Our Experts Can Make You One

TBFAA Annual Convention & Trade Show
October 29 & 30, 2015

Join Us by the Riverwalk
Video Monitoring Solutions

- Video Alarm Verification
- Video Motion Verification
- One-Way Audio Companion
- Two-Way Audio Companion
- Video Tour
- Video Audit
- Video Escort

(877) 888-7116
Sales@SouthwestDispatch.com
www.SouthwestDispatch.com

TX License # B05864
CONTENTS

September 2015 Issue

- General News
  - Make a Difference!
  - Fire Alarm Installation Inspections—Do You Comply?
  - Flexible Spending Accounts as Employee Benefits
  - 2015 Candidates for TBFAA Board of Directors
  - TBFAA Annual Convention
  - TBFAA Convention Schedule
  - Kelly Ryan is the TBFAA 2015 Person of the Year
  - 2015 Training Schedule

AD Index

<table>
<thead>
<tr>
<th>Advertiser</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>ADI</td>
<td>09</td>
</tr>
<tr>
<td>All American Monitoring</td>
<td>15</td>
</tr>
<tr>
<td>COPS Monitoring</td>
<td>17</td>
</tr>
<tr>
<td>Dispatch Center</td>
<td>05</td>
</tr>
<tr>
<td>El Dorado Insurance</td>
<td>06</td>
</tr>
<tr>
<td>JC Gury</td>
<td>03</td>
</tr>
<tr>
<td>NMC—National Monitoring Center</td>
<td>11</td>
</tr>
<tr>
<td>Nova Internet Services</td>
<td>10</td>
</tr>
<tr>
<td>Rapid Response Monitoring</td>
<td>03</td>
</tr>
<tr>
<td>Reitman Consulting Group</td>
<td>23</td>
</tr>
<tr>
<td>SentryNet</td>
<td>19</td>
</tr>
<tr>
<td>Southwest Dispatch Center</td>
<td>02</td>
</tr>
<tr>
<td>Texas Alarm Monitoring Services</td>
<td>21</td>
</tr>
<tr>
<td>Tri-Ed/Northern Video</td>
<td>13</td>
</tr>
<tr>
<td>UCC</td>
<td>07</td>
</tr>
</tbody>
</table>
TBFAA Information

<table>
<thead>
<tr>
<th>Board of Directors</th>
</tr>
</thead>
<tbody>
<tr>
<td>President  Jeff Bright</td>
</tr>
<tr>
<td>Electronic Security VP  Kelly Ryan</td>
</tr>
<tr>
<td>Fire Vice President  Roy Horn</td>
</tr>
<tr>
<td>Secretary  Debi Ulmer</td>
</tr>
<tr>
<td>Treasurer  Malcolm Reed</td>
</tr>
<tr>
<td>Immediate Past President  Rodney Hooker</td>
</tr>
<tr>
<td>Associate Dir.  Charles Vickers</td>
</tr>
<tr>
<td>Membership Dir.  Mary Edmonson</td>
</tr>
<tr>
<td>Training Director  Whitney Crahen</td>
</tr>
<tr>
<td>Region 1 Director  Edward Viavattene</td>
</tr>
<tr>
<td>Region 2 Director  Brant Pierce</td>
</tr>
<tr>
<td>Region 3 Director  Sonny Sampson</td>
</tr>
<tr>
<td>Region 4 Director  Joe Carr</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Local Associations &amp; Chapters</th>
</tr>
</thead>
<tbody>
<tr>
<td>HGCAA Board Member</td>
</tr>
<tr>
<td>Amanda Jackson</td>
</tr>
<tr>
<td>NTAA Board Member  Kyle Beller</td>
</tr>
<tr>
<td>STAA Board Member</td>
</tr>
<tr>
<td>Mike Schobel</td>
</tr>
<tr>
<td>Central Texas Chapter</td>
</tr>
<tr>
<td>Paul Rusch</td>
</tr>
<tr>
<td>Northeast Texas Chapter</td>
</tr>
<tr>
<td>Lloyd Young</td>
</tr>
<tr>
<td>Rio Grande Valley Chapter</td>
</tr>
<tr>
<td>Joel Hilliard</td>
</tr>
<tr>
<td>Ex Officio- Non Voting</td>
</tr>
<tr>
<td>Director Emeritus Rex E. Adams</td>
</tr>
<tr>
<td>Director Emeritus  Roger Byrd</td>
</tr>
<tr>
<td>Director Emeritus Chip Bird</td>
</tr>
<tr>
<td>Financial Advisor  Mitch Reitman</td>
</tr>
<tr>
<td>Legislative Chair  Chris Russell</td>
</tr>
<tr>
<td>Executive Director Brad Shipp</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Committee Chairs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bylaws  - Roger Byrd</td>
</tr>
<tr>
<td>Convention - Debi Ulmer</td>
</tr>
<tr>
<td>False Alarm Reduction  - Joe Carr</td>
</tr>
<tr>
<td>Legislative  - Chris Russell</td>
</tr>
<tr>
<td>Member Services &amp; Transmitter - Mary Edmonson</td>
</tr>
<tr>
<td>Training  - Whitney Crahen</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Central Texas Chapter</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.tbfaa.org">www.tbfaa.org</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Northeast Texas Chapter</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.tbfaa.org">www.tbfaa.org</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rio Grande Valley Chapter</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.tbfaa.org">www.tbfaa.org</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Houston Gulf Coast Association</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.HGCAA.org">www.HGCAA.org</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>North Texas Alarm Association</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.NTAA.org">www.NTAA.org</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>South Texas Alarm Association</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.SouthTexasAlarm.com">www.SouthTexasAlarm.com</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>National Electronic Security Alliance</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.NESAUS.org">www.NESAUS.org</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>False Alarm Reduction Association</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.faraonline.org">www.faraonline.org</a></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Texas Fire Alarm Association</th>
</tr>
</thead>
<tbody>
<tr>
<td><a href="http://www.tfaa.com">www.tfaa.com</a></td>
</tr>
</tbody>
</table>

