



ASIS Young Professionals

THE EXPERIENCE TO HELP YOU TO BE YOUR BEST

A Message from our Chairman, Ed Batchelor

Ed Batchelor is a board certified Physical Security Professional (PSP) by ASIS International with 12 years of physical security design and consulting experience for a wide range of clients including corporate, data centers, critical infrastructure, higher education, and iconic buildings.



The ASIS International 61st Annual ASIS Seminar and Exhibits is right around the corner and marks one of this year's biggest opportunities for industry young professionals to network with industry professionals, attend high-quality educational sessions, and explore the newest widgets on the seminar floor. I'm proud to announce the first Young Professionals Seminar Guide, designed by young professionals and for young professionals, highlighting specific educational tracks, panel discussions, and networking opportunities along with some fun things to do! Don't miss our YP Happy Hour (See below for details) and don't forget to stop by our Council

Booth to say hello.

See you in Anaheim!

TIPS FOR SUCCESS —

Increase Your Industry Exposure

You've spent years honing your skills as a security professional. Now share your experience and knowledge by relating the latest information on hot topics, critical issues, best practices, and special interest: **Create Your Own Webinar for ASIS.**

Webinars are website-enabled seminars running much like a conference call. It utilizes a computer's website browser to display slide, video, and audio. Audio is available to registrants either via their computer's speakers or by call-in to a toll-free number.

Proposal Guidelines

Program Description

- Should describe original work.
- Should not exceed 100 words.

Presentation Outline

- Learning outcomes
- Security threat, issues, or concerns addressed
- Benefit to practitioner/audience

Tools or Take-Aways

- Intended Audience
- Briefly describe the audience for whom the topic will be of interest
- Estimate the audience size for this topic

Instructor(s) Bios

- Please limit panelist to no more than 3.
- Should not exceed 100 words for each presenter.

Webinar Length

- 60 minutes
- 90 minutes

All proposals must be non-sales or marketing orientated.



YP Vice Chair Message:

Anaheim Excitement



Elisa Mula has served in various roles throughout the security industry. Over the past six years. She is currently the Regional Sales Manager for Genetec in Metro-New York. Elisa held the YP Liaison Role for NYC from 2011-2014 and now serves as Co-Vice Chair on the YP Council as well as serving as Secretary for the Long Island Chapter.

The Young Professionals Council is gearing up for a very successful ASIS Seminar in Anaheim. With the YP reception and happy hour, we expect to network with some of the industry's top young professionals from around the world. This seminar is full of educational opportunities focusing on career development for those of you planning for advancement. We are also looking forward to celebrating with the winners of the YP Seminar Experience, were a few well deserving new careerists get to take full advantage of all the opportunities that attending Seminar provides.

We are also excited to introduce all YP's to the superstar's of our council. Our outstanding newsletter team will be heavily involved in gathering all of the highlights from seminar to report in our next quarterly newsletter. We will also be welcoming one of our newest members to the council as our team leader of the YP Social Media committee, Max Burgess. Start following him now to keep informed on all of the events taking place during the week. Our council is gaining tremendous momentum and we are getting more focused every day. I highly encourage all of you who will be attending seminar to reach out, get involved and support the YP movement. There is no doubt our crew will be having the best time throughout the week, so we hope you join in on the fun!



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Employer Spotlight— Genetec

For over 15 years, Genetec has led the development of world-class unified IP security solutions. Founded in 1997, by pioneering the first-ever IP video management software, giving customers at the time never-seen-before system flexibility, hardware freedom and ease of system growth through a powerful, open solution that was easy to use.

Today, Genetec is a global provider of IP video surveillance, access control and license plate recognition solutions unified in a single platform, called Security Center. Genetec works with partners on six continents to help provide safer, more secure environments for small to medium-sized and enterprise-class businesses in over 80 countries.

A Look Inside Genetec

Genetec's success has everything to do with culture, values and people. From day one, ideas and opinions flowed freely, innovation and leadership were contagious, and the passion to deliver outstanding products and services thrived through team work.

