

THE SOUTHEASTERN SENTRY

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SEPTEMBER 2023

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Events are also highlighted throughout The Sentry

September Is Convention Time in TENNESSEE!!

Mark your calendars and plan now to attend TNSI's 43rd Annual Trade Show and Convention in Historic Franklin, Tennessee on September 27-29, 2023!

TNSI has rented the entire property at the **Leiper's Fork Distillery** for its Thursday Night Dinner Outing! Guests will enjoy a relaxing evening with walk through tours and tastings at the Still House and 1820's Cabin. Café lighting creates a relaxing ambiance over the courtyard with picnic tables and fire pits and the grand lawn with corn hole and bocce ball games. Guests will feast on a BBQ buffet dinner with beef brisket, pulled pork, pulled chicken and all the sides, topped off with a southern favorite, banana pudding!



Continued on pages 10 - 12

INDUSTRY NEWS

Doyle's Kevin Stone Is ESA's Chair Elect

The Electronic Security Association announced Kevin Stone, COO and Executive Vice President of Doyle Security Systems in Rochester, New York, as the Association's Chairman Elect for 2023-2024. As the association's current Chairman, John Loud, finishes his term. Kevin will serve as Chairman Elect from July 1, 2023, through June 30, 2024. Kevin began his security industry career with Doyle Security in 1989. Starting off as a commercial security consultant, he has come to own responsibility for sales, installation, and service for Doyle Security's eight branches. With a passion for peace of mind, Kevin helped launch and oversee the Doyle Medical Monitoring Division. "I'm at a point in my career where I want to give back to an industry that I'm passionate about. I love what I do each day and believe in the greater good contributions the electronic security and life safety industry make to society." Said Stone. With 34 years of experience in the security industry, Kevin has collected a number of titles and varied expertise as a Rochester Business Journal 40 under 40 recipient as well as a Rochester Police Rosewood Club Distinguished Service Award recipient. In addition, he was also named Rotarian of the Year by the Local Chapter of Rotary International.



Partnership for Priority Verified Alarm Response Announces 2023 Board Members

The Partnership for Priority Verified Alarm Response (PPVAR) announced their new president and secretary for the 2023-2024 board, led by President Mark McCall, Director of Global Operations for IMMIX. Mr. McCall takes over from Immediate Past-President David Holl, Director of Public Safety for Lower Allen Township, PA. The PPVAR board is structured to alternate the role of President between the alarm industry and public safety each term. Mr. McCall commented on his new role at PPVAR "I have long believed that PPVAR is in a unique position to bridge the gap between the security industry and Public Safety and push forward topics that were important to both. They certainly have proven



Industry News, continued on page 3

TNSI 2023 Convention Sponsor Update





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INDUSTRY NEWS, continued

that over the past few years, as evidenced, in part, by pushing for and working with TMA in the creation of the AVS-01 Standard. I am honored to be a part of PPVAR and look forward to working with our members to advance our mission.”

Kristy Johnson, Director of Integrations at ADT, has been voted to the PPVAR Secretary role.

Ms. Johnson remarked, “The electronic security industry plays a vital role in protecting life and property. However, it is just one piece of a larger picture, heavily reliant on collaboration with law enforcement and public safety partners. When



I joined the industry in 2012, I discovered a significant issue concerning false alarms leading to unnecessary police dispatches. This realization motivated me to work passionately on bridging the gaps within our industry, and in my various roles throughout my time in the industry, I've remained dedicated to correct this discrepancy. My mission is to enhance the sector by focusing on solutions that make the best use of our combined resources and form true partnerships with public safety. My commitment to prioritized and verified alarm responses drives my enthusiasm to assume a more formal role

within PPVAR (Priority Partners Verified Alarm Response) and actively contribute to these ongoing efforts.”

