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2011 Training Schedule

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Level One

<table>
<thead>
<tr>
<th>Month</th>
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<tr>
<td>January 20-21</td>
<td>El Paso</td>
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<td>March 24-25</td>
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Fire Prep

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<td>Houston - ADI</td>
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<td>December 02</td>
<td>San Antonio -TriEd</td>
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</table>

For more class offerings, information and additional dates, visit www.TBFAA.org or call 877-908-2322.
Opportunities multiply as they are seized. - Sun Tzu

It’s sometimes fun to wonder how the General would respond in today’s world. Some of Sun Tzu’s quotes tell me we would have been wise to hide his Jian sword during the 2011 legislative session. In a similar thought; the General’s quote on opportunity tells me that if he was in the Burglar and Fire Alarm industry today he would be an active member of the TBFAA and would be unquestionably in attendance at your Annual Alarm Convention.

The TBFAA annual convention is fast approaching and along with it come opportunities for you, your business, and your clients. The convention offers opportunities to learn the state of our industry and gain exposure to technological changes from equipment manufacturers, distributors, central stations, and service providers.

There are also a number of more subtle but valuable advantages that can be gained from attending the annual convention. Some of which include priceless experiences and rare one-on-one time with your peers, business leaders, and licensing officials. You can gain informative, entertaining, and unique information while collecting all your required CEU credits for your license.

As a business owner and manager I understand the hectic business structure we all endure. Time is important and almost always in short supply. The TBFAA offers many services and benefits to a very large and diverse group of Texans. The opportunities presented at the convention are specifically for our industry and you!

See you in Galveston!
<table>
<thead>
<tr>
<th>Chapter Name</th>
<th>Phone</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central Texas Chapter</td>
<td>877.908.2322</td>
<td>ctc.tbfaa.org</td>
</tr>
<tr>
<td>Northeast Texas Chapter</td>
<td>877.908.2322</td>
<td>netc.tbfaa.org</td>
</tr>
<tr>
<td>Rio Grande Valley Chapter</td>
<td>877.908.2322</td>
<td>rgvc.tbfaa.org</td>
</tr>
<tr>
<td>Houston Gulf Coast Association</td>
<td>281.859.4569</td>
<td><a href="http://www.HGCAA.org">www.HGCAA.org</a></td>
</tr>
<tr>
<td>North Texas Alarm Association</td>
<td>214.352.9352</td>
<td><a href="http://www.NTAA.org">www.NTAA.org</a></td>
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<tr>
<td>South Texas Alarm Association</td>
<td>210.402.6262</td>
<td><a href="http://www.SouthTexasAlarm.org">www.SouthTexasAlarm.org</a></td>
</tr>
<tr>
<td>National Electronic Security Alliance</td>
<td>301.519.9237</td>
<td><a href="http://www.NESAUUS.org">www.NESAUUS.org</a></td>
</tr>
<tr>
<td>False Alarm Reduction Association</td>
<td>301.519.9237</td>
<td><a href="http://www.faraonline.org">www.faraonline.org</a></td>
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## Calendar of Events

### September

<table>
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<tr>
<td>05</td>
<td>Labor Day Holiday</td>
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<tr>
<td>06</td>
<td>RGV Meeting - Corpus Christi</td>
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<tr>
<td>07-10</td>
<td>CEDIA Conference &amp; Expo - Indianapolis</td>
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<tr>
<td>08</td>
<td>HGCAA Membership Meeting - Houston</td>
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<td>08-09</td>
<td>Level 1 - San Antonio - TriEd</td>
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<tr>
<td>13</td>
<td>STAA Membership Meeting - San Antonio</td>
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<td>15</td>
<td>NTAA Membership Meeting - Dallas</td>
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<td>21</td>
<td>NTAA CEU Training - Dallas</td>
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<td>Central Texas Chapter Meeting - Austin</td>
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<td>Fire Prep Class - San Antonio - TriEd</td>
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### October

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<tr>
<td>06</td>
<td>RGV- McAllen Meeting - McAllen</td>
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<td>10</td>
<td>Columbus Day - Holiday</td>
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<td>11</td>
<td>STAA Membership Meeting - San Antonio</td>
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<td>HGCAA Membership Meeting - Houston</td>
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<td>14</td>
<td>Fire Prep Class - Dallas-ADI</td>
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<tr>
<td>14-17</td>
<td>CSAA Annual Meeting - Venice, Italy</td>
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<td>NTAA CEU Training - Dallas</td>
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<td>9-22</td>
<td>ASIS Conference &amp; Exhibits - Anaheim</td>
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<tr>
<td>25-28</td>
<td>TX Annual Conference - Galveston</td>
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<td>25</td>
<td>TXBFAA Board Meeting - Galveston</td>
</tr>
<tr>
<td>31</td>
<td>Halloween Holiday</td>
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</table>

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As always we were also on the lookout of any legislation that was filed that would be detrimental to our Association, or the Industry in Texas. The McWilliams group notified me of 2 pieces of Legislation that would not be favorable to us.

