



INTERNATIONAL ASSOCIATION OF
PROFESSIONAL
SECURITY
CONSULTANTS®

NEWS IAPSC

December 2011

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IAPSC Conference

April 15-18, 2012
Miami Beach, FL

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Welcome New Members!

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ATTN NEW MEMBERS

You're invited to attend the IAPSC Annual Conference for **FREE!**
[Contact Us for details](#)

IAPSC Board

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SECURITY CONSULTING IN 2012: Business as Unusual

April 15-18, 2012 | Marriott Eden Roc, Miami Beach, FL

Join us for the IAPSC Annual Conference 2012!
April 15-18, 2012 in Miami Beach, FL

Registration Now Open!

Visit the [Conference Website](#) for details

The IAPSC Annual Conference is the largest and most exclusive gathering of top security consultants. This year's conference offers a wide range of topics focused on Security Consulting and Forensic Security. An Exhibit Hall and Social gatherings offer opportunities for attendees to network with presenters, exhibitors and members on security topics & methods.

Kick off the conference week with the **Keynote Address "Emerging Opportunities in Security Consulting"** presented by one of Security Magazine's most influential people of 2010, **William J. Bratton**. Bratton is the current Chairman of Kroll, former Chief of the LA Police Department, former Chief and Commissioner of the NYC Police Department, former Chief of the NYC Transit Police, and former Commissioner of the Boston Police Department.

Session Topics Will Include:

- **Marketing 101: 100+ Tips, Tricks & Strategies** by [Kevin Murray](#)
- **Crime Prevention through Environmental Design (CPTED)** by [Jonathan Lusher](#)
- **Convenience Stores: Planning for Security & Litigation** by [Rosemary Erickson](#)
- **Enhancing Consultant Websites** by *Benjamin Collins & Gilbert Gomez, Laughing Samurai*
- **Marketing & Consulting to Corporate Thought Leaders** by *Sims Wyeth, Sims Wyeth & Co.*
- **Business Intelligence** by *John Nolan, The ELM Foundation*
- **Challenges to Expert Witnesses** by [Norman Bates](#)
- **The Effective Display of Safety & Security Data to Achieve Desired**

Board Members

David Aggleton
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Jack Case
Leslie Cole
Ronald Heil
Jonathan Lusher
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that you think should be
featured in the next
newsletter?
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Decision Making by Robert Emery, UT Health Science

- **Buying & Selling a Security Consulting Firm**
by [Richard Grassie](#) & [Ronald Libengood](#)
- **Getting Business from Government** by [Harold Gillens](#)
- Opportunities in **Hotel & Resort Security** including:
 - **Hotel & Resort Facility Emergencies Panel** by [Kelly Klatt](#)
 - **Lawsuits against Hotels & Resorts**
by [Norman Bates](#) & [William Hawthorne](#)
 - **5 Most Critical Issues in Resort Security**
by [Richard Hudak](#), *Resort Security Consulting, Inc.*
 - **Cruise Vessel Security & Safety Act of 2010**
by [James Garzon](#), *US Coast Guard, CSNCOE*
- **Putting It All Together** by [Jack Case](#)

[View the full Conference Program for details](#)

From the IAPSC Blog

[Minieri Associates Completes Fifth Project In China](#)

Security Consulting and Engineering firm, Minieri Associates announced the completion of a 5th engagement in China since establishing a regional in the Philippines. Read the complete press release at this link:
[Media_Release_CHINAprjects...read more »](#)

[IAPSC Board Member Ken Wheatley Interviewed for ISO Focus Magazine](#)

After Ken Wheatley presented the keynote address at the recent annual ISO (International Organization for Standardization) Technical Committee 8 meeting in Helsinki, Finland he was interviewed for the November/December issue of the globally distributed ISO Focus magazine. Here is the link to the article: [ISO Focus Ken Wheatley Interview... read more »](#)

[Feds concerned about hackers opening prison doors](#)

IAPSC member John Strauchs provided the following link to an article dealing with the vulnerabilities in industrial control systems (ICS) that have been in the news recently for other reasons - Iran's nuclear program and centrifuges.
<http://www.washingtontimes.com/news/2011/nov/4/feds-concerned-about-hackers-opening-prison-doors/... read more »>

[View all blog posts & add your comments »](#)

Member Benefit Highlight Business Resources

The [Member's Only](#) section of the IAPSC website is a great source of business and industry information for security consultants.**

We're pleased to announce the following new resource that IAPSC board member [Kevin Murray](#) has generously shared with the group.

[Biz Wiz - Our Business Wisdom Compendium](#)
by Murray Associates

Murray, who has twenty-nine years of experience in the industry, describes this

invaluable collection of knowledge as "the bits and pieces of advice that were taped to the wall above my desk during my early years in business."

***Have a resource of your own that you'd like to share with the membership?
Please contact us at iapsc@iapsc.org.*

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Try it FREE today.