ADT in the News

ADT announced that it has entered into a definitive agreement to sell its commercial security, fire and life safety business unit to GTCR, a leading private equity firm, for a purchase price of \$1.6 billion, subject to customary purchase price adjustments. Proceeds from the sale, which is expected to close in the fourth quarter of 2023, will be used to reduce debt by \$1.5 billion, with cash interest savings expected to offset the impact of divesting the commercial business. Jim DeVries, ADT President and CEO, said, “The decision to divest ADT’s commercial business is a value-enhancing transaction that focuses our portfolio on growth opportunities in our consumer markets. The sale enables ADT to monetize the commercial business at an attractive valuation and accelerate our debt reduction goals. With greater financial flexibility, we will be better positioned to grow through our strategic differentiators and innovative offerings, including our partnerships with Google and State Farm. We will continue our journey to be the premier provider of safe, smart and sustainable solutions that meet the evolved definition of what safety means to consumers today.” Upon closing of the transaction, ADT expects to receive approximately \$1.5 billion in net proceeds, subject to final tax calculations and purchase price adjustments. ADT plans to use the net after-tax cash proceeds of the transaction to reduce debt. As adjusted for the transaction, ADT expects its net leverage ratio to be 3.3, down from 3.7, currently. The transaction has been approved by ADT’s Board of Directors and is expected to close in the fourth quarter of 2023, subject to customary closing conditions, including regulatory approvals.

Industry News, continued on page 16



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Training on Calendar page

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See pg. 6 for
information on
BASA/FASA
training



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Tennessee Network of Security Integrators (TNSI)

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GOLF TOURNAMENT: TNSI's Golf Tournament will be held at Hermitage Golf Course, recognized as one of the Top 10 Golf Courses in Tennessee by Golf Digest Magazine. The course trails through 300 acres of natural wetlands along the bank of the beautiful Cumberland River. Cost is \$95.

ANNUAL MEETING/LUNCHEON: Important updates on TNSI and the Security Industry are presented at our Annual Meeting.

AXE THROWING: TNSI is hosting its second annual Axe Throwing Competition! Axe throwing is easy to learn, and every aspect is designed with your fun and safety in mind. Join us for a little FUN competition at Sticks & Stones Axe Company!! Cost is \$60.

SPORTING CLAY TOURNAMENT: TNSI's Sporting Clay Tournament will be held at the Nashville Gun Club, the largest shotgun sports venue in Tennessee and located on the banks of the Cumberland River. Cost is \$85.

OUTING: As mentioned above, TNSI is excited to host a private dinner outing at Leiper's Fork Distillery in Franklin Tennessee. Buses will take us to and from the Distillery property. Cost is \$125/person.



TNSI Annual Meeting Venue – Embassy Suites

TNSI Convention/Hotel Reservations and info, continued on page 12



QUESTIONS ABOUT THE CONVENTION?
 Contact: TNSI Executive Director Penny Brooks
 615.791.9590 ExecutiveDirector@theTNSI.org

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TNSI Clay Shoot Venue – Nashville Gun Club



TNSI Axe Throwing Venue – Sticks and Stones Axe Company



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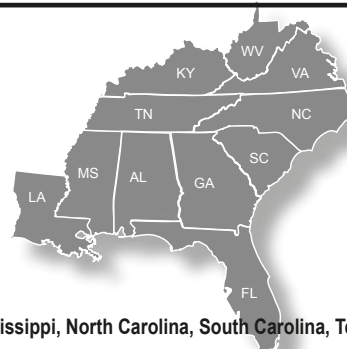
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After 31+ years with **NAPCO SECURITY TECHNOLOGIES** in roles including Western VP, and later, SRVP of Sales for all the Napco RSMs across North America, Dave Sheffey has announced his retirement. Sheffey has long been a key part of Napco Security Sales Management as an accomplished leader, industry icon and driver of Napco security sales and distribution channels. Stephen Spinelli, SVP, Sales, NAPCO Security Technologies, Inc, added, "On behalf of all of us at NAPCO, it's been our pleasure to work with you." After decades of traveling across this great country and Canada, representing Napco, attending countless tradeshow and events, and visiting and supporting security professionals and distributors all along the way; Dave plans to begin his retirement with his wife, Beth and their cats in their boat on the Great Lakes.