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.

The TRANSMITTER is published by the Texas Burglar and Fire Alarm Association, a Texas not for profit association.

Texas Burglar and Fire Alarm Association
P.O. Box 224848
Dallas, TX 75222-4848
Phone: 877.908.2322 Fax: 877.908.2522

Transmitter Editor
Mary Edmonson 800.995.4894

Advertising Information
Brad Shipp 877.908.2322
Maybe things would have turned out differently...

if the Alamo had modern security technology like your company installs, and the monitoring and response services that Dispatch Center provides.

Give your customers the fast, professional monitoring and reporting service they deserve like your business depends on it. They count on you to keep their homes and businesses safe, and you can count on Dispatch Center to make sure they are.

We’re Dispatch Center and we’ve got your back.

Dispatch Center Ltd., 101 Galleria Fair, San Antonio, Texas 78232 • 866-491-3400 • www.dispatchcenter.net

License Numbers: TFSB: 808709 | SFMO: AGR-2247 | U.L.: 5-7157-1
Jeff Bright

As I write this in mid-August in Central Texas we are experiencing some pretty high temperatures. It’s at times like this that I feel sorry for all of those alarm technicians that have to crawl attics.

As most of you know the annual TBFAA Convention is just around the corner, late October, and in San Antonio this year. We’ll have everything under one roof again so no more shuttle bus rides to classes and trade show. Get registered and we’ll see you in San Antonio.

One of the highlights of the convention is the Person of the Year dinner and roast. If you didn’t know the POTY committee selected Mr. Kelly Ryan as TBFAA’s honoree for this award. This dinner alone will be reason enough to attend the convention. I think he will be a record breaker for this award as the youngest and tallest recipient.

One of the existential benefits of TBFAA membership has helped my company recently. I have a close friend in another city about 150 miles away, far enough to make you think about sending an in house installer on a small alarm installation. Through networking connections due to TBFAA membership I was able to connect with an established independent alarm company with a good reputation in the area in question. The installer showed up on time and did a great job.

I want to thank Mr. Charles Crenshaw. As you may know, Mr. Crenshaw is our industry’s Private Security Board member and he will be stepping down from that position by the end of the year. He has selflessly fulfilled his duties to our industry and our state for many years and without any remuneration. I’m sure he’ll be at the convention, so if you see him say thanks.

See you all in San Antonio.

Jeff Bright – President
Texas Burglar and Fire Alarm Association
Austin, TX

Alarm Installation & Monitoring Companies:
You keep an eye out for your customers, protecting them from otherwise unseen threats.

