

ATTENDEE REGISTRATION FORM

*** Any attendee who registers online by February 15 will be entered in a drawing for a \$250 GIFT CARD to be given at the luncheon on Friday.**

COMPANY NAME _____

ATTENDEE NAME _____

CITY _____ STATE _____ ZIP CODE _____

BURGLAR | FIRE | LOCK | ELECTRICAL LICENSE # _____

CELL PHONE _____

EMAIL ADDRESS (Needed For Confirmation) _____

Select Your Courses

<input type="checkbox"/> Course A (2 CEU)	<input type="checkbox"/> Course H (14 CEU)	<input type="checkbox"/> Course P (2 CEU)	<input type="checkbox"/> Course X (4 CEU)
<input type="checkbox"/> Course B (2 CEU)	<input type="checkbox"/> Course I (4 CEU)	<input type="checkbox"/> Course Q (2 CEU)	<input type="checkbox"/> Course Y (2 CEU)
<input type="checkbox"/> Course C (2 CEU)	<input type="checkbox"/> Course J (2 CEU)	<input type="checkbox"/> Course R (2 CEU)	<input type="checkbox"/> Course Z (2 CEU)
<input type="checkbox"/> Course D (2 CEU)	<input type="checkbox"/> Course K (4 CEU)	<input type="checkbox"/> Course S (2 CEU)	<input type="checkbox"/> Course AA (2 CEU)
<input type="checkbox"/> Course E (2 CEU)	<input type="checkbox"/> Course L (4 CEU)	<input type="checkbox"/> Course T (2 CEU)	<input type="checkbox"/> Course BB (2 CEU)
<input type="checkbox"/> Course F-Th (6 CEU)	<input type="checkbox"/> Course M (2 CEU)	<input type="checkbox"/> Course U (2 CEU)	<input type="checkbox"/> Course CC (2 CEU)
<input type="checkbox"/> Course F-Fr (6 CEU)	<input type="checkbox"/> Course N (2 CEU)	<input type="checkbox"/> Course V (3 CEU)	<input type="checkbox"/> Course DD (2 CEU)
<input type="checkbox"/> Course G (8 CEU)	<input type="checkbox"/> Course O (2 CEU)	<input type="checkbox"/> Course W (4 CEU)	

TOTAL NUMBER OF CEU CREDITS: _____
 I wish to apply these credits to my Electrical Licensing.

Discount Prices for Registrations Received Before Feb 27.

Total CEU Credits	Regular Member	Associate Member/Vendor	Regular Non-member	Associate Non-member/Vendor
1-2 CEUs	<input type="checkbox"/> \$195	<input type="checkbox"/> \$850	<input type="checkbox"/> \$295	<input type="checkbox"/> \$950
3-4 CEUs	<input type="checkbox"/> \$295	<input type="checkbox"/> \$850	<input type="checkbox"/> \$395	<input type="checkbox"/> \$950
5-8 CEUs	<input type="checkbox"/> \$395	<input type="checkbox"/> \$850	<input type="checkbox"/> \$495	<input type="checkbox"/> \$950
9-14 CEUs	<input type="checkbox"/> \$495	<input type="checkbox"/> \$850	<input type="checkbox"/> \$595	<input type="checkbox"/> \$950
Trade Show Only	<input type="checkbox"/> \$0	<input type="checkbox"/> \$850	<input type="checkbox"/> \$100	<input type="checkbox"/> \$950

Spouse: \$245 to attend all the networking events. Tickets **MUST** be purchased to attend.
 Registrants will pay the regular price +\$100 for registrations received after 2/27.*

Method of Payment:

CHECK ENCLOSED MASTERCARD VISA AMEX

CARD NUMBER _____ EXP. DATE _____

CARDHOLDER'S SIGNATURE _____ CVV CODE _____

Please complete and return with payment to:
 NJESA, 96-A Vanderburg Road, Marlboro, NJ 07746

or Register Online at: WWW.NJ-ESA.ORG

Credit card orders may be faxed to 732-252-8673.

* No Exceptions.

