TBFAA Launches New Web Site
Southwest Dispatch Center

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2011 Training Schedule

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This is a great opportunity to increase your own productivity and share solutions with others also on the front lines of the fire and burglar alarm industry.

### Level One

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For more class offerings, information and additional dates, visit www.TBFAA.org or call 877-908-2322.

Submitted articles contained in this newsletter are the expressed opinions of the authors and do not necessarily reflect the opinions of the Officers, Directors, and Members of the TBFAA. The publisher of this magazine is not responsible for any errors or omissions in advertising or other advertising matters.

Texas Burglar and Fire Alarm Association, Inc. (TBFAA) is a non-profit organization of security professionals who have joined together to enrich the industry by providing membership training and representing the membership as a whole in the Texas Legislature, the Texas Private Security Bureau and the Texas Fire Marshal’s Office among many other programs.

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Advertising Information
Brad Shipp 877-908-2322
"A particular virtue of wildlife ethics is that the hunter ordinarily has no gallery to applaud or disapprove of his acts, they are dictated by his own conscience, ..."

- Aldo Leopold

Those of you who know me know I like to hunt. One thing about hunting is that you are often alone with your thoughts and your safety and the safety of those around you depends on everyone getting the right training and doing the right thing.

In life and in hunting we usually know what is the right thing to do - we self regulate for our own safety and the safety of others.

When too many forget this - government is called upon to regulate us. The importance of the services our industry performs, along with the errors of some, have brought many rules upon us.

But like the hunter - our own conscience is the real mod- erator of our conduct.

I keep this in mind as I talk on your behalf with regu- lators. We know TBFAA mem- bers do the right thing each day and as your representa- tives TBFAA leaders try to keep any regulations rea- sonable.

In the following pages you will see how TBFAA was able to make compliance with Private Security and Fire rules a bit easier.

My goal as President is to keep up our effort to bring reason to each regulatory decision.

This is made easier with each member that joins. So if you haven’t join yet - Join Today!

Because the words below have never been more true.

“Coming together is a beginning, staying together is progress, and working together is success.”

Henry Ford
Central Texas Chapter
Meets the 3rd Tuesday of the month (except Oct & Dec) at 11:30 am
Check website for locations and times
POC: Brandon Blevins  p: 512.302.1181  e: service@granitesecurity.net
Phone: 877.908.2322
ctc.tbfaa.org

Northeast Texas Chapter
Meets quarterly in Longview Area. Plus local meetings will be held in various cities. Check website for times and locations.
POC: Ty Edwards  p: 903.593.9531  e: tye@ruddcontracting.com
Phone: 877.908.2322
netc.tbfaa.org

Rio Grande Valley Chapter
Corpus - 1st Tuesday of March, June, September & December. McAllen - 1st Thursday of even months.
POC: Daryl Smith  p: 956.973.1666  e: cmccaleb@securitydepotinc.com
Phone: 877.908.2322
rgvc.tbfaa.org

Houston Gulf Coast Association
Meets 2nd Thursday of the month 11:30 am - 1:00 pm at Cadillac Bar and Grill, Shepard @ I-10
POC: Debi Ulmer  p: 281.859.4589  e: debi@dispatchcenter.net
Phone: 281.859.4569
www.HGCAA.org

North Texas Alarm Association
3rd Thursday of each month at 11:30 am - La Hacienda Ranch - 17390 Preston Rd., Suite 100 Dallas, TX 75252
POC: Brant Pierce  p: 800.683.6773  e: Brant@SouthwestDispatch.com
Phone: 214.352.9352
www.NTAA.org

South Texas Alarm Association
Meets 2nd Tuesday of the month at 11:30. Check website for locations
POC: Mike Schobel  p: 210.564.2601  e: mschobel@asgsecurity.com
Phone: 210.402.6262
www.SouthTexasAlarm.org