But Who’s Watching Out For You?

El Dorado Insurance Agency, Inc. knows and understands the unique nature of the electronic security industry. We’ve been creating customized programs for alarm companies and security industry businesses since 1968. With El Dorado, you will get solid coverage at the most competitive rates and a dedicated team of professionals that can make obtaining insurance easy.

» Best’s Rated A Insurance Carriers
» Prompt Quotes Provided
» Timely Insurance Filings
» Includes Coverage for Errors & Omissions, Personal Injury, Products & Completed Operations, Blanket Additional Insureds, Care, Custody & Control, Independent Contractors and Much More

EL DORADO INSURANCE AGENCY, INC.

Texas: 3673 Westcenter Drive, Houston • Texas 77042
713.521.9251 (phone); 713.521.0125 (fax); 800.221.3386 (phone); 800.700.0126 (fax)
California: 2809 Unicorn Rd., Suite 102 • Bakersfield CA 93306
661.393.4710 (phone); 661.393.4771 (fax); 800.221.3386 (phone); 800.700.0126 (fax)
Doing business in California under License #0F59751, doing business as El Dorado Security Services Insurance Agency.

Visit www.eldoradoinsurance.com or contact us at 800.221.3386 or specialist@eldoradoinsurance.com

Jeff Bright
Email—president@tbfaa.org
UNPARALLELED DEALER SUPPORT

Your Business + Our Resources = SUCCESS

Access a wide variety of monitoring and lifestyle services to help increase RMR.

Control attrition, increase sales and grow profits with our Strategic Consultation.

Increase your market share through our comprehensive marketing support.

Get on-site training on all of UCC's services custom-tailored to your needs.

www.teamucc.com

888.TEAM UCC
(832-6822)

UCC is licensed virtually everywhere in the U.S.

Texas License: #B06490 / Florida License: #EF20000387 / California License: #AC06397
Make a Difference!

By Kelly Ryan
VP TBFAA Electronic Security

Several years ago, during a meeting with a burglar alarm company, I mentioned the new (at that time) requirement from the Texas DPS for the “Alarm Activation & Installation Certificate”, also known as PSB-53. The company owner asked with surprise, “How come nobody told me?”

Simply stated, it is up to each and every company owner & manager to stay on top of changes that affect their business and our industry, and it can be a daunting task if you go it alone, but there are resources available to everyone that can help eliminate the surprise. From email updates to group meetings, there are multiple opportunities to gain the information needed to stay informed of the latest changes in our industry.

Let’s look a few of these opportunities… At the end of October, the TBFAA will have its 2015 Annual Convention & Trade Show in the grand city of San Antonio! This single event gives attendees many opportunities to keep current with information directly from the source. There will be updates on fire alarm licensing from Director Ernest McCloud of the Texas State Fire Marshal’s office. Updates for the Texas DPS will be presented by Texas DPS Assistant Director, RenEarl Bowie, and legislative updates will be given by Dean McWilliams of McWilliams Government Affairs Consultants. Everyone should make this event a priority as this type of opportunity only comes along once a year!

While it is important that you get involved with the TBFAA, it is also important to be involved in your local security & fire alarm association or TBFAA Chapter. These groups typically have monthly meetings and share the information they learn as well as discuss local issues. It is not uncommon for these groups to have the local Chief of Police, Fire Marshal, or local Sheriff appear as guest speakers, and the information they can give is well worth the small investment of time. Every local association and TBFAA Chapter should be applauded for the valuable work they do, and I encourage everyone to get involved.

Avoid surprises! Whether on a local level or through the state association, you can stay informed, but only if you get involved. More information on the local associations as well as the 2015 Annual Convention is available on the TBFAA website, or better yet, reach out to a member of your local association or the TBFAA and together we can make a difference!

Fire Alarm Installation Inspections–Do You Comply?

by: Whitney J. Crahen, SET
TBFAA Training Director

There are three inspections that are commonly overlooked by registered firms or licensed fire alarm companies every day.

In 34.618 Installation Inspections of the Fire Alarm Rules, the section refers to three inspections that shall be performed by a fire alarm contractor or his licensed subcontractors. These inspections are intended to assure proper or Code compliant installation techniques are being performed.