The “Contracts Bill” (HB897), was again filed by Rep. Charlie Howard (Sugar Land), and it was the same language we defeated last session. More importantly, HB802 which was filed by Rep. Dennis Bonnen (Angleton) that was, in my opinion, one of the most dangerous pieces of legislation that we have faced in recent history. As I researched the nexus of this bill, I was told by Rep. Bonnen's legislative director that it was because of the bad actions of an out of state door-to-door sales company that prompted the city manager of Angleton to request help to curb and regulate this activity. It would have let any city or municipality regulate the sales or service of security systems by local ordinance. This would have penetrated the protection from local regulation that we currently have under Occupations Code 1702. It would mean that any city, by ordinance could require registration, set conditions, and charge fees to any Alarm Company doing business in their jurisdiction.

I’m sure that you would agree that this is a “slippery slope” when it comes to allowing cities to regulate our industry in Texas. Since there are more than 1200 incorporated cities in the State, I cannot imagine trying to keep track of every ordinance, as they would probably have different requirements in every city.

On March 15th, all of the regulated industry groups got together in Austin for our annual “Walk the Halls” day. The TBFAA group consisted of myself, Chris Russell, Chip Bird, Jeff Bright, Brandon Blevins, Kelly Ryan, Rex Adams, Debi Ulmer, John and Avery Helwig, Mike Schobel, Amanda Jackson, Mary Edmonson, Malcolm Reed, Mike Samulin, David Simon, and Jody Patterson. I am proud to say that the TBFAA Group was by far the largest of the 4 Industry Groups in attendance. We split up into 2 different groups, 1 headed by myself, and the other lead by Malcolm Reed.

Through the day, we managed to meet and talk to 12 different Legislators, or their Legislative directors. The McWilliams team did a fine job of setting these meetings, and a member of their staff was with us at all of the meetings. At one point, even though we didn’t have a meeting with anyone from Rep. Bonnens office, our entire group went to the area outside his office, and his legislative director came out of the office to see the scope of opposition to HB802. It made an impression, as later I was informed by Rep. Fletcher that we had made a strong statement regarding the statewide opposition to this bill.
Mike Samulin Named 2011 TBFAA Person of the Year

By Brad Shipp, TBFAA

Mike Samulin, who became a member of TBFAA more than 20 years ago, will be honored at the TBFAA Awards Dinner on October 26th as the 2011 TBFAA Person of the Year.

Mike resigned as TBFAA Vice President in 2000 when he was appointed by the Governor to serve on the Private Security Bureau Board.

He served on that board for 8 years, ending up as vice chairman, coordinated several committees, worked to bring the various industries together to address common issues and was instrumental in the transition of the agency from a stand alone agency to a Bureau under the Department of Public Safety.

Mike currently serves on the TBFAA Board of Directors as our liaison to the Private Security Bureau and Department of Public Safety.

He has also served as TBFAA Vice President, STAA President and STAA Board Member.

Join us on Wednesday, October 26th in Galveston to honor Mike at the TBFAA Roast & Toast Awards Dinner.

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Continued from page 8

After a long day at the Capitol, we all gathered at Serrano’s Grill for a mixer with the other industry groups. Several staffers from both the House and Senate joined us, and Rep. Alan Fletcher came by to visit for a while.

As with every session, things start off with everyone glad to see each other, the welcoming of new members, and an overall feeling of good will, and a cordial atmosphere. By the middle of the session, things changed. There were several divisive issues facing the Legislature including redistricting, voter ID, school finance, and the looming budget deficit. At times, both the House and the Senate were at odds with each other over these and other issues, not to mention the division and vitriol in the separate chambers. There were a lot of bills that were affected by this, including ours. I will address these as separate items by bill numbers to give you the best analysis possible.

