

KUTY & ASSOCIATES, LLC

SECURITY MANAGEMENT, MARKETING & SALES CONSULTING

&



TEAM SOFTWARE, INC.

PRESENTS

Turning Troubled Waters Into Calm Seas

How to Remain Profitable in a Down Economy

Tuesday, April 21, 2009

El Tropicano Riverwalk Hotel

110 Lexington Avenue

San Antonio, TX

Seminar Topics:

- Marketing strategies in a down economy
- The value of a GSA Schedule
- How electronic media saves dollars yet promotes your business
- The trend of unionization in the U.S. & abroad
- How your web site can work for you
- Methods for raising working capital
- Selling your company – do you meet today's buyers' stringent criteria?
- Becoming more value added through technology

TEAM Customers

Continue your San Antonio learning experience and enhance your WinTeam knowledge by attending our Training Workshop on Wednesday & Thursday, April 22, and 23 in the same location. Attendees will:

- Learn tips and techniques for creating budgets
- Learn how to read and understand the Job Cost report
- Review Accounts Receivable procedures
- Understand how to analyze cash requirements
- Learn how to determine your Tax and Worker's Compensation Liability



SPEAKERS

Gary H. Kutu, CEO Kutu Associates, LLC.

Gary is a nationally recognized management, marketing and sales consultant providing growth strategies, support and training for the contract security profession. A 30-year veteran of the contract security industry, he is also an accomplished lecturer and published writer for various industry publications.

Dennis Hamilton, President, Hamilton Innovative

Dennis specializes in web site and newsletter marketing for the contract security and private investigative professions. With keen insight that stems from 20 years in field service support, sales and marketing, corporate education/training, management and web development technologies, Dennis will provide the simplified keys you need to make the web work for you.

Ty Richmond, CPP, CFE, President and Chief Operating Officer at Andrews International

Andrews International is a Los Angeles based security and risk mitigation services firm; and one of the fifth largest private security companies in the country in revenue. Ty has operational and financial accountability for the firm's \$210 million portfolio of core services delivered across the public and private sector. Prior to Andrews International, Mr. Richmond held executive management positions at Agilent Technologies, where he was responsible for seven corporate functions across sixteen Asian countries.

Robert Perry, Robert H. Perry & Associates, Inc.

In 1977, Bob started Robert H. Perry & Associates, Inc., a firm that specializes in managing the sale of privately-held security guard companies. Since that time, RHPA has represented over 150 sellers of security guard companies located in the United States, Canada, Western Europe, South America, the Caribbean and the Middle East. Bob manages the day to day activities of the firm and is a frequent guest speaker at the Wake Forest Babcock School of Business and security association groups.

Vince Ruffolo, Chairman of Blue Island, Illinois based A&R Security

Vince is a leading authority and advocate regarding legislation that affects the contract security profession. As Legislative Chair for the National Council of Investigation & Security Services (NCISS) and President of the industry's lobbying arm, Security Companies Organized for Legislative Action (SCOLA), Vince brings a unique perspective to legislation and unionization trends in the industry.

Jack R. Coley, President/CEO Coley & Associates, Inc.

Jack founded Coley & Associates in 2001 with the goal of helping companies succeed in the federal market using the GSA Schedule program. With more than 30 years experience, Jack used his insight and understanding of the federal market to develop his comprehensive Win | Manage | Market™ approach for delivering results throughout the life of a GSA Schedule.

Seminar Sponsors

TEAM Software, Inc.

Omaha, NE • www.teamfinancial.com



AGENDA

8:00 – 8:30	Registration
8:30 – 9:45	How to Remain Profitable in a Down Economy – Marketing Techniques that Work
9:45 – 10:00	Break
10:00 11:00	New to the Federal Market--is a GSA Schedule Right for You?
11:00 – 11:15	Break
11:15 – 12:15	How to Make Your Web Site Work for You, Not Against You
12:15– 1:15	Lunch
1:15– 2:00	The Effects of Legislation & Unionization
2:00 – 2:15	Break
2:15 – 3:15	Security Efficiency & Effectiveness – Selling a Solution vs. Pure Man Hours
3:15 – 3:30	Break
3:30 – 4:45	Challenges and Opportunities When Selling a Security Guard Company in Today's Economy
4:45 – 5:00	Q & A
5:00 – 6:00	Cocktail Reception sponsored by Unitex Direct

To Register

A value at \$149.00: To reserve a spot at this seminar, please call TEAM Software at 1-800-500-4499 or visit www.teamfinancial.com, click on News & Events, then click on "Troubled Waters to Calm Seas Seminar". Please complete the online form. You will receive a reply via e-mail to confirm your registration.