National Electronic Security Alliance
NESA is a federation of state associations, including TBFAA, established to serve and promote the electronic systems industry at the direction of, and through its affiliated state associations.
POC: Jordan Brown  P: 800-542-7866  e: jordon@guardtronic.com
Phone: 301.519.9237
www.NESATUS.org

False Alarm Reduction Association
FARA is an association of persons working in public safety False Alarm Reduction Units that exchanges information, influences legislation and establishes relationships and partnerships with other groups interested in false alarm reduction. TBFAA and NESA are associate members of FARA.
POC: Brad Shipp  p: 301.519.9237  e: info@faraonline.org
Phone: 301.519.9237
www.faraonline.org
### Calendar of Events

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Visit www.tbfaa.org For the 2012 Calendar

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For over a decade NOVA has donated internet services to many non-profit groups, associations, and foundations. Over two-hundred donated websites that include groups such as children’s foundations and organizations, women shelters, hospices, and land preservation groups. NOVA’s charitable donations are made possible through providing scalable internet services to professional businesses and individuals.

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[Sales@NovaOne.net](mailto:Sales@NovaOne.net)
TBFAA Launches New Website

Brad Shipp, TBFAA

TBFAA has launched a new website with an updated look and improved organization. The new site allows everyone to see all the pages in the site, but some pages that contain information for TBFAA members will require a user name and password in order to be viewed.

In order to do that we need to get you registered with the site so that you can enjoy the maximum benefits of FARA.

Each existing member will need to fill out an application form (no payment required).

To get signup -
1. Go to the Join TBFAA under TBFAA tab.
2. Select the Existing member option
3. Complete the form

TBFAA is using the website registration process as an opportunity to clean up the current information, so you as the consumer, can benefit from the most up to date information.

You will receive a confirmation email within 72 hours of completing the online registration process.
By Brad Shipp, TBFAA

During the Private Security Bureau Session at the recent TBFAA Convention assistant director Ren Earl Bowie was asked if the required consumer sign could be made available on the web site.

Texas Administrative Code

TITLE 37 PUBLIC SAFETY AND CORRECTIONS
PART 1 TEXAS DEPARTMENT OF PUBLIC SAFETY
CHAPTER 35 PRIVATE SECURITY
SUBCHAPTER C STANDARDS

RULE §35.36 Consumer Information and Vehicle Signage

(c) A licensed company must display conspicuously in the principal place of business and any branch office, a sign containing the name, mailing address, and telephone number of the bureau, and a statement informing consumers or recipients of services that complaints against licensees can be directed to the bureau.

Soon after the convention President Hooker received this email.

Rodney,

Just a heads-up. Thanks to TBFAA’s inquiry and comments, the consumer sign is now posted on the PSB website for downloading under the “additional information” icon.

Thanks,

RenEarl
TBFAA Supporters

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Alarms Capital Alliance
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Bass Computers, Inc.
Contractors Wire & Cable
Digital Monitoring Products
Digital Security Controls
eDist
El Dorado Insurance Agency
Elite CEU
Gentex Corporation
Guaranty Insurance Services
HyperGraphic Impressions
Interlogix UTC
J.C. Gury Company
lrG
Napco Security Technologies
Nova Internet Services
Open Eye
Philadelphia Insurance
Security General International
Security Networks
SICC
Tri-Ed/Northern Video

Monitoring Members
Acadian Monitoring Services
Alarm Monitoring Services
Cen-Signal
CMS -Criticom Monitoring Services
Dispatch Center, Ltd.
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Response Center USA
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Altronix Corp
Automated Outlet Annex
Cen Signal
Counterforce
Creative Inspection Solutions
Criticom Monitoring Services (CMS)
Digital Watch Dog
Dispatch Center, Ltd
DMF
DSC
DVR Connection, Inc
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El Dorado Insurance Agency, Inc.
Elite CEU
Eyeforce, Inc
Fire Lite
HAI- Home Automation, Inc
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IP Security Sales
JC Gury
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Local Public Safety Updates

Copperas Cove Council amends burglary alarm system ordinance
11-5-11 - Killeen Daily Herald -
The City Council amended the city’s ordinance for burglary alarm systems to increase fines and clarify the appeals process for waiving those fees. According to the approved amendments, the city can now charge $50 for four to five false alarms, $75 for six to eight false alarms and $100 for more than eight false alarms in a 12-month period. The city also can now reject the use of an alarm system after eight false burglary or robbery alarms occur at the same location, according to the changes. The amendments also were supposed to require a free permit for residents who have a home alarm system, but the council rejected that portion of the ordinance.