New Jersey Electronic Security Association
 96-A Vanderburg Rd
 Marlboro, NJ 07746

New Jersey Electronic Security Association



Discounted Room Rate
 Opening Reception with Open Bar and Live Music
 at the Pool Bar on Wednesday evening.

For Course Attendees Only:
 Free Entry to Opening Reception
 and Trade Show (a \$150 Value)
TRADE SHOW OPEN DURING LUNCH



THANKS to our Mailing Sponsors

WHY ATTEND?

- **EARN UP TO 14 NJ APPROVED CEUs**
- **\$250 DRAWING FOR ONLINE REGISTRANTS**
- **OVER 100 VENDORS**
- **4 OPEN BARS • 7 FOOD STATIONS**
- **OPENING RECEPTION OPEN BAR & HORS D'OEUVRES**
- **SEE THE LATEST TECHNOLOGY AT THE TRADE SHOW**
- **DOOR PRIZES INCLUDING BANK GIFT CARDS**
- **NETWORK WITH COLLEAGUES**

LIVE MUSIC



Enjoy the music of The Rockwell Band, featuring Joe Russotto and Fred Mawson, at the Opening Reception.

ROOMING \$62 FOR WED-THURS!
 For reservations, call: 888-516-2215 (8am-2am EST seven days a week)
 or go to: <https://book.passkey.com/go/SH03EL9>
 Group code: SH03EL9 (All callers will be asked for this code).
 Group name: NJESA Annual Conference
 Reservations must be made by February 21, 2019.*

TRADE SHOW
 Trade Show admission is free for all class attendees.
 Trade Show **ONLY** attendees must register by February 27, 2019
 to avoid extra \$100 charge.*

COURSE CHANGES
 There will be no on-site course changes allowed.
 Any changes must be made by February 27, 2019.*

CONFIRMATION
 All registrants will be emailed a confirmation, if an email address is provided
 on the registration form.

REFUNDS/CANCELLATIONS
 No refunds or cancellations after February 27, 2019.*

NJESA HAS A ZERO TOLERANCE POLICY REGARDING SUITCASING
 VISIT WWW.NJ-ESA.ORG TO VIEW THE FULL POLICY REGARDING SUITCASING.

Not sure if you are a vendor or member?

Member - Licensed installation company that sells retail security services and products to the general public, and not other alarm contractors.
Vendor - Any company that profits directly from security contractor activities. This includes but is not limited to alarm/security equipment manufacturers, distributors, rep firms, industry consultants, lawyers, brokers, central stations, dealer programs, and software/business solutions. If you receive payments in any form from an alarm contractor, you fall into the category of a vendor.

NEW
 Many courses are approved for electrical license credit!
 Look for the ⚡ symbol.

WWW.NJ-ESA.ORG

Questions?
 Call 732-252-8672 or email sunitha@nj-esa.org.

SCHEDULE AT A GLANCE

WEDNESDAY	6:00-9:00 pm Early Registration and Check-in		7:00-9:00 pm Opening Reception at Pool Bar with OPEN BAR				
THURSDAY	Breakfast 7:45-8:45 am	Classes 9:00-11:00	Expo & Lunch 11:00-1:00 pm	Classes 1:00-3:00	Break 3:00-3:15	Classes 3:15-5:15	Expo/Door Prizes 5:00-9:00
FRIDAY	Classes 7:30-9:30 am	Breakfast 8:15-9:15	Classes 9:30-11:30	General Meeting/Lunch 11:45-1:15 pm	Classes 1:30-3:30	Break 3:30-3:45	Classes 3:45-5:45

FIRE, BURGLAR, LOCKSMITH COURSE CODES

Burglar	TECES - Technical Electronic Security	Fire	BUS - Business
Fire	TECEFA - Technical Fire Alarm	Locksmith	L/C - Laws / Codes Courses
Locksmith	TECEBA - Technical Burglar Alarm	Electrical	SAF - Safety Courses
Electrical	TECEBF - Technical Burglar & Fire Alarm		TEC - Electrical

THURSDAY COURSES

Course A: Labor and Employment Law Update for NJ Contractors
Alan Model - 2 CEU Credits (BUS / TEC) **NEW**
The course will address requirements of and strategies to comply with the NJ State Prevailing Wage Act for Public Projects. The course will also cover the Top 10 employment and labor issues for NJ contractors.