Although Genetec has grown to over 600 employees, they are proud that this unique culture remains intact. The relationships developed both internally, and with ecosystem partners, are fully based on trust and mutual respect. This is because Genetec has always stayed true to their founding culture and five core values:

- delivering quality products and support to our customers and partners,
- ensuring the well-being and development of our employees,
- conducting ourselves and our business practices with integrity,
- innovating with cutting-edge information technology,
- improving the quality of life through social responsibility.



Award-Winning Approach to Supporting Young Talent

Genetec Inc. is an exciting and supportive place to kick-start a career. Located in Montreal, Canada, the company has been leading the security sector with groundbreaking technology and innovation since 1997. One of the keys to their success is a strong commitment to the people who work there, particularly to their young talent.

In 2013, Genetec was named one of Canada's Top Employers of Young People based on its programs to attract and retain younger workers, including tuition assistance and the availability of co-op or work-study programs. The company also received top marks for its mentorship, training, and bonus incentives for employees who complete certain courses or professional designations and for its programs to help younger workers advance faster in the organization.

Because of the company's forward-thinking employee programs, Genetec was named one of the Top Employers in Montreal in 2015. This was the ninth consecutive year that Genetec received this award.

The editors at MediaCorp Inc. praised Genetec for cultivating next-generation talent through its comprehensive internship program. And the people at Genetec could not be more proud of this acknowledgement.

Internship Program at Genetec

The internship program at Genetec provides university students with the opportunity to be part of interesting and challenging projects that equip them with the practical skills needed for the professional world. Many of their interns return for second, third, and sometimes fourth internships and often accept permanent positions with the company upon graduation.

Interns at Genetec are regarded as full members of the team. They participate in the development of real and relevant content in their chosen area, including software development, sales initiations, and marketing and communications.

The philosophy at Genetec is to actively invest in young talent by providing an exceptional environment with access to experienced mentors and the right tools for realizing a solid career path. And clearly it is working.

YP Chapter Event Spotlight - New York



The Young Professionals of the New York City and Long Island Chapters had their first joint networking meeting this summer. This successful event was coordinated by chapter YP Liaisons Dov Horwitz and Mario Doyle. We had various young security professionals from the United Nations, the 9/11 memorial, and some of the leading security technology providers in the industry. Bohemian Hall located in Astoria Queens, provided a relaxed setting, which allowed the YP's to interact, collaborate and share best practices.

ASIS leadership showed support as well. Regional VP, Don Nailor, PSP, attended and met with the region's young professionals as well as local chapter representatives. From the YP council, Elisa Mula YP Council Vice Chair and Bryan Wagner, YP Newsletter Chair engaged with chapter members and congratulated both Dov and Mario on a fantastic collaboration.



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What does it mean to be a Young Professional?

Nick Pintaro has 11+ years experience in the Security Industry starting with Communications Supply Corporation (CSC) in 2004.

After experiencing life with a distributor, Nick moved to a field position with Engineering PLUS before arriving at Axis in 2012. In 2014, Nick became the Key Accounts Manager for the entire Midwest Region.

"What does it mean to be a Young Professional?" I hear this statement from many all over the country. I can give you the boring, regurgitated version, but I don't want to. Being a Young Professional means a lot more to me; it's as much a part of my day-to-day routine as my business. My definition of a Young Professional is someone who is eager to learn, eager to teach and eager to help. Notice that I used "eager" a lot in that statement. I am a strong believer that a person's potential is only as good as the work they are willing to put forth and the attitude with which they carry it out. We must be open to learning and educating ourselves as processes and technologies constantly change in the security world. It's far more advanced than we ever thought possible and it's still evolving. Learning, however, is not the last step; we must also educate. We must propagate the message we just learned efficiently, as people within our organization and in our industry look to us for answers. Hence, eager to help. We spend countless hours (at least I know I did) getting our PSP Certifications, but how do we put that to good use? We continue to learn, then educate and help other security professionals properly secure their facilities, assets, and people. The PSP certification is a pivotal point in the foundation of becoming a security professional. With the evolution of IT Professionals becoming more and more involved in Security Applications right out of college, we will need to be able to assist them in these processes. That's the most important job of a Young Professional; we must first and foremost be mentors and educators for our fellow security professionals.