Alarm response to require permits in El Paso County
10.26.11 - El Paso Times -
Starting next year, property owners in the county will have to obtain an alarm system permit in order for sheriff officers to respond to an alarm signal from their home or business. Commissioners Court approved an order implementing the measure at the request of County Sheriff Richard Wiles. Permit fees and fines would encourage property owners to maintain their systems, Wiles said. The order, which will take effect in January 2012, will require home and business owners who have alarm systems to register them with the county. Permits would cost $30 for residential properties and $60 for commercial buildings and would be valid for three years. The permit will allow sheriff’s officers to better track calls and crime trends, Wiles said. The first five false calls would not be fined, but a $75 fine could apply to false calls after that, Wiles said. Under the order, the Sheriff’s Office would not be required to respond to an alarm signal if the site doesn’t have a valid permit, Wiles said. That doesn’t mean his officers would ignore the call altogether, he said, but would first consider the property’s history and would not consider the call a priority.

West University Place City moves closer to OK tax rate; fees may increase
10.11.11 - Houston Chronicle -
West University Place City Council will soon adopt the 2012 budget, which includes a tax break, but they are also considering raising some fees for residents…. But the most significant proposed boost is in the monthly fee for West U. Police Department’s DirectLink Alarm system that would go from $25 per month to $39. Finance Director Rhonda Daugherty said moving the DirectLink fee to $39 makes it more comparable to other area alarm companies. She said this would affect nearly 1,500 DirectLink customers and would bring in more than $250,000.

Unlicensed alarm installer arrested
10.19.11 - Your Houston News -
The Texas Department of Public Safety filed charges on a Kingwood man for allegedly violating the private security act, a class A misdemeanor. According to Harris County court records, Ryan W. Rose, 31, was arrested Oct. 17 after he allegedly offered to perform the services of an alarm systems company by installing security cameras without holding a license...

“Ryan W. Rose, 31, was arrested Oct. 17 after he allegedly offered to perform the services of an alarm systems company by installing security cameras without holding a license...”
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Our two fully redundant monitoring centers are designed throughout with the same top-performing technology.

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- Alarmaccount.com enables selected end users to maintain their account information securely.
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- MASconnect API is a free application building tool for dealers.
- MASvideo API is a free development tool for video compatibility.

877-353-3031 • www.NMCcentral.com
Fire Marshal Changes License Numbers

Fire Marshal’s Notice
November 2011

State Fire Marshal Announces Changes to Registration/License Numbers

The following is a synopsis of upcoming changes to Company Certificates of Registration and Individual License numbers. These changes are part of the State Fire Marshal Office’s conversion to the State Insurance Regulators Connection (SIRCON) licensing computer software program and are required in order for companies and individuals to utilize the on-line licensing features of SIRCON.

Issue;
In SIRCON, the SFMO license numbers are stored in the same data field as the Insurance companies and agents licensed by the Texas Department of Insurance. In addition, the SIRCON license number field will only accept numeric characters, whereas the old SFMO database allowed letter prefixes to differentiate between license types; i.e. ECR, SCR, APS, RME. By eliminating the prefix as part of the data field, duplicate license numbers are created, both in relation to other SFMO records and when combined with TDI licensing records. The duplicates must be replaced with a new unique number generated automatically by the SIRCON program.