SNAP ONE announced that U.S. Partners can now order Digital Watchdog surveillance products through its e-commerce portal, ensuring they have access to the equipment and solutions they need regardless of how they prefer to purchase. "Snap One is committed to providing convenient purchasing options for all our Partners," said Andras Balassy, Senior Business Development Manager at Snap One. "The new online availability makes our web portal even more valuable for Partners across the U.S. by offering surveillance products at multiple levels of

sophistication and cost, enabling greater design flexibility and ability to tackle different types of jobs." Digital Watchdog offers complete solutions including an industry-leading Video Management System



(VMS), edge analytics and server-side analytics. These are all fully compatible with many of Snap One's current product offerings as well as all major manufacturers in the video market.

The New **DICE** has announced their UL data center in Bay City, Michigan, is now ULC compliant for Canada. Any central station that has dealers in Canada and the United States can now be hosted in the DICE center and operate in both countries simultaneously. Even central stations that are not using Matrix Interactive, or any other DICE product, can take advantage of the ULC compliance. "Even though they based the new standard on our data centers, we had to make a lot of changes, which took about two years," explained Cliff Dice, president, CEO, & founder of the company. "We spent quite a bit of time and money, but what helped is the fact that our sister company, IPtelX is a registered Canadian carrier and ISP provider. In fact, we are not only an infrastructure and security company, but also the backbone for most of the smart home systems in Canada as well." To develop the Canadian standard, ULC looked at every detail of the DICE data center including how the building is built, how the fire suppression systems work, redundancy, backups, failovers, power and infrastructure networks, telecom, receiver management, software management, and the disaster plans and procedures that are in place. "We are the first and only data center to be ULC Compliant," added Dice. "Now those central stations, that do not want to make the investment of building their own data center, can now use the DICE data center."



NAPCO ACCESS PRO, the new Access Control division of Napco Security Technologies introduces new standalone and add-on Bluetooth reader modules for seamless mobile credential convenience inside and out. The addition of the BRM-Series enables Napco Access Pro to offer a complete matched mobile solution across an enterprise, i.e., to allow our mobile access credentials, distributed via email, text, or QR code, to provide access throughout a building or campus, for convenient smart device passage through doors secured with any brand Wiegand readers &/or our award-winning Trilogy Network PIN/Prox access locks intermixed at will. Aaron Black, Napco Access Pro's VP of Sales, said, "Our brand is committed to expanding our access control offerings and staying up to date with the latest technology. That's why we added Bluetooth Reader Modules, to provide the Total Bluetooth Solution, and card-free convenience, many applications are looking for. We want to be the go-to brand for all your access control needs, and our focus on innovation and improvement helps us achieve that goal."

SDI announced Nicole Valenzuela as Western Regional Sales Coordinator, where she will be working alongside Mariana Ferguson in the Northwest and Ed Fuentes in the Southwest territories. Nicole holds over seventeen years of experience in the fire alarm and security industry. In 2006, she joined an independent distributor as a Customer Service Representative and shortly after joined their Inside Sales Team. Nicole joined Alarmax in 2012 as they opened their location in Phoenix, AZ. She started as an Inside Sales Representative and was promoted to Branch Manager. In 2022, Nicole's most recent experience was with Wesco as the Arizona Business Development Manager and Thomasson Marketing Group as the Pacific Southwest Regional Manager.