Course B: Ambush, Holdup, and Panic Alarm Systems
Jeff Zwirn - 2 CEU Credits (TECEBA)
This course provides the attendees with the proper methodologies which must be followed when recommending, designing, installing, placing, inspecting, servicing, maintaining and monitoring ambush, holdup and panic buttons systems for residential, commercial, industrial, and high risk, high robbery exposure applications. Forensic case studies will be presented and nationally recognized industry standards and best practices, and UL standards will be analyzed and reviewed in order to help protect your subscribers and minimize your loss potential as an alarm contractor providing these mission critical systems.

Course C: Z-Wave - Today's Protocol for Home Automation & System Integration
Richard Scholl - 2 CEU Credits (TECES)
Meeting your customers' expectations by offering a connected home is easy when you understand the basics of Z-Wave RF technology. This course will show how to establish a robust network, explain simple do's and don'ts and review troubleshooting techniques.

Course D: Video and Access Control - Understanding Small and Midsize Networks
Benn Hernandez - 2 CEU Credits (TECES) **NEW**
Learn how to understand the network topology in a residential and commercial network and how to fully explore and discover devices on a network when installing IP surveillance cameras and IP access control.

Course E: Fire Sprinkler Systems for the Fire Alarm Team
John Drucker - 2 CEU Credits (TECEFA)
How many times have you heard, IBC 903, NFPA 13, IIR and 130, residential wet pipe, dry pipe, single and double inloop preaction, deluge, standpipe classifications, backflow preventer, tanks, pumps, FDC's and other water based suppression terms? This two hour seminar will present the sprinkler, fire standpipe and fire pump systems to those outside the sprinkler industry. Participants will be able to differentiate the various types of systems, when and how they are used and the various codes and standards that apply. Participants will be able to follow along when discussing these systems in a building design team setting, and more importantly, what is expected from the alarm side of the equation supervising these systems.

Course F-Th: Network Video Fundamentals
Mark Coughlin - 6 CEU Credits (TECES)
This course will give an overview of Axis Communications Network Video Fundamentals and what knowledge is required to take the Axis Communications Network Video Fundamentals Certification course. Students will get an instructor lead journey through network video fundamentals with some instructor lead demos and learn the overall basics of industry standards, how and what a camera sees, cost of bitrate, system design, basic troubleshooting and device integration.

Course I: Effective Conflict Management and Negotiating Skills
Ronny Berlin - 4 CEU Credits (TECES) **NEW**
This interactive presentation will offer techniques that will improve the organizational environment of security companies by enhancing conflict management and communication skills. It will provide insight into how perception, dynamic listening skills and communication impacts workplace relationships and productivity. Emphasis will be placed on understanding the root causes of conflict, recognizing the value of conflict, reinforcing the impact of behavior styles on communication and the utilization of a model for resolving conflict.

Course J: NFPA 3000 (PS), Standard for an Active Shooter/ Hostile Event Response (ASHER) Program
Jeff Zwirn - 5 CEU Credits (BUS) **NEW**
Incidents in the United States and around the world underscore the mission critical nature of first responder and community preparedness against active shooter and/or hostile events. This course is intended to help security, alarm, and law enforcement professionals understand the fundamentals and best practices needed to help/minimize these threats and create reliable countermeasures proactively.

Course K: Networking and How It Relates to the Security Industry
Todd Walp - 4 CEU Credits (TECES)
This course will discuss network terminology and basics. You will learn why you want to leverage network infrastructure for security/video/access control. The course attendee will understand the different types of network infrastructures (wireless, copper, fiber) and why they are important. The course will also discuss limitations and potential pitfalls of networks and how to navigate those hurdles.

Course L: Video Surveillance and Access Control in the Cloud
Chris Ritter - 4 CEU Credits (TECES)
As a growing number of organizations look to reduce their investment in infrastructure in favor of cloud solutions, this class will provide an overview of available solutions, and what to look for, when evaluating cloud-based physical security systems. The class will offer a primer of fundamental cloud technology concepts, and provide guidance to select the right video and access control services.