Who will be affected;
All companies and licensees whose current number (registration or license) is duplicated within SIRCON and was issued before September 7, 2010. This will include all four program areas; Extinguisher, Alarm, Sprinkler and Fireworks.

What will change;
If your current number is not unique, a new registration or license number will be issued.

IMPORTANT: The printed registration or license will still include the prefixes ECR, ACR, FWD etc. So your official license number will still be ECR-####, APS-####, etc.

Estimated Timeline;
March 2012 - SIRCON runs program to create new numbers for the identified list of duplicates.
April 2012 - SFMO Licensing Administration mails out new registrations/licenses.
April 2012 - Look-up tool on SFMO website enhanced to include both old and new numbers (to allow for transition period). Search capabilities to be added.
January 2013 - Deadline for transitioning to new number on all items where registration number is required to be displayed.

We understand the impact this will have to many, both monetarily and in staff time. Unfortunately, this change is required in order to consolidate the databases to meet current licensing requirements within TDI and to allow for future enhancements to our customer service. We are confident that given time, this change will prove to be worthwhile and will result in improved service to you.

Fire Marshal@tdi.state.tx.us (e-mail)  http://www.tdi.texas.gov/fire/fmli.html (Web site)
False Alarms Count Remains High

By OH&S—9-29-11

The latest NFPA Fire Analysis and Research Division report covers 2010 false alarm activity: a total of 2,187,000 responses, up 0.4 percent from 2009.

The good news in the NFPA Analysis and Research Division’s report covering 2010 false alarm activity is that the “malicious mischief” category - pulling a fire alarm as a prank, in other words – fell again to 163,000 such calls, the lowest total in more than 20 years. Malicious calls are only 7.5 percent of the total 2,187,000 responses to false alarms by U.S. fire departments, according to the report, which is based on an NFPA survey of departments.

A table included in the report shows that the 2010 total was the third-highest annual total for false alarm responses during the past 23 years. False alarm responses have topped 2 million every year since 1998, with the high for a single year since then being 2,241,500 in 2008, it shows. The report lists the 2010 total for all fire calls as a record 28,205,000, broken down this way:

- Medical aid: 18,522,000
- False alarms: 2,187,000
- Fires: 1,331,500
- Mutual aid: 1,189,500
- Hazmat: 402,000
- Other hazardous condition: 660,000
- Other: 3,913,000
TBFAA Meets with Fire Marshal to Address New License Numbers

Jeff Bright, TBFAA Legislative Chair

A meeting with responsible parties of the Texas Department of Insurance (TDI), State Fire Marshal’s Office (SFMO) and TBFAA representatives was held on November 15, 2011 at the State Capital to discuss the effects and possible accommodations relating to the transition to new fire alarm license numbers.

Representing the TDI & SFMO were Associate Commissioner for Governmental Relations Carol Cates, State Fire Marshal Paul Maldonado and Mark Lockerman the Director of Field Services, Inspections and Arson Investigations, SFMO and two data processing staff members.

Representing the TBFAA was Rodney Hooker, TBFAA President and Dean McWilliams, principle of McWilliams Governmental Affairs Consultants and Jeff Bright, TBFAA Legislative Committee Chairman.

After introductions Mr. Hooker presented our members concerns regarding the mandated change to a new format for individual and company license numbers. The concerns centered primarily on the cost and scope of changing everything that would need to be reproduced with a new license number from contracts, business cards to vehicle signage. Not only would there be a significant cost to fire alarm licensed companies and individuals, but the potential regulatory and legal liability would be acceptably high. He also questioned why we couldn’t operate with a cross reference database for some period to give companies time to exhaust existing stocks of stickers and other materials.

Carol Cates, Paul Maldonado and Mark Lockerman seemed to understand our concerns and committed to a phase in period that could be in the multi-year range (5-7 years). It was explained by the data processing staff present that the migration to online license registration necessitated the change to all numeric license numbers; however there is a cross reference mechanism in place currently and that it would be a relatively simple matter to leave the current license number look up in place on the TDI website and for some time in the future for use by AHJ’s and consumers. They also reported that when new license numbers or renewals are issued that the new all numeric licenses would be mandatory for online licensing activity. This would mean that even though a company or individual may still display the legacy license number they would have a new all numeric license that they must use for renewals, which will be online.