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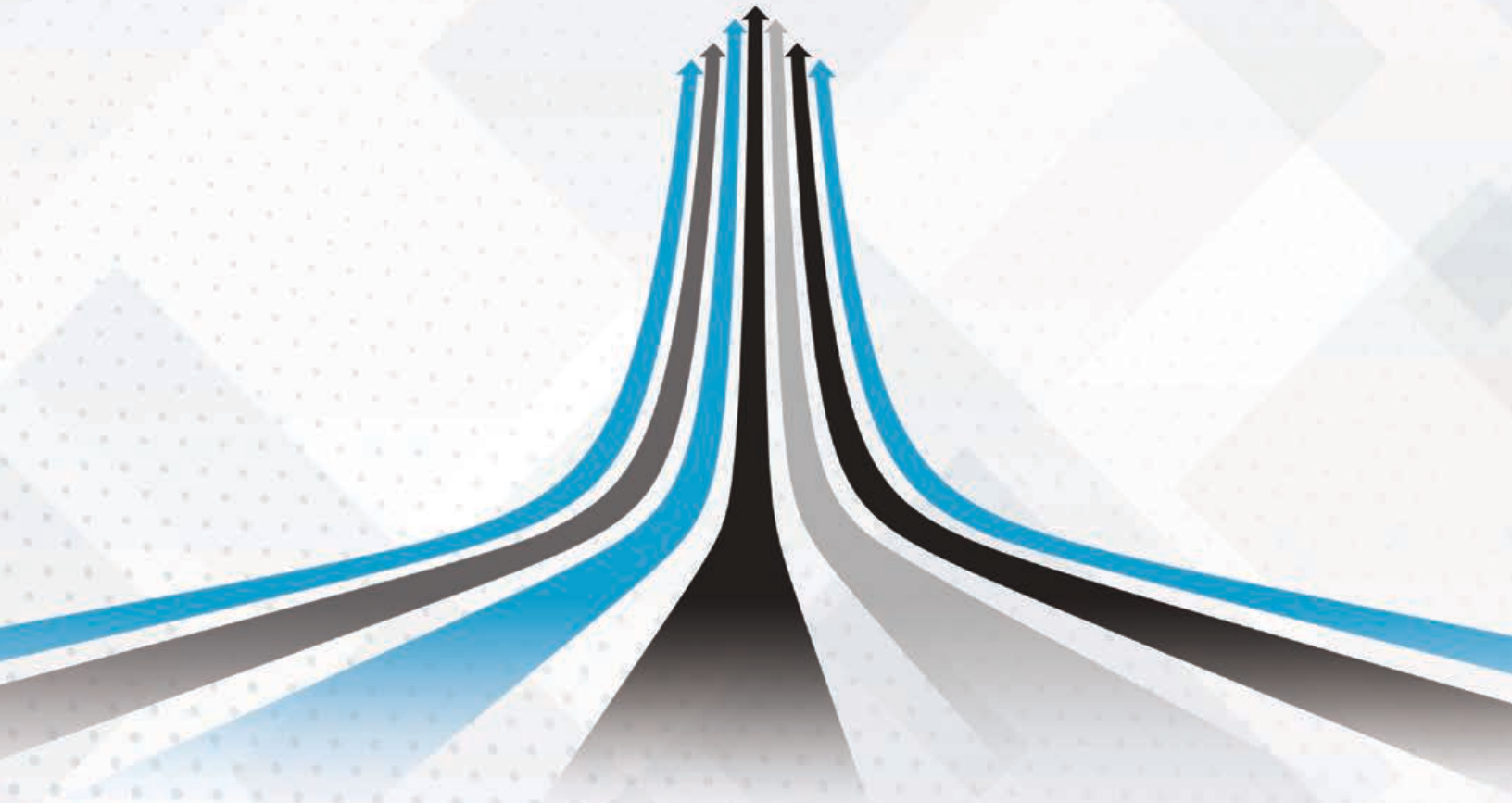
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INDUSTRY NEWS, continued from page 3

Industry Hall of Fame Goldfine Becomes EIS Marketing Director

Elite Interactive Solutions (EIS) announced Scott Goldfine as its new Marketing Director. Goldfine joins EIS following a celebrated 25-year career with leading electronic security channel trade publication Security Sales & Integration, where he long served as Editor-in-Chief and Associate Publisher. "I have watched and admired Elite's vision and results since its inception," says Goldfine. "As someone who has covered the industry as long and intimately as I have, I well know how maligned it has been by false alarms and unnecessary police dispatches. At the same time, I have been a keen advocate of advanced technologies like video monitoring and artificial intelligence. The future is leveraging that to end false alarms and achieve true crime prevention. EIS has been and continues to be the tip of that spear, and I am excited to help extend the company's reach and boost its business." In his new role with EIS, among Goldfine's responsibilities will include generating marketing initiatives, press coverage, presence at industry conferences and events, website content, supporting sales initiatives and more. He will remain based in the Charlotte, N.C., area and report to COO Michael Zatulov, who joined Elite in 2018. Inducted into the Industry Hall of Fame in 2017, Goldfine directed all editorial aspects of SSI in print, digital, online and in person. The innovative and award-winning content produced under his watch included groundbreaking research, landmark features, leadership roundtables, high profile case studies and many industry exclusives. Well versed in the technical and business aspects of electronic security, Goldfine is an in-demand industry presenter known as a progressive thinker who has promoted disruptive technology such as networked security, cybersecurity, managed services and AI.