HB802 by Bonnen

This bill was heard in the Homeland Security & Public Safety Committee on March 22nd, and I was there to testify against this dangerous legislation. The TBFAA did contact Rep Bonnen’s office with what we considered good substitute language, but it was soundly rejected. My testimony was not well received by the author, and that became apparent during his closing remarks. There were several cities there along with the Texas Municipal League to support the bill. With both calls and e-mails from the legislative team to committee members, and the support of Vice-Chairman Alan Fletcher, and Chairman Sid Miller this bill failed to get a favorable vote out of committee on April 18th. No further action was taken, and this bill died in committee.

HB897 by Howard

The infamous “Contracts Bill” was filed again and was heard in the Business and Industry Committee on March 14th. The TBFAA testified against this piece of legislation during the hearing with supporting opposition from the Health Club Association, and the Texas Cable Association. There were 6 people in the hearing that opposed the bill, and only one person that supported it. As this bill has been filed at least 4 times, it gains more traction every session. The members of the committee voted it out on April 6th and it was sent to the powerful Calendars Committee. With the help of a strong letter and phone calls from Chris Russell to Rep. Burt Solomon’s (Carrollton), the bill never got out of the Calendars Committee, and ultimately failed on May 6th. Chris and the McWilliams did a great job of stalling this bill until time ran out.

HB2781 by Bohac

Our Residential Fire Alarm Technician bill was set for hearing in the Insurance Committee on April 19th. The TBFAA was the only testimony given on the legislation with no opposition. The bill never got out of committee due to the late date of the hearing. Then Dean McWilliams and Rep. Bohac got to work to find a piece of legislation that we could amend with the our language. Ultimately, with the help of Rep. Alan Fletcher, Rep. Bohac attached it to the Texas Department of Insurance Sunset Legislation (HB1951) in the House on May 11th. On May 20th, it was sent to the Senate, and Senator Glen Hegar stripped all 40 of the house amendments out of the bill. This is a normal practice for Senator Hegar to make sure bills are not laden with bad amendments. On May 23rd, it was sent back to the house for concurrence, but the house did not agree with the bill in its current form, so they requested a conference committee of both House and Senate members to iron out the differences. The TBFAA team then went to work to get our amendment reinstated. Jeff Bright who is a constituent of Senator Hegar made several calls and sent e-mails to enlist the Senator’s support to add our language back into the bill. Debi Ulmer was contacted to get phone calls and e-mails out to the Senator who has a lot of constituents in the Houston area. With her guidance, both TBFAA members and non-members made dozens of calls and sent e-mails to the Senator to support our cause. On Saturday, May 28th, I got a call from Dean McWilliams that our Amendment was included in the Bill in the Conference Committee. It passed both the House and the Senate, and on May 30th it was signed in both Chambers and sent to the Governor for his signature. I cannot explain how good a job that Jeff and Debi did in getting this done in a timely manner, as the Session ended that day. My heartfelt thanks go out to all of those who helped accomplish this goal.

HB1867 by Fletcher

SB1400 by Patrick

As I stated earlier these were identical pieces of legislation filed in both Chambers. SB1400 was heard in the Business and Commerce Committee on March 30th. Billy Garrett from the TLA and I both testified for the bill, and 4 other industry members turned in written support for our bill. There was no opposing testimony in committee. On April 4th, HB1867 was heard in the Homeland Security and Public Safety Subcommittee chaired by Rep. Fletcher. The TBFAA again testified supporting this bill with no opposition in committee. On April 21st, SB1400 was heard on the Local & Uncontested Calendar and passed the Senate. It was then sent to the house, and Rep. Fletcher took the Senate version and laid it over HB1867 (it was identical language). On April 27th if was heard in the Homeland Security & Public Safety Committee. This is when things got off track. It should have been placed on the Local & Consent Calendar in the House, but 1 no vote from a member of the committee meant it would have to go to the General State Calendar.

Continued on page 17
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Antitrust laws are meant to protect the process of competition. They favor neither the small nor large business. If a business has a dominant product or service, it is said to have monopoly power. An example is a drug manufacturer with a patented drug. The monopolist cannot use its market power to force the buyer to do something it would not otherwise rationally do. The drug manufacturer could not, for example, require a buyer to buy some other product in order to have the opportunity to buy the patented drug. This is an easy example of a violation of the antitrust laws. Most times, things are not so straightforward.