Mr. Maldonado asked Mr. Hooker to let him know how long the phase in period should be. Mr. Hooker indicated that he would poll the membership for guidance and respond sometime next week with a phase in time period that would be acceptable to the TBFAA.

The meeting ended with a general agreement that there would be a period of time in which there would be a dual license number situation with existing licensees and no enforcement action would be taken against legacy license displays during the phase in period.

This meeting was facilitated by the efforts of State Representative John Smithee and his Chief of Staff Andrea Stingley. The assistance of Dean McWilliams cannot be emphasized highly enough in this matter.

A special thanks to Roy Soto & Dale Elliot from Amarillo, TX for their help in representing the TBFAA on an important issue for our organization.
“Elevator Speech”

By Jim Smith, Guaranty Insurance

Whether you like it or not, believe it or not or want to accept it or not, we are all in sales. I happen to be in the insurance business and you are in the security business. In this economic environment, every member of your company should be aware they are part of the sales process, not just the salespeople.

Every encounter with a customer or prospect starts with how your phone is answered. Then it usually goes to a service person, sales person or a manager/owner. Pleasant, upbeat conversations at every level go a long way to how people perceive your company.

While you don't want people saying, “You don’t want to buy more security services today, do you?”, their persona on the phone can open doors for when someone in the process asks, “Is there anything else we can help you with today or any questions we can answer?”. That could lead to questions about upgrading their system, adding a system for an elderly parent or even referring you to a friend or neighbor. They are open to the question. If you are curt and unfriendly, the easiest thing to say is, “No” and hang up.

However, there are other opportunities that present themselves outside the work environment. It happens at parties or kids soccer games or high school reunions or any number of social events. That’s when someone asks you, “So, what do you do?”. Are you ready or do you just say something off the cuff like, “I sell alarms”.

The most successful salespeople have a little, mini-speech prepared for these occasions. It is called in the sales lingo “The Elevator Speech”. It is 2 or 3 short sentences that is really a sales pitch.

Here’s mine:
“I protect the assets of businesses using the largest, most financially secure insurance companies in the world. I have a large, professional staff supporting me and we save our clients thousands of dollars in premium each year.”

Better than, “I peddle insurance”.

This speech is always a work in progress. I change mine a couple times a year when I hear a phrase I like better or need to add information.

One last thing: it also makes you sound confident and assured. However, don’t ruin it by saying anything further, unless they ask a question. You’ll be surprised how often you do get a question. Just remember, it is tough to recall and smoothly say it if you’ve had 3 cocktails!

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By Mitch Reitman

The IRS has announced the Voluntary Classification Settlement Program (VCSP), a new program that allows eligible employers to voluntarily reclassify workers as employees, rather than independent contractors, for future tax periods. In exchange, the employers' liability for past payroll tax obligations will be reduced to only a minimal payment.

**Employee vs. Independent Contractor Issue**

As I have pointed out in this column in the past, many alarm companies misclassify their employees as "independent contractors" to avoid payment of payroll taxes. If the IRS determines that workers have been improperly classified as independent contractors rather than employees, the employer can be subject to significant back taxes, interest and penalties.

According to the IRS, one of the main factors determining whether a worker is an independent contractor is whether the employer has the right to control or direct only the result of the work — as opposed to also controlling the details of how the work is performed.

The IRS already offered the Classification Settlement Program (CSP), which allows qualified employers to prospectively reclassify workers as employees. However, the CSP is available only to employers undergoing an audit. The VCSP allows voluntary reclassification outside of the audit process and without the need to go through the normal administrative correction processes.