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TMA Announces 131st ECC

The Monitoring Association (TMA) announced The Queen Anne's County MD Emergency Services is the 131st Emergency Communications Center (ECCs) in the United States to implement their Automated Secure Alarm Protocol (ASAP). Launched in 2011 as a public-private partnership, TMA's ASAP service is designed to increase the accuracy and efficiency of calls for service from alarm monitoring centers to Emergency Communication Centers (ECCs). Queen Anne's County ECC is the 4th ECC in the state of Maryland to implement ASAP. The Center went live the week of July 17, 2023 with: Vector Security, Rapid Response Monitoring, Johnson Controls, Securitas (Stanley Div), Securitas, CPI, Security Central, Brinks Home Security, United Central Control, Protection One, National Monitoring Center, Vivint, Affiliated Monitoring, Guardian Protection and ADT.



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Service Revenue in The Fire Alarm Industry: Why It's A Valuable Asset When it Becomes Time To Sell



By: Rory Russell

Service revenue is among the most valuable assets for fire alarm companies. As such, if you're a fire alarm business owner, growing your service revenue can result in a tremendous amount of additional profit and can ultimately help you increase the value of your business. Looking for ways to grow service revenue in the fire alarm industry? Here are a few ways to do so.

Increasing Fire Alarm Service Revenue

Set Your Sights on Servicing Larger Facilities. Fire alarm glitches are inevitable, which is part of what makes fire alarm service contracts so profitable. It's not a matter of if your customers will need service from you – it's when and how often. If you're looking to further increase fire alarm service revenue, set your sights on servicing larger facilities. Typically, the larger the facility in terms of square footage, the larger the revenue opportunity. Since you know these facilities will ultimately require service, this can be a great way to increase profits. If you do decide to reach towards increasing the size of the facilities you provide service to, make sure that you don't stretch yourself too thin. You'll need to ensure your fire alarm business has the resources required to service larger facilities effectively, otherwise this strategy could backfire.

Provide Top of the Line Customer Service

In this day and age, consumers have grown accustomed to being disappointed by customer service. They receive subpar service, leaving them frustrated and searching for alternative solutions that will better meet their needs and expectations. This disappointment with customer service can actually be seen as an opportunity for your fire alarm business. With customer satisfaction low, the door remains open for new, more attentive providers to step in and connect with customers who are disappointed with their current service provider. You may be able to generate new business by outperforming your competitors in terms of customer service – and you'll likely prevent attrition by keeping your current customers happy with the level of service you're providing. As such, staying focused on providing top of the line customer service can, in turn, help you to grow your fire alarm service revenue.

Consider Becoming More Focused on Service Revenue

Service revenue may be just one facet of your fire alarm business, but it's an incredibly important one when it comes to generating revenue. With that in mind, if you're looking to increase profitability and the value of your alarm business, it may be a good idea to take a step back and refocus on the area of your business where your profit margin will be the biggest. For many fire alarm businesses, this area is service revenue. Whether you choose to seek out additional service agreements with current customers, go after larger service agreements when pursuing new clients, or adjust what you choose to provide as part of your service contracts, focusing in on generating service revenue can help you to augment your profitability and grow the value of your alarm business.

Market Service Agreements to New Customers

One of the most basic ways you can go about growing your alarm business' service revenue is by signing new customers on for service agreements. Showcasing your high-quality service as a selling point can set you apart from the competition and help you to win business that's extra profitable. By marketing service contracts, you can increase the area of your business that provides the highest profit margin while maintaining a comfortable balance between the service side of your business and the systems side. This may also enable you to grow your customer base which, in turn, can further strengthen and add value to your organization.