When you download the Statute and Rules from the State Fire Marshal’s website, this installation inspection form can be found on page 25.

The First Inspection shall be performed at the completion of the device back-box installation before any cable is installed.

The Second Inspection shall be performed at the completion of the cable installation before any devices are installed.

The Third Inspection shall be performed at the completion of device installation before you power up the fire alarm panel.

This FIRE ALARM SYSTEM INSTALLATION INSPECTION FORM is a required part of your fire alarm system paperwork. If you cannot provide evidence that these required inspections have been performed, you run the risk of being fined and could be liable for even more repercussions.

References are taken from:
TEXAS ADMINISTRATIVE CODE, TITLE 28, PART 1, CHAPTER 34, STATE FIRE MARSHAL
SUBCHAPTER F. FIRE ALARM RULES, 34.601 - 34.630
NOBODY
Sells MORE Security than ADI
But ADI Sells a lot MORE!

Visit the ADI location near you:

**ADI - Austin**
1901 West Briar Lane, Suite 100
Austin, TX 78758
Ph: 512.832.5440
Fax: 512.832.9020
Email: austin.us@adiglobal.com

**ADI - Dallas**
12880 Valley Branch Lane
Farmers Branch, TX 75234
Ph: 972.402.8812
Fax: 972.405.1431
Email: dallas.us@adiglobal.com

**ADI - Houston**
7425 Pinemont Drive, Suite 100
Houston, TX 77040
Ph: 713.861.9418
Fax: 713.861.9986
Email: houston.us@adiglobal.com

**ADI - North Houston**
355 Pennbright Drive, Suite 110
Houston, TX 77090
Ph: 281.872.4830
Fax: 281.872.4029
Email: northhouston.us@adiglobal.com

**ADI - San Antonio**
853 Isom Road
San Antonio, TX 78216
Ph: 210.360.3327
Fax: 210.360.4703
Email: sanantonio.us@adiglobal.com

**YOUR BUSINESS DESERVES MORE**

more › products  more › locations  more › savings  more › support

For orders, call 1.800.233.6261  For Systems Sales & Support, call 1.800.234.7971  Online catalog @ www.adiglobal.com/us
Thanks to the TBFAA Lone Star

Nova Internet Services, Inc. - a Facility Based ISP since 1996

We’re not just another Internet Provider. We share many interests and business traits:

- Member of the TBFAA (16 yrs)
- Industry Veterans (Internet)
- Trustworthy
- Very good at what we do
- Attends Alarm Association Events and Meetings
- Reliable
- Texas Based - Texas Corporation
- Reasonable and Competitive Rates
- Loyal

- Domain Name Registration
- Scalable Web Hosting
- E-mail Post Office Services
- Web 2.0 / CMS
- SEO - Search Engine Optimization
- Website Editing and Consultation Services
- Authoritative Domain Name Service
- Dedicated Server Hosting
- High-speed Internet Services 1.5mb to 100mb

NOVA ONE

214-904-9600 • www.NovaOne.net • Sales@NovaOne.net
NMC's Investment Sets the Bar for Future Monitoring Centers

From its humble beginnings, NMC has experienced tremendous growth over the last 13 years due to a loyal dealer base that recognizes and values NMC’s superb service and commitment to the latest in monitoring facilities and technology.

Recently, NMC has reinvested nearly $6 million to purchase a brand new facility in Lake Forest, California, as well as all new leading-edge monitoring center technologies including hardware, infrastructure, telecommunications and redundancies.

This investment represents the future in central monitoring stations, providing NMC’s dealers the competitive edge to succeed in the market place, while securing NMC’s position as the premier national monitoring company for years to come.

We welcome you to tour the new NMC Lake Forest, California or Irving, Texas monitoring centers. Please contact us to arrange your visit at 800.353.3031 or email us at sales@NMCCentral.com.

www.NMCCentral.com
877-353-3031
Flexible Spending Accounts as Employee Benefits

By: Mitch Reitman
Reitman Consulting Group

ACA is Upon Us

The Affordable Care Act (ACA) is upon us and it will most certainly change the way that small businesses, and employees, look at health care.

Coverage Required

As we all know, substantially all employees are now required to have some sort of health insurance coverage. If you do not provide health care insurance to your employees they will be required to obtain it on their own.