**VCSP Eligibility**

The VCSP is available to employers that currently treat their workers, or a class or group of workers, as independent contractors or other nonemployees. To be eligible, the employer must have consistently treated the workers as nonemployees and have filed required Form 1099s for the workers for the previous three years. The employer cannot currently be under audit by the IRS or under audit concerning the classification of workers by the Department of Labor (DOL) or a state governmental agency. Employers that qualify won’t be liable for any interest or penalties and won’t be subject to an employment tax audit on the classification of the workers in prior years.

**So, What Is In It For You?**

In exchange for reclassifying workers as employees, the employer’s liability for past payroll obligations is cut to 10% of the employment tax liability that may have been due on compensation paid to the workers for the most recent tax year, determined under Section 3509 of the Internal Revenue Code. There are certain additional limitations and conditions, so check with your tax advisor. Employers that qualify won’t be liable for any interest or penalties and won’t be subject to an employment tax audit on the classification of the workers in prior years. Again, there are some additional considerations and limitations, so consult with your tax advisor.

**Why Would You Want to “Volunteer” to Pay Taxes?**

Just days before announcing the VCSP, the IRS signed an agreement with the Department of Labor (DOL) to improve the coordination of their efforts to prevent employee misclassification by sharing information and law enforcement. Labor commissioners and other agency leaders from seven states signed similar agreements with the DOL, and four other states are also scheduled to sign agreements.

With these agencies swapping information on employee misclassifications, your company must take greater care than ever to properly classify workers, because one agency investigation could easily trigger another. So the time to review your worker classifications is now. If your company needs help determining how to properly classify employees, please give us a call. We can also help you decide whether you could benefit from the VCSP.

Mitch Reitman is an associate member and is Managing Principal of S.I.C. Consulting. He can be reached at 817-698-9999.
Distributor Alarm Express Opens 2 Branches,Helps Dealers Boost RMR
Expanding its footprint in the Southwest, wholesale security products distributor Alarm Express has opened two new offices in Corpus Christi, TX and Fort Worth, TX.

Hawk Security Earns Three-Peat as Dallas’ Top 100 Best Places to Work
For the third consecutive year, Dallas Morning News has named Hawk Security Services as one of the “Top 100 Best Places to Work” in the Dallas/Fort Worth area. In order to be considered for the program, a company must first be nominated by at least one individual. Employees are then asked to complete a survey to determine how they feel about their job and work environment. More than 48,000 employees completed the surveys, which are used to tabulate the Top 100 listings.

COPS to open fifth central station
COPS Monitoring is enhancing its “hometown” strategy by expanding from four central stations to five, with a new facility scheduled to open in Dallas in the first quarter of 2012. The Dallas site will complement COPS facilities here in Williamstown, and in Boca Raton, FL, Scottsdale, AZ, and Nashville, TN. The company opened its 4,100-square-foot Nashville station earlier this year despite the downturn that continues to hobble the U.S. economy.

Silent Knight Introduces Fire Alarm Monitoring System
Silent Knight by Honeywell has introduced a dynamic fire alarm monitoring system designed to simplify the management and maintenance of multiple fire alarms and speed response to emergency events. The Farenhyt IFP-NET-3 displays detailed, floor-by-floor layouts of protected facilities and their fire alarm systems. As many as 200 Farenhyt and Silent Knight fire alarms can be tied together using an existing Ethernet - no extra fiber or wire required - which allows multiple sites in a large geographic area to be monitored from one location. More detailed information on the IFP-NET-3 is available on www.farenhyt.com.

Silent Knight Offers Free Basic Fire Alarm Training Nationwide
Silent Knight by Honeywell announces its one-day Fire Drill course, designed to provide an introduction to basic fire alarm technology and specific Silent Knight systems. In addition to being offered free-of-charge throughout the year in cities across the U.S., the Fire Drill course qualifies attendees for CEUs (continuing education credits). More information on Silent Knight's ongoing series of basic and advanced fire alarm trainings, including course dates and locations, is available on www.silentknight.com.