The hot topic for alarm companies is large telecommunications companies entering into competition with local alarm companies by offering alarm services bundled with other services.

By Dayle C. Pugh

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The hot topic for alarm companies is large telecommunications companies entering into competition with local alarm companies by offering alarm services bundled with other services.

At first, cases involving bundling as a way to create a monopoly had some success. In 2003, the maker of generic clear tape scored a success against 3M because 3M was held to have abused its monopoly market power with its Scotch brand tape by offering buyers a bundled discount. If buyers bought a number of items across several product lines from 3M, they got a discount. That made life difficult for the generic clear tape manufacturer. It won its case against 3M even though it could not prove that 3M was selling Scotch brand tape below its cost.

The 3M case caused something of an uproar among large companies with claims that bundled discounts were commonplace and that, without the below price standard for antitrust liability, companies had a hard time determining when they might violate the antitrust laws.

Continued on page 15
More recent cases have been far less kind to companies making this type of claim. One more recent case criticized the 3M case and noted that bundled discounts are pervasive and usually benefit both the buyers, through a lower price, and the sellers, through increased efficiencies of delivering multiple products or services instead of just one. The court’s opinion noted among its examples of pervasive bundling discounts that it occurs in the telecommunications field due to a “convergence of industries,” suggesting that in the telecommunication business, it would be hard to prove a violation, at least with respect to bundled telephone, internet, and television services because of this convergence.

In the end, the court concluded that a plaintiff bringing a bundling case would need to show that the defendant offering the bundling discount was offering the product or service which the plaintiff offered below the defendant’s actual costs; that by doing so enough other businesses would cease to offer that product or service such that the defendant could then raise prices and recoup its losses, and that the bundled discount scheme would have an adverse effect on competition. This is a difficult standard to meet.

For More Information Contact
Dayle C. Pugh
Bateman Pugh, PLLC
Houston, Texas 77010
(713) 609-7700
Legal Expert Ken Kirschenbaum Will Speak at TBFAA Convention

Brad Shipp, TBFAA

In a session called Iron Clad Contracts & Legal Practices - one of the industry’s most experienced legal experts Ken Kirschenbaum, ESQ - will explain the essential components of your contracts and some of the emerging risks and liabilities you should guard against. He will also suggest practical ways to review and upgrade contracts to ensure they are in alignment with industry standards.

Ken Kirschenbaum, is a recognized legal expert in burglar and fire alarm law. His contracts for alarm and security industry for burglar, fire, CCTV, access control, monitoring, central station, service alarm contracts are in use throughout the United States and in Canada. He is a longtime columnist in security magazines and moderates a popular email forum on alarm industry legal issues.

TBFAA will hold the 2011 convention in Galveston Texas on October 26, to 28, 2011 at the San Luis Resort & Conference Center -5222 Seawall Boulevard -Galveston, TX 77550.

You can call the hotel at 972-712-9936 to get the TBFAA rate of $139 per night.

Plan to Join Us In 2011!

Visit www.tbfaa.org Today to Register for the Convention

Schedule of Events

**Wednesday 10/26**
9am to 5 pm Business & Sales Classes
6-7pm - Presidents Reception
7-11pm - TBFAA Awards Dinner

**Thursday 10/27**
9 – 11:30 Legislative & Regulatory Updates
11:30am- 1:30pm - Keynote Lunch
1:45- 4pm Legislative & Regulatory Updates
4-7pm - TBFAA Trade Show
7-11pm - Casino Night

**Friday 10/28**
8-9am Breakfast
1 pm - Golf - Off Site

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Legislative Report -
Continued

Continued from page 12

After speaking with Rep. Fletcher, he informed me that he asked the member why he voted against the bill, and was told “he was just voting against every Republican bill that was heard that day”. I cannot tell you how disgusted I was at that response. This again was because of things going on in the House that no one had any control over, just the petty Politics and Personality conflicts of the Session. The McWilliams and I pulled out all the stops to get it set on the General Calendar, even calling on our old friend Ken Armbrister for help. It was finally set on the General Calendar on May 24th. The TBFAA was not the only one fighting for this: 2 other lobbyists from the Guard and Locksmith Industry were heavily involved in this action. The bill had to be heard by midnight on the 24th, and it came within 11 bills of being heard, but was not, and when the House adjourned that night, it died. Not being deterred by this, Dean McWilliams and I decided that we would strip-out everything except the TBFAA language and try to find another piece of legislation to attach it to. Dan Mays in the McWilliams office spent countless hours trying to find another Senate or House bill to add our language to, but we were not successful in that endeavor. I must add that I have never been more disheartened or irritated by the actions of a single legislator in helping stop such a good and important piece of Legislation.