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NYC- Chapter Young Professionals



The Young Professionals Group was created in 2010 to establish a comfortable environment both for ASIS members new to security and for future leaders to engage in ASIS programs and activities. The group's core mission is to develop and educate young careerists in the security industry.

While a young professional is typically defined as a member who is less than 40 years of age or who has spent fewer than five years in the security profession, we encourage participation from anyone passionate about this initiative, regardless of age or experience.

Several new initiatives have been undertaken by the NYC Chapter Young Professionals to continue to be a resource and provide development opportunities to its members. One of these initiatives is a partnership with the NYC Chapter leadership to better involve YP members with the programs, meetings and can't miss events regularly hosted by the Chapter. However, sometimes participation is out of reach for the early careerists and students who make up the YP membership.

As a first step in providing these opportunities, a raffle program was developed for attendees of YP events to cover the costs of upcoming Chapter events. The raffle was first offered at the YP's March event at Berkeley College featuring Ken Solosky, Director of Security for Lenox Hill Hospital, who provided an informative and amazingly enjoyable evening for attendees. Two winners were drawn from the attendees, covering the cost of an event for a current ASIS member and half-cost for another YP in attendance.

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ASIS and Higher Education: John Jay Alumni Reunion Weekend

As the security industry becomes increasingly technical, higher education is often required to reach the next level. John Jay College of Criminal Justice, located in New York City, offers 27 Majors, 40 Minors, 11 Master's Programs and 3 Doctoral Programs tailored to the specific challenges facing today's security professionals. A robust online course offering also allows for student's not in NY to enhance their career prospects.

Boasting over 54,000 alumni, the recent reunion highlighted the career potential and industry contacts John Jay provides. ASIS had 3 tables at the reunion and congratulates all the successful John Jay alumni.





ASIS Young Professional On The Move:



*Sr. Account Executive, CSC
The security industry is a family; a network of individuals who work together to create a layer of protection surrounding the people and institutions we love. It is this philosophy that has driven Katherine's passion and professional lineage.*

Katherine is an Austin-based Senior Account Executive, currently representing CSC and a recipient of the 2015 Young Professionals Seminar Experience. A native New Yorker, she received her B.A from St. John's University. Katherine currently serves as a 74D in the Army National Guard with the 436th Chemical Co. in Round Rock, Texas.

Q: What is your current position? How long have you been at the company and in this role

A: Two months ago I transitioned from the integration side of security to distribution by stepping into a role at CSC, a distributor of datacom and security products. I primarily focus on end-user sales and experience. My core responsibilities are to identify new business potential and develop structured partnerships. By guiding discussions on best practices for a facilities' physical security, I work to create solutions by applying the technologies of our partnered manufacturers.

Q: What first got you interested in Security & Safety?

A: Some people feel that their jobs are a series of isolated tasks. In the security industry however, every public safety officer, security director and manufacturer comes together for one purpose; to create a layer of protection surrounding the people and institutions that we love. This sense of purpose, this feeling of belonging is what has driven my security career.

Q: What has your career path been so far?

A: After completing my Bachelors at St. John's University, I joined the Army National guard and completed my training just before I began my first full time position as an Account Manager for Military and Veteran Programs at Kognito Interactive. During this time, I was urged by members of the Long Island Chapter to attend a local ASIS meeting. I was introduced to a close-knit community of professionals, where the comradery and support system between members was evident.

When looking to transition into the security industry, I was directed to an opening by Elisa Mula. Soon after, I began as a Business Development Manager at SecureWatch24 and was able to expand my knowledge of both IT and physical security. Upon moving to Austin, Texas in Spring 2015, I was referred to my current position at CSC.