Course M: Fire Alarm System Wiring, 2014 NEC & 2013 NFPA-72 including Survivability Requirements
John Drucker - 2 CEU Credits (TECEFA / TEC)
The 2015 IBC, 2014 NEC and 2013 NFPA-72 contain significant changes when it comes to fire alarm wiring methods and materials. Do you know the nuances of above ceiling spaces, smoke control systems, risers, raceways, outside wiring, separation, power limited, non-power limited, class 1,2,3 and most importantly when survivability is required? Understanding these requirements can make the difference between having unexpecting costs and time delays versus specifying and installing correctly the first time. This 2 hr. seminar will help participants have a clear understanding and differentiate the various types of wiring methods, where and when they can be used and how they are to be installed including when survivability is required and the various codes and standards that apply.

Course N: Security Surveys and Risk Analysis
Jeff Zwirn - 2 CEU Credits (TECEBA) **NEW**
When designing and installing security systems it is the duty of the alarm contractor to perform a Security Survey of the protected premises. This course will provide attendees with the critical insight and skills needed to ensure that the proper methodology of performing Security Surveys is provided and that the alarm contractor properly communicates this information to the customer. Failure to perform a Security Survey can increase your companies liability.

Course O: Access Control - Code Requirements in New Jersey
John Drucker - 2 CEU Credits (TECES / TEC)
Did you know that 2015 IBC NJ Edition made significant changes in the Means of Egress Chapter regarding Access Control Systems, did you know there are six different types of means, did you know that many are Use Group specific, that amendments were made with the NJ Adoption? This 2 hour course will review Chapter 10, Means of Egress of the 2015 IBCNJ with regards to Access / Egress Control in detail including NJ amendments to schools, healthcare, and electromagnetically locked egress doors. We will look at NFPA - 72 and interfacing egress control with fire alarm systems.

Course P: New Jersey Licensing Law
Michael Revness, Esq. - 2 CEU Credits (L/C / TEC) **REQUIRED**
This course will review the scope and key points of the Licensing Act. It will cover the proposed duties and functions of the Fire Alarm, Burglar Alarm and Locksmith Advisory Committee, as well as the requirements and qualifications for licensure and ineligibility exemptions and applicants licensed in other states.

2 DAY COURSES

Course G: Required 8-Hour Session
Sal DiCristina - 8 CEU Credits **REQUIRED** **Thu: 9:00 am-3:00 pm & Fri: 1:30-5:45 pm**
The NJ Uniform Construction Code (L/C / TEC)
This section will introduce the participant to the permit and inspection requirements contained in the NJ Uniform Construction Code. Subjects will include: permitting, licensing, certificates, and the referenced standards. The participant will be familiar with the various rules that regulate installation of fire alarm and security systems. In addition, participants will also learn the process they need to follow to ensure a legal and properly installed system.

Industrial and Construction Site Safety (SAF / BUS / TEC)
This section will review the proper procedures and practices to ensure a safe working environment for workmen in an industrial setting. The participant will receive instruction on proper industrial work safety.

Understanding the Americans with Disabilities Act (TECES / TEC) and Understanding the NJ Barrier Free Subcode (TECES / TEC)
This section will review the requirements of the NJ Barrier Free Subcode (NJAC 6:23-7.7) and the Americans with Disabilities Act (28 CFR §1191), as they apply to both construction projects and the installation of alarm systems. The participant will understand the code requirements and options as they apply to building and fire systems. Various visualization and/or audible sensing alarm components available to disabled individuals will be reviewed.

Course H: Troubleshooting, Service, and Maintenance
John Luzzo - 14 CEU Credits (TECES) **Thu: 9:00 am-3:15 pm & Fri: 7:30 am-5:45 pm**
This course focuses on the service, repair, testing, inspection and preventative maintenance aspects of today's electronic security systems and offers dealers/integrators an additional revenue stream and the potential for significant profits through these additional services. This course is ideal for individuals seeking to expand their knowledge on the proper procedures to service, repair and maintain intrusion, fire, video surveillance and access control systems and covers the fundamentals of troubleshooting as well as specific troubleshooting procedures for today's systems. The course includes reference material from NFPA 70, NFPA 72, and NFPA 730/731 covering the proper test and inspection procedures of these systems.