I must tell you that through this session Rep. Alan Fletcher and his staff were strong supporters of the TBFAA and our goals. His Chief of Staff, Robert Papierz, and Legislative Director, Diane Partapiano were a pleasure to work with. They also were stalwart in helping me in steering the legislation, and working with others to ensure we had a favorable outcome. We owe them a big Thank You for all of their diligence and hard work through the Session. Rep. Fletcher is a true friend of our industry, as he was so helpful in finding solutions, and even helping other Legislators to achieve our goals, even at the expense of hurting his efforts in other legislative matters. Rep. Bohac and his Chief of Staff, Manny Salazar were also very helpful, and took our Fire Bill under their wing to make sure it was finally attached to a bill that ultimately passed. Senator Dan Patrick, and his Chief of Staff, Logan Spence were also very helpful in passing SB1400 through the Senate with no opposition. My heartfelt thanks and appreciation goes out to all of the Legislators and Staffers mentioned above.

I would be remiss if I did not thank the McWilliams and their entire staff for all of the hard work, and countless hours they contributed to our efforts, along with putting up with me on a weekly, and sometime daily basis while I was in Austin. The Legislative Team was such a joy to work with, and they too spent countless hours helping with writing and refining our Legislation, and again listening to me vent on a regular basis. Debi Ulmer and all of those members and non-members also deserve our thanks for all of their efforts during the session, and I can tell you that we would not have been as successful as we were without their contribution. The way I look at it, we won 3, and lost 1…not the outcome we all desired, but overall, not to bad.
South Texas Alarm Association (STAA) Update

The South Texas Alarm Association (STAA) has had a busy last few months. We meet the second Tuesday of each month at Clear Springs restaurant. We have had a wide range of very informative speakers.

In May, we had our most successful golf tournament ever. It was held on May 12 at Silverhorn Golf Club in San Antonio. We had 26 teams participate. This year we had a special dealer division to encourage some competition amongst the dealers in the Association. 6 dealer teams competed for the coveted “Dealer’s Cup”, with ADT holding the honor for 2011-2012. ASG Security won low gross and ADI won low net. Following the tournament was the always fun awards dinner and door prize drawing. A great time was had by all!

More recently, the STAA was invited to a meeting by the San Antonio Police Department to discuss ways to reduce false alarms and to increase alarm permit compliance. The STAA was well represented with seven members in attendance. The meeting began with a discussion on false alarm reduction. The discussion on false alarm reduction came to a quick ending when Rodney Hooker presented evidence that of all the alarm calls that are received by central stations, in general only 12% are actually dispatched. The police department representatives were quite impressed by that statistic, so we moved on to the alarm permit discussion. A number of ideas were put forth by the STAA members and a lively discussion ensued with all in attendance. Nothing was ultimately decided on, but the police department representatives as well as the STAA members present were very encouraged by the relationship that is being forged between the two entities. In fact, the Assistant Police Director will be speaking at our next meeting. It is very reassuring to know that any policies and procedures put forth by the San Antonio Police Department will be done in collaboration with the STAA.

Please feel free to join us at one of our meetings!

Security One, Inc.,
Supports Homes for Our Troops

By: Security One, Inc.

Security One, Inc., has just completed the no cost installation of an alarm system in the fourth home in the San Antonio area for a wounded warrior in conjunction with Homes for our Troops. Homes for our Troops is a national 501 (c) (3) organization dedicated to building specially adapted homes for service members who have been severely injured in combat operations since September 11, 2001.

Security One, Inc., has joined with this effort in the San Antonio area by installing no cost alarm systems in four homes designed to benefit service members who have suffered serious and crippling injuries defending our country. These homes have features, such as single story, no barrier designs to provide maximum freedom of movement and the ability to live more independently.

Veterans may receive a Veterans Administration Specially Adapted Housing Grant up to $63,780. Homes for our Troops works with local businesses and professional organizations to obtain materials and expertise needed to complete a home so that the service member receives the home free of charge.