Deductibles

Many of the plans available to individuals automatically cover “wellness” exams (physicals, etc…) but they have deductibles. The point at which many policies begin to cover non “wellness” medical care, can be as high as $5,000 per individual, per year. This means a trip to a doctor’s office or emergency room may not be covered.

Flexible Spending Accounts

Even if your employees obtain their own insurance coverage, you can help them to cover this cost with essentially “tax free” money by establishing Flexible Spending Accounts (FSA’s).

Employees Can Save

The amounts that employees contribute to these plans are not subject to income tax or FICA.

Employers Can Save

Employers save because they do not pay the employer’s portion of FICA taxes or any FUTA taxes on the amount.

Simple to Establish

FSA’s are fairly simple to establish, and are funded by deductions from employee paychecks.

Employees can contribute $2,500 to a FSA per year, and the funds can be used for a wide range of medical services, including prescription drugs.

Some Restrictions Apply

The funds can also be used to pay for medical services and procedures, that would normally be paid for by the employee’s health insurance plan, but which are not reimbursed because the employee has not met his/her deductible.

Many employees like the fact that money in an FSA is “out of sight and out of mind” in that it is somewhat of a voluntary, but automatic, savings plan and tends to soften the economic effects of minor medical expense.

Employees who choose to participate must do so prior to the beginning of each plan year. Employees may only change their elections under a limited number of circumstances, which are detailed in the IRS Code.

Employers may also contribute to the accounts but they do not have to.

Employers may also allow employees to carry over up to $500 of year end balances, and may also allow a 2 ½ month grace period for covered expense after year end.

FSA’s do require some additional paperwork and reporting but they are an excellent benefit, even for a small security company.

The plan must be in place by year end, so talk to your tax professional today.

Mitch Reitman is Principal of Reitman Consulting Group, which provides tax and business advisory services to the Security and Systems Integration Industry. He can be reached at 817-698-9999 or WW.Reitman.US.
THE FUTURE OF SECURITY DISTRIBUTION STARTS NOW

Your first global, full-line security distribution partner

TRI-ED
An Anixter Company
tri-ed.com

ANIXTER
anixter.com

CLARK
An Anixter Company
clarksecurity.com

To contact your local branch, call 888 874 3336
2015 Candidates for TBFAA Board of Directors

Nominating Committee Slate

The nominating committee consisting of Rodney Hooker, Chris Russell, Chip Bird and Rex Adams is presenting the following slate of officers for 2015-2016.

- President - Kelly Ryan, Dispatch Center, LTD - Houston
- Vice President Security - Paul Rusch, Blue Line Security - Austin
- Vice President Fire - JJ Moore, JM Electronic Engineering, Inc. - Austin
- Secretary - Debi Ulmer, Security Partners - Houston
- Treasurer - Malcolm Reed, Southwest Dispatch Center- Richardson
- Membership Director - Mary Edmonson, United Central Control - Houston
- Training Director - Whitney Crahen, F.A.C.T.S., LLC - San Antonio

Additional Candidates

During the process of considering candidates we have become aware of the following additional candidates:

- For President - Debi Ulmer, Security Partners, Houston
- For Treasurer - Penny Mayorga, Great White Solutions, Inc., Orchard
- For Training Director - Van Mayorga, Great White Solutions, Inc., Orchard

Note: Since we have a person that is a candidate for two offices we will vote for President first and then VP Security, VP Fire, Secretary, Treasurer, Membership Director and then Training Director.

Some Directors are Elected by Specific Member Groups

Regional Directors will be selected by the members of each region that attend the meeting. The Associate Director will be selected by the associate members that attend the meeting.

Deadlines for Additional Candidates to Come Forward

Any member in good standing can nominate any qualified member in good standing for any of the offices up for election at any time before the vote for that office, which will occur at the annual membership meeting in San Antonio on October 29th, 2015.

TBFAA will send an email to our email list with information on each candidate on October 15th. Nominees that come forward on or before October 9th at 5pm Central will be included in that email.

TBFAA will prepare an Onsite Transmitter that will include information on each candidate that will be distributed to convention attendees. Nominees that come forward on or before October 21th at 5pm Central will be included in the Onsite Transmitter.