FRIDAY COURSES

Course F-Fr: Network Video Fundamentals
Mark Coughlin - 6 CEU Credits (TECES) **9:30 am-5:45 pm**
This course will give an overview of Axis Communications Network Video Fundamentals and what knowledge is required to take the Axis Communications Network Video Fundamentals Certification course. Students will get an instructor lead journey through network video fundamentals with some instructor lead demos and learn the overall basics of industry standards, how and what a camera sees, cost of bitrate, system design, basic troubleshooting and device integration.

Course Q: Common Code, Laws, and Common Sense of Fire Rated Openings
Russ Anderson - 2 CEU Credits (L/C) **NEW** **9:30-11:30 am**
This course will cover basic NFPA standards requiring annual fire and egress doors inspections, types of fire door assemblies, tragic events in history, applicable codes to fire doors, field inspection requirements, labeling requirements of a label, door and frame standards, signs, typical modifications to fire doors/door hardware and access control, and common plans and permit requirements.

Course R: Increasing RMR with Access Control
Ray Wall - 2 CEU Credits (TECES) **NEW** **9:30-11:30 am**
This course discusses strategies for increasing recurring revenue streams through deploying systems that include remote access. At completion of this course you will be able to add service level agreements to your solutions offerings that include services like adding credentials, providing reports, and other user level functions. We will examine user case studies and market statistics on topics such as remote access, recurring revenue, and dealer branding to identify areas your own company can concentrate efforts for improvement. We will also demonstrate an end to end solution using the eMerge access control system.

Course S: Active Shooter Medical Emergency
Mike Dugan - 2 CEU Credits (SAF) **9:30-11:30 am**
This class will review the ABC tactics for active shooters (avoid, barricade, confront), and will review incidents and lessons learned.

Course T: Understanding Your Alarm Contracts
Michael Revness, Esq. - 2 CEU Credits (BUS) **9:30-11:30 am**
Join us for a legal and practical discussion about your security alarms contracts. During this discussion, we will explore: the appropriate form of contract in our life/safety industry; why our industry form contract has a unique risk allocation structure; how many contracts you really need; the difference between a limitation of liability clause and indemnification clause and why they are so important in your contract; whether you can agree to strike out or change a limitation of liability or indemnity clause in your contract if requested by a customer; contract negotiating techniques for legal and business terms; what to do if your customer presents you with a contract form, which conflicts with your contract form, and insists that you sign it; differences between a residential and commercial contract in our industry; the 3-Day Right of Rescission Notice and when it is required; and how well drafted industry contracts increase the value of your business.

Course U: Integrated Testing & Commissioning of Fire Protection & Life Safety Systems
John Drucker - 2 CEU Credits (SAF / TEC) **NEW** **9:30-11:30 am**
This seminar is designed to introduce and explain both NFPA-3 and NFPA-4 with regards to integrated testing and commissioning of fire protection and life safety systems as reference in the 2018 International Fire Code which is referenced by the 2018 International Building Code. NFPA - 3 addresses the administrative and procedural concepts of fire protection and life safety system commissioning and also provides direction on the integrated system tests. NFPA-4 is intended to address the testing of the performance of the interconnection between multiple fire protection and life safety systems. There are no prerequisites only a desire to widen ones understanding of the fire and life safety protection industry.

Course V: Residential Fire Alarm Systems
Dan Lajoie - 3 CEU Credits (TECFR / TEC) **REQUIRED** **8:30-11:30 am**
Residential Fire Alarm Systems are installed every day. Are they being installed correctly? This course covers everything you need to know and is also required to maintain your burglar alarm license. A number of steps need to be followed to correctly install, maintain, and monitor these systems. This course is excellent for all levels of experience.

Course W: Firestop Instructional Training - Level I
John Zalepka - 4 CEU Credits (TECEFA / TEC) **1:30-5:45 pm**
This comprehensive, competency-based course is designed to educate and train participants in the fundamentals needed to become a resident firestop specialist. Certificates are issued for those who pass, which expire every two years. This course is excellent for designers, installers, code compliance officers and anyone seeking a basic understanding of firestopping.