Security One, Inc., is honored and privileged to be a part of this work to demonstrate our gratitude to those who have given of themselves so courageously in the defense of our country.
What do I Spend in Labor Dollars Chasing System Ground Faults?

By: Earnest Bernard, Interlogix

A time-consuming and often challenging system trouble condition to restore is a ground fault. Simply put, somewhere in your system, there is a wire touching something it shouldn’t, such as a conduit or back box. Often, ground faults are created when notification appliances are installed on the wrong size (too shallow) back box; allowing the device terminals to make electrical contact with the back or side of the box. Always refer to the manufacturers’ installation instructions for recommended mounting hardware and procedures. To avoid compounding this problem, DO NOT strip conductor insulation from cables by carelessly pulling them through metal raceways.

Other causes of “ground faults”:

- Moisture or water in a back box
- Water in an underground conduit
- Ground on a phone line Compression ground (when a wire is pinched between the device and the back box but not stripped)

The performance requirements for fire alarm system grounding are emphasized by the National Fire Alarm and Signaling Code:

NFPA 72 (2010 edition); 12.2.4.4 All fire alarm systems shall test free of grounds.

Exception: Parts of circuits or equipment that are intentionally and permanently grounded to provide ground-fault detection, noise suppression, emergency ground signaling, and circuit protection grounding shall be permitted.

The best way to troubleshoot a ground fault is to remove all field wiring from the panel along with any option modules, phone lines and batteries, leaving only AC connected to the panel. Any ground introduced from bell circuits, loop or zone wiring, annunciators, or communicators will vanish once you disconnect the field wiring. You can now test each circuit individually prior to reconnecting at the panel in order to identify the circuit(s) where the fault is originating. If the ground fault persists with everything disconnected from the panel, make sure you have a viable ground reference for your system. If you do, it is possible the panel is not working properly.

Each building owner/end-user should ensure for their own protection, that the electrical ground connections of the power utility, telephone lines, and internal metallic water pipe system are present and unified (bonded together).

In order to ensure that your installation goes smoothly and requires the least amount of unnecessary troubleshooting time, the FireworX™ addressable control provides two ground detection enhancements: Fast Ground Check and Pinpoint Ground Fault Detection. During the initial installation or following building renovations, a technician can quickly and easily enable Fast Ground Check, causing the panel to test and re-test for system grounds every four seconds as opposed to the normal 30-second intervals. This means that the technician in the field attempting repairs will not have to wait for 30-seconds to know if he actually fixed the problem. In addition, Pinpoint Ground Fault Detection is a standard FireworX feature that allows a technician to know if the ground fault in question is originating from a module. For example, if an IDC module is used to monitor a post indicator valve (PIV) and the ground fault occurs on the wiring between the IDC module and the PIV valve, FireworX will annunciate the affected module address. Once you solve the ground fault issue, disable the Fast Ground Check and return your system to normal operation.

Above and beyond the two standard features described herein, using the FX-CU configuration utility, a technician can view (local or remote) the loop communications quality at each device in the system. Any significant loss of communication at a device is a good place to look for a possible ground fault.

For more information on this or any of the other cost savings benefits of using FireworX, contact your regional FireworX Sales Engineer.

Earnest Bernard, is District Manager for South Texas with Interlogix 817-577-2707 earnest.bernard@interlogix.com
7 Insurance Strategies to Help Your Bottom Line

By Jim Smith
Guaranty Insurance

Increase your bottom line.

Every dollar saved in insurance premiums goes directly to your bottom line. Here are 4 ways you can make that happen:

1. Workers Compensation Deductibles-

Did you know you could use a deductible for your Workers Compensation policy? You can save a lot with per occurrence or annual aggregate deductibles. Most times the savings will be more than the amount of the deductible.

2. “Pay as you Go” Workers Compensation -

One of the newest innovations in workers compensation is a new form of monthly reporting. Depending on the company, you basically just report your payroll when you do checks and are billed for exactly the premium based on that payroll period.

3. Review Your Policy Variables-

Do you just give your agent your sales and/or payroll estimates at renewal time (or do they even ask for that information and renew your policy “as is”) and forget about it? In these tough times, you should be reviewing these numbers at least twice a year to avoid big audits (which are always tough to pay right after you made a deposit for your renewal) or avoid over-paying based on variables that may have declined (you shouldn’t over-pay your taxes to the IRS and you shouldn’t do it for your insurance company)

4. Liability Deductibles-

You have deductibles on your property insurance and automobile physical damage, why not liability? Not big amounts, but a $500.00 or $1,000.00 deductible on your general liability and automobile liability can add money to your pocket without a big risk.

