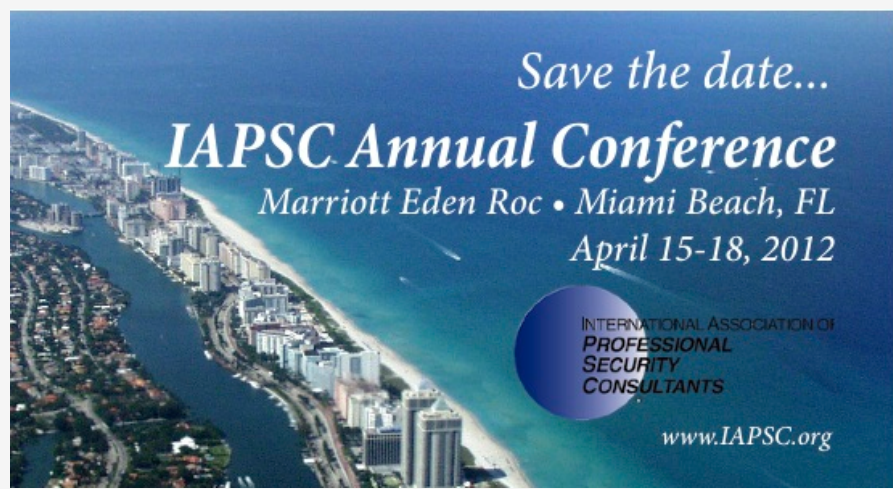
Expanding Your Opportunities for Networking and Bottom-Line Growth

Join us in New York City for this one-day seminar covering the hottest topics in the business of security consulting!

Tuesday, October 11, 2011, 9:00AM - 5:00PM
Sony Corporation of America, New York, NY

[Visit the Event Website](#)
[View the Course Agenda](#)

REGISTER NOW



Member Happenings

Paul Timm, PSP

- Delivered a keynote presentation at the National Association of School Safety and Law Enforcement Officials (NASSLEO) 42nd Annual School Security Conference in Milwaukee, WI on July 19th
- Presented "Student Transportation Safety" in tandem with Beth Holloway (Natalee's mom) at the 15th Annual Student & Youth Travel Association (SYTA) Conference in New York, NY on August 21st
- Published an article entitled "[R U Up 2 Speed?](#)" in the July issue of School Planning & Management magazine
- Was quoted in the cover article "[Should Campuses Allow Guns?](#)" in the August issue of Security Management magazine

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