

Leading Your Security Company: *Stimulating & Sustaining Profitable Growth*

A seminar for contract security firms

Tuesday, January 24, 2006

Hilton Garden Inn Ft. Lauderdale/Hollywood Airport Hotel

Dania Beach, FL



With the recent growth in the security industry, many contractors are looking for an edge to set them apart from competition while sustaining profitability. *Leading Your Security Company: Stimulating & Sustaining Profitable Growth* brings industry experts together to help owners as well as operational and financial management find ways to get ahead in the marketplace and ultimately achieve all of the business' strategic goals.

Discussion Topics

- Strategic Growth Components
 - Characteristics of a profitable security company
 - Understanding cost behavior and break even point
 - The art of strategic pricing
 - Cash flow management
 - Tools for management control
- Insurance and Risk Management
 - Client contract considerations
 - The value of optional insurance coverages
 - Preparation and marketing for insurance renewals
 - Client mix considerations and the impact they have on an insurance program
- Financing the Security Industry
 - How to obtain favorable financing, including negotiating favorable covenants
 - Financing alternatives – structures, rates, & fees
 - Becoming credit ready – necessary information and disclosures
- Mergers, Acquisitions, and Divestitures for Buyers & Sellers
 - The business environment of mergers, acquisitions, and divestitures
 - Exit strategies to maximize value
 - Factors influencing valuation
 - The process of mergers, acquisitions, and divestitures

Speakers

David Heller

David H. Heller, Founder and President of David Heller & Company, LLC in Suffern, NY, has had over 30 years of experience in various management capacities, including Vice President, Planning and Administration for Burns International Security Services, Inc. as well as Vice President of Pinkerton's, Inc. Since 1991, Mr. Heller has been assisting security firms across the nation to streamline operations, to grow to achieve higher levels of profitability, and to market and consummate mergers, acquisitions and divestitures on their behalf. You can learn more about David by visiting www.dhellerco.com.

Jeffrey Berg

Jeffrey R. Berg has over 30 years of commercial insurance experience. Mr. Berg founded his own insurance brokerage, RPM Group, in the late 1980's after employment with some of the largest privately held insurance firms in the New York area. Over the past 16 years, Mr. Berg has specialized in providing for the business insurance needs of contract security firms around the country.

Marc Heller

Marc Heller has 13 years of experience in finance and accounting. Marc began his career as a CPA with Deloitte & Touche, then moved on to hold a senior financial position at Abbot Laboratories. Mr. Heller joined David Heller & Company to focus on helping security companies to support goals for growth, profitability and increased enterprise value through development of performance measurement systems and management control reports.

Ed Sirlin

Ed Sirlin, Senior Vice President Sterling National Bank, is the Managing Director of Sterling National Bank's Business Network Group. Ed has over 27 years of commercial banking experience in areas of management, sales, marketing and credit. Over the past 7 years Ed has focused his time assisting small and medium sized businesses with financing alternatives, particularly in the contract security industry. He currently works with many such firms in all areas of finance and cash management.

Robert Derbabian

Robert Derbabian, First Vice President Sterling National Bank, has over 20 years of banking experience in sales and credit. Robert has an extensive background and experience in commercial business development and relationship management, as well as the development of tailored financial programs for mid-sized businesses. In his Business Development role, Mr. Derbabian has been instrumental in building professional alliances across a wide range of market areas, including the temporary staffing & contract security industries.

Agenda & Seminar Details

Tuesday, January 24, 2006

8:30 – 9:00 a.m.	Registration & Coffee
9:00 – 9:15	Welcome & Introductions
9:15 – 10:15	Strategic Growth & Pricing
10:15 – 10:30	Break
10:30 – 11:45	Insurance & Risk Management – Protecting Your Assets
11:45 – 1:00 p.m.	Lunch*
1:00 – 2:15	Financing the Security Industry
2:15 – 2:30	Break
2:30 – 3:45	Mergers, Acquisitions & Divestitures
3:45 – 4:15	Open Q&A with Speaker Panel



*Lunch will be provided at the hotel by TEAM Financial Management Systems & Sterling National Bank.
Seminar Cost: \$99.00 per attendee.

The seminar will take place at the Hilton Garden Inn Ft. Lauderdale/Hollywood Airport hotel, 180 SW 18th Avenue, Dania Beach, FL 33004. Their phone number is (954) 924-9204.

To Register:

To reserve your spot at this seminar, please call TEAM Financial Management Systems at 1-800-500-4499 or visit www.teamfinancial.com, click on News & Events, then click on "Leading Your Security Company: Stimulating & Sustaining Profitable Growth". You will receive a reply via e-mail to confirm your registration.

Upon registration, an invoice will be mailed to your company. Payment in full is due Monday, January 9, 2006. Payment with MasterCard or Visa will be accepted.

Seminar Sponsors

TEAM Financial Management Systems

407 S. 27th Ave
Omaha, NE 68131
800-500-4499
www.teamfinancial.com

Alternative Dates & Locations

If you can't make it to the Florida seminar, mark your calendar to attend in one of the following cities:

Las Vegas, NV

March 8, 2006

Call us at 800-500-4499 for more information about these locations.

Please call 1-800-500-4499 if you have questions.