Tri-Ed / Northern Video Distribution Adds Intransa as Vendor Partner
Intransa and Tri-Ed / Northern Video are pleased to announce a new distribution agreement. “Intransa brings simple, scalable, and affordable video optimized appliances to our customers,” said Pat Comunale, president and chief operating officer for Tri-Ed / Northern Video Distribution. “These customer proven platforms will be of immediate benefit across small projects to the most demanding physical security needs in video surveillance, access control, video analytics and PSIM.”
Ramblings of a Convention Chair

By Debi Ulmer
Dispatch Center, LTD

Another year has come around and the 2011 Convention is behind us as I reflect, lament and digress.

First, the reflections:

As it has in several years past, our event grew again this year and changed before our very eyes, as does a child. I lament the move from the Tremont Hotel, where I took my first baby steps as Convention Chair and we moved our Convention in a new direction under then President Chip Bird, but it was a necessary move. The Tremont was a great place to hold the Convention when we had 100 or 150 attendees but at 200 plus it was a little let’s say “cozy”. President Chris Russell took us back to Galveston after Hurricane Ike had forced us away two years earlier and we had more attendees there.

Now that we have passed the 275 attendees mark, the San Luis Hotel better meets our needs with its resort atmosphere, ample sleeping rooms, all with ocean views, and its unobstructed classroom views.

And now I digress. I was complimented many times on what a success the Convention was and it started me thinking about the process involved in making it all happen. I thought I might share a bit of that process with you. It shocked most people to find out that Brad Shipp and I start preparing for the next year’s Convention the week after the current one ends. Yes, you read that right: we work one year out. In 2012, we will be back at the San Luis just a little bit earlier in October than this year.

First a Committee is chosen, conference calls are planned and duties are assigned. As the calendar pages turn and time ticks along, the Convention consumes more of our daily duties. In March the casino vendor is reserved and the class schedules begin to develop in April. May begins the advertising phase and in June the web posting is designed and activated by Brant Pierce, followed in July by Sonny Sampson stepping up to the tee and planning the golf activities. Somewhere in mid-summer the Person of the Year is chosen by the past recipients, the “lucky” person’s name announced and ammunition gathered for the Roast and Toast.

Starting in August, the conference calls now become bi-weekly, the hotel provides us with a rooming list which is cross-checked against our Convention registration list, and phone calls and e-mails start to swarm like bees. September. Ah, yes, the sweet promise of Fall is not far away and the Convention is fast approaching, nerves start to fray, tempers flare and conference calls are now weekly. October is soon here and the Convention only a few short weeks away, phone calls and e-mails are flying faster, booths are now sold out, hotel rooms run short, menus are reviewed and decided, auction prizes bought and tempers once again flare.

Finally, the best part is here: the 72 hours, 4320 minutes or 259,200 seconds (not that I am counting) of the Convention itself begin. Old friends, some I get to see only once a year, begin arriving along with more and more new faces every year, promising the possibility of new friendships and business opportunities. New classes provide knowledge and the requisite CEUs, and the annual business luncheon and elections are held while the Exhibitors arrive and ready their booths. Shouts and laughter abound as the fortunate (or perhaps I should say unfortunate) Person of the Year is subjected to the Roast and Toast. Lady Luck smiles on those who choose to wager during the Casino Party and then, as the night wears on, Rex Adams, our resident Auctioneer, steps up to the microphone and the merriment begins as bidding heats up on the prizes.

As the night comes to a close and the farewell breakfast is only hours away, we once again start to think of next year....
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TBFAA Convention Highlights

Photos By Brian McKinney & Brad Shipp, TBFAA

Past President Chris Russell is recognized by Past President Chip Bird and incoming President Rodney Hooker

Mike Samulin is recognized as TBFAA Person of the Year by President Chris Russell

Rodney Hooker teaches a class

Joe Carr teaches a class

Exhibit hall has record attendance

Casino Night is enjoyed by all
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