Where to Send Your Nominations

Please send your nominations directly to Brad Shipp at exdirector@tbfaa.org.

Here are the qualifications for each position:
Ask how our **Meye View** Video Verification System with our IP Camera Systems priced lower than wholesale could prove to be an asset for your company.

**1-800-318-9486**  
visit our website to learn more  
www.allamericanmonitoring.com
TBFAA Annual Convention & Trade Show
October 29 & 30, 2015

Where: Wyndham San Antonio Riverwalk
111 E. Pecan Street
San Antonio, TX 78205
866-764-8536
Call by 9/28/15 for $139 a night rate

Our Keynote Speaker

Pete Rearden

"Oops...Your Attitude Is Showing"

A Powerful, Motivational, Inspirational, Educational and Humorous Presentation Presented by a Dallas Based National Speaker and Humorist

Evaluation Comments from the Texas Court Administrators Association

"Pete was wonderful, had our attention and gave great ideas. Would love to hear him again." ~ "Very good, interesting and funny." ~ "Lots of good advice with much needed humor." ~ "Great speaker - good reminder of what we know, but don't always practice - great laughs." ~ "Inspiring and entertaining." ~ "Humorous, effective, bring him back."

Topics Covered:
• Right Thinking
• Goal Setting
• Praise & Appreciation
• Leadership
• Success
• Enthusiasm
• Free Trade Show Admission
• Restructured Exhibit Hours
• All Events at the Hotel
• Special Keynote Speaker at Thursday Lunch
• Drawings for Attendees during the Show
• No events during Show Hours
• Networking Reception After the Trade Show
• Roast & Toast Dinner after the Trade Show
• Pool Party with Cash Bar After Roast & Toast

Make sure to visit www.tbfaa.org to register.
Offering home control and lifestyle services alone are not enough.

Apps that provide home and security control can help to reduce attrition and increase RMR, but they can also leave your customers wondering when an alarm occurs...

Who was called? Was a passcode given? Were the authorities dispatched? Is everyone OK?

Give your customers complete peace of mind with your own private labeled and custom-colored MPower smartphone, tablet, and computer subscriber access only at COPS Monitoring. Read more and view examples at copsmonitoring.com/appetite.
### WEDNESDAY 10/28/15

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>11am-6pm</td>
<td><strong>Golf</strong> - Canyon Springs Golf Club - 11:00am putting contest–12:00pm Lunch–1:00 shotgun start - Shuttle will be provided to and from hotel</td>
</tr>
</tbody>
</table>

### THURSDAY 10/29/15

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7am-2pm</td>
<td>Registration</td>
</tr>
<tr>
<td>8-9am</td>
<td><strong>Opening Networking Breakfast</strong> - Meet and greet your fellow attendees</td>
</tr>
<tr>
<td>10-1pm</td>
<td><strong>Exhibitor Setup</strong></td>
</tr>
<tr>
<td>9-11:50am</td>
<td><strong>FARA Public Safety Forum</strong> - Kerri McDonald, Alarm Administrator Riverside, CA / FARA President &amp; Kathleen Schraunagel, Monitronics / FARA Emeritus Board Member</td>
</tr>
<tr>
<td>9-9:50am</td>
<td><strong>Ethics</strong> - Joe Carr, United Central Control</td>
</tr>
<tr>
<td>9-9:50am</td>
<td><strong>Security Redefined</strong> - Ragan Davis, DSC</td>
</tr>
<tr>
<td>10-10:50am</td>
<td><strong>TBFAA &amp; Legislative Updates</strong> - Chris Russell, TBFAA Legislative Chair &amp; Dean McWilliams, TBFAA Lobbyist</td>
</tr>
<tr>
<td>10-10:50am</td>
<td><strong>Cameras &amp; Video Hosting Technology</strong> - Dudley Goodwin, Alarm.com</td>
</tr>
<tr>
<td>11am-11:50am</td>
<td><strong>Fire Updates</strong> - Captain Ernest McCloud- State Fire Marshal’s office</td>
</tr>
<tr>
<td>11am-11:50am</td>
<td><strong>GPS Vehicle &amp; Asset Tracking</strong> - Steve Means, Honeywell Security</td>
</tr>
<tr>
<td>Noon- 1:30pm</td>
<td><strong>Keynote Lunch &amp; TBFAA Membership Meeting</strong> - TBFAA will hold elections, vote on bylaws changes, members can ask questions. Speaker: &quot;Oops...Your Attitude Is Showing&quot; Peter Rearden</td>
</tr>
<tr>
<td>1:30-2:30pm</td>
<td><strong>Private Security and Code Updates</strong> - Ren Earl Bowie, DPS Private Security Bureau</td>
</tr>
<tr>
<td>1:30-2:30pm</td>
<td><strong>Life Safety Product Updates</strong> - Randy Reyna, System Sensor</td>
</tr>
<tr>
<td>2:30-5:30pm</td>
<td><strong>TBFAA Trade Show</strong> - See the latest tech and make new contacts and catch up with established ones.</td>
</tr>
<tr>
<td>6-7pm</td>
<td><strong>Presidents Networking Reception</strong> - Meet and greet your fellow attendees</td>
</tr>
<tr>
<td>7-9pm</td>
<td><strong>TBFAA Roast &amp; Toast Dinner</strong> - Join us to honor and roast Kelly Ryan - it is sure to be a unique and unforgettable evening.</td>
</tr>
<tr>
<td>9pm-Midnight</td>
<td><strong>No Host Party</strong> - Sometimes the informal networking it the best networking</td>
</tr>
</tbody>
</table>
ALARM INSTALLERS
MANAGE YOUR SECURITY ACCOUNTS