Don't Overlook Opportunities to Grow Your Fire Alarm Service Revenue

If you're a fire alarm business owner looking to increase your company's profitability and value, fire alarm service revenue can provide a terrific opportunity to do so. Whether you're hoping to stay in the industry for years to come, or you're looking to sell your fire alarm business in the near future, the four strategies above can make a big difference for your organization when it comes to augmenting growth, profits, and value.

Rory Russell is the President and Owner of Acquisition & Funding Services (AFS), brokering large scale mergers, acquisitions and financing in the security alarm, fire and integration industry for over twenty-five years. Previously, Rory owned and operated Empire Security, at the time the largest regional security company in the Northeast, handling \$5 million per year in sales and installations.

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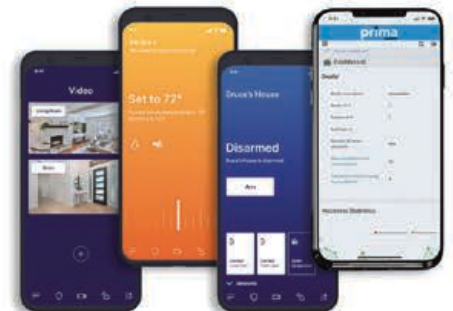
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Six Networking Tips To Make Your Next Event Less Painful



By: Brian Plant

If it ever seems like networking events are awkward, it's not just you. We all struggle sometimes. Especially after two years of masking and lock-downs. It's 2023 and events for the alarm industry are in full swing, and in person. Here's a few tips to overcome social anxiety and get back in the game.

What happens at a networking event?

People grow their businesses, make life-changing connections and meet vital influencers. 70% of jobs are found through networking. But sometimes, this just isn't motivation enough. For those of us who don't love spending our free time meeting – and impressing – crowds of new people, the whole thing can feel a bit stressful. When bagels alone aren't a sufficient icebreaker (have they ever been?) you'll need a concrete strategy for getting more out of networking events – but don't worry, we've got your back. After all, we can't all be professional networkers, but whether you're looking to hire or be hired, you can't win the game if you don't want to play it. So, what are the 6 toughest things about networking – and how can you overcome them?

1. 'I don't like small talk'

Don't we all? Make it more natural and find an ally – it's easier for a third person to join a conversation between others than to start up from cold, so buddy up and let the chatter flow. If you find yourself stuck, drop your guard and get meta – say precisely what you're thinking. As in,

"Man, I am not great at small talk. Isn't networking kind of awkward?" Odds are they're thinking the exact same thing, and that connection can spark an honest dialogue.

2. 'I'm bad at remembering names'

Prepare! Memorize or make notes about the speakers. Find out who's attending – you could ask the organizer, or check an event page – then open LinkedIn and get stalking. This will also help make sure you spend as much time as possible with the people you want to keep in touch with. At the event, play a name-recalling game like the meet and repeat: As soon as you meet someone, use their name in the next thing you say. You can even challenge others to join in. You can quickly unite a small team of strangers around overcoming one of the toughest parts of networking and in doing so, you'll learn a lot more about them than just their names.

3. 'I always get shy in big gatherings'

Getting over the first hurdle of saying anything is the typically the hardest part, so put together a little toolkit (a metaphorical toolkit, that is) of conversation starters to whip out when called upon. We think you can do better than low-hanging fruit like "What do you do?" – ask something deeper to really get to know someone.

4. 'I find it hard to approach someone new'

Work your wardrobe! If you're wearing something unique that stands out – like a brightly colored tie, choker, or that piece of statement jewelry you never find a time to wear – gives people an easy intro to start talking to you, and makes you memorable.

Pro Tip: Take screenshots of a conversation starter and it and make it the home screen on your phone. Whenever you check the time, you'll be reminded what you should be doing instead, and you'll actually take steps towards it.