Course X: Fiber Optic Basics, Testing, and Splicing Essentials
John Bruno - 4 CEU Credits (TECES) **1:30-5:45 pm**
This course will teach students the basics of fiber optics and the methods to test and splice singlemode and multimode cables. Upon completion of the course, students will have basic fiber knowledge and the skills to splice and certify fiber optic installations.

Course Y: Electric Strike Installation
Russ Anderson - 2 CEU Credits (TECES) **NEW** **1:30-3:30 pm**
Students will be shown the exact techniques for cutting and installing an electric strike into a hollow metal door frame. Cutting tool selection and use of the HES metal template is demonstrated. Students will be allowed to individually measure and cut to a strike.

Course Z: Selling Your Alarm Company - Buying Another Alarm Company
Michael Revness, Esq. - 2 CEU Credits (BUS) **1:30-3:30 pm**
If you are looking to sell your company, you do not want to miss this session. All material aspects of the "deal" will be discussed, including: Non-Disclosure Agreements, Letter of Intent, Due Diligence, Hold-Backs, Valuation (RMR), Asset Purchase Agreement, Indemnification, Closing and Traps and Pitfalls to avoid. With plenty of time for questions, you will leave this session with a solid analytical framework on how to approach your next "deal". This session is best suited for business owners, managers, and others interested in learning some transactional law.

Course AA: NJ Uniform Construction Code - Permit Rules Demystified
John Drucker - 2 CEU Credits (TECES / TEC) **1:30-3:30 pm**
Do you know a construction permit is required, what ordinary maintenance, minor and emergency work are, what a shop drawing review is, are you voiding permits and in the process your customer never receiving a certificate of approval, the most common errors that result in your application being denied while others obtain permits and commence work. This 2 hour session takes an inside look at the permitting process from start to finish from new construction to rehabilitation. The objective of this course is to enlighten alarm industry representatives to the duties and responsibilities of code officials, specially the process of filing and obtaining construction permits.

Course BB: How to Increase the Value of your Business with Video Services
Nicola Oakie - 2 CEU Credits (BUS) **NEW** **3:45-5:45 pm**
Where did Video Monitoring start and where is it today? Learn how technology advancements allow us to capitalize by offering related services with video and increase our value of RMR. Attendees will learn how best practices in engaging video in their normal operating procedures and where our two entities continue to seek best practices to ultimately keep communities and officers safer.

Course CC: How to Prepare a Small Business for Acquisition Roundtable Discussion
Michael Revness/Peter Raymond/Ronny Berlin/Casey Guagenti/Ken Gould - 2 CEU Credits (BUS) **NEW** **3:45-5:45 pm**
How much is my company worth? Typically, a seller lends not to have a decisive idea of what the company is worth. A seller that is willing to admit that his company may not have the value he is sure of. On the other side, buyers may undervalue the assets, and they are not sure of the intrinsic value to a buyer. In other words, know the buyer and why they want the company. Don't be afraid to ask a lot of questions. While there are accounting methods to determine value, such as a multiple of RMR or EBITA or a combination of the two, sellers are not sure if they are just selling accounts or the company and its implications in terms of taxes, etc. Do a lot of homework and get professional advice. The determination of value drives the decision process of should I sell or wait. Other factors in a sale are presentation of facts to the buyer. Do you have contracts in order? Are the financials readable, up to date and accurate, and lastly, are your personnel on board?

Course DD: Carbon Monoxide and NJ - Legislation and Alarm Requirements
John Drucker - 2 CEU Credits (TECES / TEC) **3:45-5:45 pm**
Did you know that significant legislation was passed in NJ regarding carbon monoxide warning that the scope of detection and warning has been expanded to "Other Occupancies", that detection systems and not just alarms are recognized by the code, that residential alarms now require two power sources? This 2 hour course will review all of the recent activity regarding carbon monoxide in NJ including the Uniform Fire and Construction Codes, Rehabilitation Subcode and 2015 IBC/NJ Chapter 915. By the end of the session, you will be able to differentiate the various types of applications, when detection is required, and various codes and standards that apply.

Make Your Course Selections Carefully.

No On-site Changes Allowed.

NO EXCEPTIONS!