SentryNet understands the needs of today’s security alarm installers and provides the expertise at the best price in the industry. Our hot redundant facilities are NISPOM compliant. SentryNet is licensed nationwide in the US and with jurisdictions in Canada and Mexico. Certified Central Station Operators answer your calls 24/7. Our Mobile Apps are designed to help you stay connected and manage all your accounts. Contact SentryNet today at 800-932-3304 or visit sentrynet.com.

Get connected in a SNapp™
Our account-managing app is available for Apple, Android, and Blackberry Devices.

Learn more and download the app at SentryNet.com
## TBFAA Convention Schedule

### FRIDAY 10/30/15

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>7-11:15am</td>
<td>Registration</td>
</tr>
</tbody>
</table>
| 8-9am      | Networking Breakfast  
Meet and greet your fellow attendees                                      |
| 9-9:50am   | National Electrical Code  
John Wood - Train A Technician                                             |
| 9-9:50am   | How to Sell: The New Avenues of Communication  
Sharon Elder - National Monitoring Center. Learn how to effectively sell the new avenues of communication! |
| 10-11:50am | Fire Forum  
The panel will include fire officials from around the State as well as Dealers and AHJ’s. Get your questions ready for this elite group of professionals! |
| 10-10:50am | Surge and Overcurrent Protection for fire and security cameras.  
Chris Ralston, Ditek Corp                                                   |
| 11am-11:50am | Transforming Your Company into a High-Value Business  
Kelly Bond, Alarm Capital Alliance. Learn about equipping yourself with services, technology and procedures that help to make your business more successful. Explore practices, including monitoring and managing attrition that will help to make your business more efficient today and more valuable now and into the future. |
| Noon-2pm   | TBFAA Board Meeting                                                  |

### Kelly Ryan is the TBFAA 2015 Person of the Year

**By: Brad Shipp, TBFAA**

On behalf of the committee, I am pleased to announce that Kelly Ryan is our TBFAA Person of the Year for 2015.

The Person of the Year Selection Committee is Jeff Bright and Brad Shipp along with the past honorees: Malcolm Reed, Rex Adams, Rodney Hooker, Chip Bird, Mike Samulin, Chris Russell, Roy Horn and Roger Byrd.

Kelly was selected for his long term service to TBFAA including on the convention and legislative committees, as the Associate Director and for his work in getting the Rio Grande Valley chapter up and running.

Please join us in congratulating Kelly and plan to participate in the Roast & Toast Dinner in his honor on Thursday 10/29/15 at the Wyndham San Antonio Riverwalk in San Antonio.
AMS Puts the Services You Need in the Palm of Your Hand.

877.740.0283 | www.monitor1.com

AL: 427 AR: E-M20090035 TN: 901 TX: B12591 TX Fire: ACR-1750744 VA: 11-6349
# 2015 Training Schedule

## Gain Confidence & Improve Your Skills

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.