5. 'It's a waste of my time – nothing ever comes of it'

It's a cliché, but you're never going to get more out of an event like this than you put in. If you work it like a wallflower and let others start the conversations, you'll be stuck discussing whatever's on their agenda. So get off the fence and drive that conversation train yourself: are you seeking employment? Employees? Co-founders? Write your intention down – in fact, screenshot it and make it the home screen on your phone. Whenever you check the time, you'll be reminded what you should be doing instead, and you'll actually take steps towards it. And networking doesn't end with the event – sincere follow-up closes the deal and builds stronger connections. After the event, write down whatever you remember about your new contacts, and send them an email referencing your conversation. Or, if you want to really knock it out of the park, design personalized postcards to send and write your note by hand.

6. 'I never meet the people I'm hoping to meet'

Did you research the guest list? Arm yourself with a clear intent for what you want to achieve? If so, are you at the appropriate event? Not all networking events are created equal, and often, the lower the barrier to entry the less obvious value you'll find. Try seeking out events whose planners and speakers have credentials specific to your purpose, and whose organizers are confident enough in their offering to have a cover charge. By being more selective, you'll find more of the right contacts.

Brian Plant is Managing Director at AlarmBrand, offering website creation and marketing for the electronic security industry that communicate your story, resonate with your audience, and generate revenue. Since 2009, brands that you know and trust have leveraged AlarmBrand to grow their businesses, including SDM 100, SDI Fast 50, monitoring centers, technology providers, professional corporations, and small / medium businesses across the USA.

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In Honor and Remembrance

Gene Miller

July 11, 1968 – August 5, 2023

by the Cen-Signal team



It is with a heavy heart that we announce the passing of our esteemed colleague, Gene Miller, who left us on August 5, 2023. During his time with Cen-Signal, Gene made an indelible mark on both the company and the lives of those who had the privilege of knowing them. Gene joined our team on August 4, 1999, and quickly became an integral part of Cen-Signal. His dedication, passion, and expertise were evident in every project he undertook. He tackled

challenges with a positive spirit and inspired those around him to strive for excellence. His willingness to go the extra mile and his warm, friendly nature made him not just a colleague, but a true friend to many.

Gene had a natural ability to connect with people on a personal level. Regardless if you met him for the first time during a trade show or if you had known him years. You couldn't help being captivated by his warm personality, genuine kindness, or the unwavering dedication to the alarm industry. His passion for his work and loving kindness for people has left an enduring mark on all who had the privilege of crossing paths with him.

As we mourn the passing of Gene, we also want to acknowledge the invaluable contributions he made to our company and the alarm industry as a whole. We are committed to upholding the high standards he set and continuing his legacy by striving for excellence in everything we do.

Throughout his tenure, Gene demonstrated exceptional knowledge of the alarm industry and its continuing advancements. This knowledge contributed significantly to our projects and will leave a lasting impact on our team. His legacy will continue to inspire us as we move forward in his absence.

We extend our heartfelt condolences to Gene's family during this difficult time. Gene was survived by his devoted wife, loving daughter, adoring parents, and other family members. Gene has now been reunited with their grandson, whom he cherished. As we mourn the loss of an outstanding colleague and friend, we also celebrate the impact he had on our lives, the alarm industry, and the legacy he leaves behind.

Cen-Signal is profoundly grateful for the time Gene spent with us, and we will carry his memory with us always.

Sincerely,
Cen-Signal Family



TNSI is excited to be offering its own TN Security Certification Course and TN Fire Certification Course in 2023.

Both courses ARE APPROVED by the TN Alarm Systems Contractors Office for initial application for a Tennessee Qualified Agent license in Burg and Fire. The TN Security Course meets the new employee training requirement set forth in Tennessee Code 62-32-312(g). These TN courses are also available to take online through our training provider Innovative Resources. You can register for our online courses on our website at www.theTNSI.org. Our courses are also approved in surrounding states. Please call or email Penny Brooks for those approvals.