Protect your bottom line.

Any uninsured or underinsured claim comes right off the bottom line. Here are 3 ways to help see that doesn’t happen.

1. Employment Practices Liability-

Ever had to fire someone and then have them sue you? If not, you are fortunate. Terminations and layoffs are a fact of life today and so is the increased chance for a wrongful termination lawsuit. You general liability policy doesn’t cover this (or with an expanded coverage form, may give you $5,000 or $10,000 of protection), but this modestly priced coverage will. And it will also protect you for sexual harassment and discrimination in the job place.

2. Employee Dishonesty Coverage-

How likely is one of your employees to steal from you? Another unfortunate thing this economy has produced is employee theft. Not the people taking home paper for their computer, I mean scams to take thousands of dollars. Strangely, most of the claims we see for this are committed by people no one would have ever suspected. Again, this is a modestly priced coverage that can really prove invaluable at the time of loss.

3. Regular Review of Values-

Do you renew your policy “as is” every year, without reviewing your building, contents and/or business interruption amounts? It is easy to. Why increase things, there isn’t any inflation? Well, costs to rebuild have inched up, even in this economy. Property insurance may be some of the least expensive coverage you buy, so making sure you have high enough limits is well worth the time to review each year.
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Update: The Auditors are Coming

by: Sam Brashear, Vice President
Elite CEU/Director of TBFAA-CTC

The Texas Private Security Bureau - Regulatory Services Division has completed the first phase of training for the person- nel who will be conduct- ing administrative compliance audits relating to the Private Security profes- sion. The DPS has re- cently trained over a hun- dred civilian auditors to begin auditing every se- curity company in Texas. Their goal is to audit the records of every security company, every two years. As a result, these compliance auditors will begin initiating general office compliance audits to ensure compliance with Texas Administrative Code Title 37 Chapter 5 and the Private Security Act.

As the Qualified Manager it's your responsibility to maintain good records that contain certain informa- tion that the auditors will be looking for. Don't panic! We've developed a check list that should help.

Visit the TBFAA web site members only section to download a checklist.

- Have the DPS sign- age posted (1702.128 & 35.36)
- Separate files for each employee, in- cluding yourself, lo- cated at the location listed in DPS records (1702.127 & 35.202, 35.203)
- Pre - employment background check documentation (35.204)
- Employee application (should include full name, DOB, SSN, DL#, etc. (1702.230 & 35.201)
- CEU's (35.291)
- Workplace Drug Poli- cy (35.143)
- Current color photo- graph (a color copy of the drivers license works well) (35.201)
- Advertising (1702.131 & 35.37)

Get the Correct Level 1

Alarm Level I - All individ- uals employed as an alarm systems installer or a security alarm salesperson must hold a certification by a board approved training program to renew an initial registration. An original certificate indicat- ing successful completion of an Alarm Level I training program shall be sub- mitted to the board along with the proper applica- tion to renew an initial registration. 35.251

Many are confused about the Level 1 course be- cause two Level 1 cours- es have been required by the Private Security Bu- reau.

One is the 16 hour course required for alarm technicians and salesper- sons. Several groups have offered it over the years.

- TBFAA certificates refer to it as Alarm Level 1 or Certified Alarm Technician / Alarm Level 1.
- Elite CEU refers to it as Alarm Basic.
- NBFAA or ESA refers to it as Certified Alarm/Security Techni- cian (CAT) Level I.
- The National Security Association refers to it as Level 1.

The other Level 1 course was specifically for Com- pany Owners and/or Managers and was available on the PSB site for many years but unfortu- nately was confusingly Titled "Level 1".

It is never too late to take the correct Level 1 course and it would be- hoove you to do so con- sidering the additional auditing that has been promised.

TBFAA offers you two ways to acquire the correct certification.

TBFAA offers classroom training throughout the state. Visit page 4 of this Transmitter or check out www.tbfaa.org for more information or you can contact the Executive Director Brad Shipp at 877-908-2322. There is a $100 TBFAA member discount.

The second method is to complete it online through www.eliteceu.com, (512-351-7368) which is an approved vendor of the TBFAA. TBFAA members can obtain a discount by linking to Elite CEU through the members’ only section of the TBFAA site.
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