### Fire Exam Prep


<table>
<thead>
<tr>
<th>Month</th>
<th>Fire Prep</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>September</td>
<td>9&amp;10</td>
<td>Dallas – Farmers Branch</td>
</tr>
<tr>
<td>October</td>
<td>7&amp;8</td>
<td>El Paso</td>
</tr>
<tr>
<td>November</td>
<td>5&amp;6</td>
<td>San Antonio - ADI</td>
</tr>
<tr>
<td>December</td>
<td>9&amp;10</td>
<td>McAllen - TriEd</td>
</tr>
</tbody>
</table>

### 8 Hour - 1 day Residential Fire Alarm Technician


<table>
<thead>
<tr>
<th>Month</th>
<th>Fire Prep</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>June</td>
<td>3</td>
<td>Houston- TriEd North</td>
</tr>
<tr>
<td>September</td>
<td>11</td>
<td>Dallas – ADI Farmers Branch</td>
</tr>
<tr>
<td>October</td>
<td>9</td>
<td>El Paso</td>
</tr>
<tr>
<td>November</td>
<td>13</td>
<td>San Antonio - TriEd</td>
</tr>
<tr>
<td>December</td>
<td>11</td>
<td>McAllen - TriEd</td>
</tr>
</tbody>
</table>

### Level 1 Class

This training program, provided by TBFAA is a certified, nationally recognized training program approved by the Texas Private Security Bureau, License #0104. This 16-hour course meets requirements for installers and salespersons. The program provides an overview on the theory, installation and maintenance of alarm systems. Topics include: Burglar Alarm Systems Overview, Sensors, Controls & Communications, Notification Devices, Hold up Alarms, Professionalism & Ethics, Building Construction, Safety, Law, Standards & Codes, General Electricity & Electronics, Microprocessors & Computers, Tools & Fasteners, Testing & Troubleshooting.

<table>
<thead>
<tr>
<th>Month</th>
<th>Days</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>September</td>
<td>17&amp;18</td>
<td>Houston – ADI Pinemont</td>
</tr>
<tr>
<td>October</td>
<td>15&amp;16</td>
<td>El Paso</td>
</tr>
<tr>
<td>November</td>
<td>12&amp;13</td>
<td>Dallas - Farmers Branch</td>
</tr>
<tr>
<td>December</td>
<td>3&amp;4</td>
<td>El Paso</td>
</tr>
<tr>
<td>December</td>
<td>17&amp;18</td>
<td>McAllen - TriEd</td>
</tr>
</tbody>
</table>

For class offerings, information and additional dates, visit www.TBFAA.org or call 877-908-2322.
Sure. Most accountants know...

But not...

Reitman Consulting knows both.

Does your tax professional really understand your business? Do you have information that helps you to run your company and compete? Has your tax pro even called you to do year end planning?

Our only clients are Security and Systems Integration firms just like yours. We know the ins and outs of the profession and what it takes to succeed, not just survive. We prepared hundreds of tax returns for firms just like yours last year -- large and small. We stay involved and communicate with you year round, not just at tax time. We are at your association meetings and conventions. We know who you are and what you do.

This year, why not get real value from your tax professional. Call 817-698-9999. Let’s get started!

Our firm was originally founded as S.I.C. Consulting in 2001. We are a brick and mortar consulting group with associates who know your business and have the experience and resources to assist you. Reitman Consulting Group began with a pencil and knowledge of the security and systems integration industry. Although founder Mitch Reitman has much more than a pencil now, he still has the desire and ability to serve the industry.

We’re ready to go. Are you?

Reitman Consulting Group, Inc.
Tax Consulting • Brokerage • Valuation
5408 Woodway Drive
Fort Worth, TX 76133
817-698-9999  www.reitman.us

We’re here to help with Federal, State and Local Tax Preparation. Call us today.
Our Experts Can Make You One!

At The

TBFAA 2015 Convention & Show

Golf 10-28-15
Show, Member Meeting & Classes 10-29-15
Classes 10-30-15

Discover Unforgettable San Antonio

Wyndham San Antonio Riverwalk
111 East Pecan Street
San Antonio TX 78205

For More Information
Visit www.tbfaa.org
or call 877.908.2322