

**COURSE DESCRIPTIONS AND SPEAKER BIOS
(A BRIEF LOOK)**

Friday, 3/24/06 0830-0920

Sales & Marketing

OR

Use of Force (Case Law & Liabilities)

Speaker: Kevin Galloway

Speaker: Carlos Peniche

Bio: Kevin began his career at 18, at Wackenhut Security. Currently, he is the VP of Business Development for En Garde Protective Services

Bio: Creative, zealous, detail-oriented, bilingual trial lawyer successfully representing and defending clientele. Has been licensed over 23 years.

Course Description:

Will focus both on marketing security services to end users and the sales process, from locating prospects to closing the deal, and post start-up service.

Course Description:

Will focus on current case law over the Use of Force and over the owner/manager's liabilities on both the positive and negative aspects.

Friday, 3/24/06 0930-1020

Joint session (Q & A with DPS & PSB)

Come join in! Network, ask questions and get answers straight from the top! Hear what the future holds for the security profession.

Friday, 3/24/06 1030-1120

TX On-Line

OR

Ethics

Speaker: Allen Martin

Speaker: Professor Jerome Parker

Bio: Mr. Martin has over 20 years experience in Business Management, IT consulting, software development, project management, and IT director. He currently is the Senior Analyst for the D.I.R. (Dept of Information Resources) and has been involved in the development and deployment of Texas On-Line.

Bio: Professor Parker spent 25 years in international oil and gas auditing and accounting. After that, he began teaching courses in accounting and business, and public policy. Professor Parker earned his Masters from the University of Texas and current is an instructor at Tarrant County College.

Course Description:

Mr. Martin will speak of the Texas On-Line program and explain its current uses. Mr. Martin will explain the future of Texas On-Line and what programs we can look forward to in the future.

Course Description:

Explain what are ethics and the relation of professional codes of conduct to ethics. Will include brief examples of expected conduct such as transparency and accountability.

Saturday, 3/25/06 0830-0920

Sales & Marketing

OR

The Art of Negotiating

Speaker: Kevin Galloway

Speaker: Barry Grieve, Jr.

Bio: Kevin began his career at 18, at Wackenhut Security. Currently, he is the VP of Business Development for En Garde Protective Services

Bio: Barry has been practicing law for over 13 years. He is a Board Certified Labor and Employment Law attorney. Barry only represents management.

Course Description:
Will focus both on marketing security services to end users and the sales process, from locating prospects to closing the deal, and post start-up service.

Course Description:
Will focus on the Art of Negotiating, whether it be from arbitration, an irate employee or ex-employee or even in negotiations for sales.

Saturday, 3/25/06 0930-1020

Detection K-9's

OR

Ethics

Speaker: Matt Hayes

Speaker: Professor Jerome Parker

Bio: Mr. Hayes and his wife have owned and operated the first franchise of Interquest Detection Canines (opened in 1998). The Company began in Houston almost 30 years ago. Since then, they have grown to a nationwide service with 30 franchises in operation. They provide service to 450 schools in TX and 1200 nationwide.

Bio: Professor Parker spent 25 years in international oil and gas auditing and accounting. After that, he began teaching courses in accounting and business, and public policy. Professor Parker earned his Masters from the University of Texas and current is an instructor at Tarrant County College.

Course Description:
In this great time of security being needed for our nation much less ourselves it is nice to know that there are people working that we may not see watching out for us. Your world has gone to the dogs and that may be the best thing for you.

Course Description:
Explain what are ethics and the relation of professional codes of conduct to ethics. Will include brief examples of expected conduct such as transparency and accountability.

Saturday, 3/25/06 1030-1120

TASER (Introduction & Demo)

Speaker: Jerry Staton

Bio: Detective Staton is recognized as a Taser expert in the TX District Courts and has testified about the use of Tasers, Use of Force, and Police Training.

Course Description:
VOLUNTEERS NEEDED! Can you take the ride that will leave you with the shock of your life?

OR

Hiring Do's and Don'ts

Speaker: Barry Grieve, Jr.

Bio: Barry has been practicing law for over 13 years. He is a Board Certified Labor and Employment Law attorney. Barry only represents management.

Course Description:
What can you ask legally in a job interview? Find out during this course. You could be violating state or federal law and not even know it.

Saturday, 3/25/06 1130-1220

Joint session (Free Publicity)

Speaker: Jeff Crilley - Journalist

Bio: Jeff Crilley is an Emmy Award winning TV reporter in Dallas. In his twenty years in television news, he has made hundreds of national news appearances including CNN, CNN Headline News, FOX News, The Discovery Channel, Good Morning America and the CBS Early Show.

Course Description:
Finally, a working journalist shares the secrets of getting covered on the news! Whether you have a non-profit agency, whether you're a small business owner, an individual who wants coverage, or a PR pro, you'll learn the stuff that only those inside a newsroom know.