On this page is a Schedule of CLASSROOM Training that TNSI will offer through December 2023. To register, go to the TNSI website at:

http://thetnsi.org/documents/TNSI_Training_Schedule_2023.pdf

Then check the box of the course you wish to attend, fill out the bottom of the form and mail with check to: TNSI, PO Box 150062, Nashville TN 37215. TNSI accepts VISA and MASTERCARD.

DEADLINE to register is two weeks prior to each course. Payment must be received before your attendance is confirmed. All courses require at least 8 students. Fees listed are for TNSI members, non-members pay an additional \$200/course.

LOCATION of each course (Hotel Training Room) will be determined once each class is confirmed to have enough students. If you register for a course, you will be notified about the location of the course.

TNSI also offers PRIVATE TN Security Certification and TN Fire Certification Courses. You will need to provide the training room with either a large screen TV or screen for the PowerPoint Presentation and you will need to provide breaks (coffee, water, soft drinks for the instructor and students). It is not cost effective for you to hold a private course unless you have 8 or more students, however, we are happy to offer a private class for as few students as you like. Please call or email Penny Brooks for more information regarding Private Courses and a quote.

TNSI Training Schedule 2023

September 8-10
TN Security Certification (24 Hours)
Nashville, TN

October 14-15
TN Fire Certification (16 Hours)
Knoxville, TN

November 3-5
TN Security Certification (24 Hours)
Memphis, TN

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SPECIAL INDUSTRY EVENTS

TMA The Monitoring Association

OPSTech (Hosted by Acadian Monitoring)
October 9-12, 2023 - Lafayette, LA

Annual Meeting
November 4-8, 2023, - Kapalua, Maui, Hawaii

AAF meetings:
https://fla-alarms.org/Regional_Meetings

OTHER INDUSTRY & STATE EVENTS 2023

October 17 - 18
SIA Securing New Ground, New York City

October 18 - 19, 2023
OSFAA Annual Meeting

November 15-16, 2023
ISC East, Javits Center, New York, NY

TNSI ANNUAL CONVENTION
(Annual Meeting, Exhibits, **8 CEU Credit Hours**)

MARK YOUR CALENDARS

Sept 27-29 - FRANKLIN, TN

Embassy Suites Cool Springs, Franklin TN

**Registration Forms will be on our website and emailed to all members

For more information about TNSI, please visit our website at: www.theTNSI.org or call TNSI Executive Director Penny Brooks at 615.791.9590.

September 27-29, 2023

Annual TNSI Convention - Franklin, TN

October 17-18, 2023

SIA Securing New Ground - NYC, NY

November 15-16, 2023

ISC East, New York, NY

TRAINING & EDUCATION

TNSI TENNESSEE TRAINING SCHEDULE

See inside this issue of The Sentry for dates and locations. For more information, contact TNSI Executive Director Penny Brooks at 615-791-9590 or email executivedirector@theTNSI.org

LOUISIANA CERTIFICATION COURSES

The Louisiana Life Safety & Security Association will offer certification courses for Louisiana technicians and sales reps in the cities of Jefferson, Lafayette and Monroe. Students can attend class in person or participate via Zoom webinar. Registration is available at <http://training.llssa.org/>.

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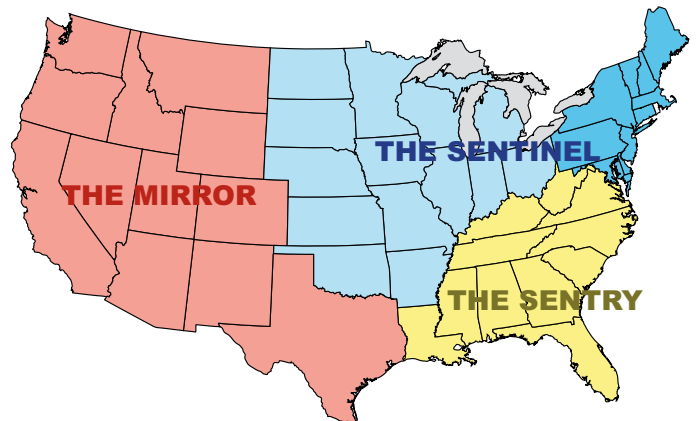
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