Q: Who has influenced and mentored you in the Security field or otherwise?

A: Mark Eklund, Frank Catalano and Mario Doyle of the Long Island Chapter of ASIS have all been incredibly supportive of my security career. Each of them have provided an incredible amount of guidance and were ultimately the spark that ignited my interest in security. I would also be remiss if I didn't recognize Bryan Wagner, my mentor at SecureWatch24 who honed my sales skills, provided invaluable industry knowledge and is the sole reason I can aggressively hail a cab.

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NYC- Chapter Young Professionals

The winners of the drawing were Catherine Hartwell, an Account Manager at Building Intelligence Inc. and a recent Master's Degree recipient from John Jay College of Criminal Justice; and Adrian Lugo, a current undergraduate student at John Jay College who is currently working for International Protection Service Agency (IPSA) and as a lifeguard with the NYC Parks Department. The award was fitting as both are active and supportive members of the NYC YP. Catherine and Adrian both selected to attend the March Chapter Meeting held at Bobby Vans Steakhouse with guest speaker Diego G. Rodriguez, Assistant Director in Charge of the FBI's New York Field Office.

The Chapter Meeting was Catherine's first time at a Chapter event and she was excited to meet the many ASIS professionals who would be in attendance. "Everyone at the meeting was friendly and open to accepting a new young face to the event" she said, "and I enjoyed meeting and listening to their professional experiences and journeys." Catherine relayed how many members shared their advice on being successful in this industry and stressed the power of networking, encouraging her to attend more events to network with security professionals.

Adrian was appreciative of the opportunity to chat with many private sector practitioners as well as two executives from the FBI. "Becoming a member of the Young Professionals group was one of the best decisions I have made in pursuing my goal in private sector" Adrian told us. "I had an amazing experience networking with all these individuals, because they pointed me in the right direction and gave me great advice." Adrian plans on attending as many YP and Chapter events as he can.

Stay tuned for future events hosted by the NYC-Chapter Young Professionals to be held on local college campuses. For more information check out <https://asisnyc.org/programs/young-professionals/> or email asis.yp.nyc@gmail.com.



ASIS YP On The Move: continued from page 4

Q: *Where do you want to be in 15 years?*

A: I have had the pleasure of working with individuals that have an incredible amount of industry experience and knowledge. In 15 years I hope to be in a position to continue the tradition of providing a supportive environment and mentorship to young professionals and women like myself. I would be thrilled to strengthen my connection to ASIS and take a greater role of leadership in the organization. I strive to be at a point in my career where I am able to use my expertise to guide others in a meaningful way.

Q: *What impact has ASIS had on your early career?*

A: ASIS has been the catalyst for a number of my professional achievements. My knowledge of physical security has been greatly diversified due to the lectures and training provided by my local chapters. Awareness of how varying sectors can work together to create a well-rounded security posture is of utmost importance in my career, and ASIS provides opportunities for education on all facets of public and private welfare.

Additionally, my recent relocation has engrained just how important networking and professional contacts are. I was referred to my current position by a colleague that I had met only briefly at a trade show. My friends in both the ASIS Long Island and NYC Chapters were quick to get me in contact with their peers in Austin. I had several interviews set up before I even stepped foot in Texas! The support they provided during the transition was invaluable and as my career accelerates, creating a nation-wide network is a priority.

Q: *Any advice to young professionals?*

A: Stay current when it comes to industry trends! From my perspective, the most influential and successful individuals in this industry are those who take the initiative and time to understand both the large scale direction the market is moving in, while also taking note of the nuances of day to day change. Awareness is key!

Q: *Any What change do you want to see in our industry as our generation comes to the forefront of executive leadership?*

A: With a younger generation penetrating the industry, I hope to see a greater ambition to master the engineering behind security technology. A largely tech-savvy population, I'm excited to see an increased number of young professionals and women in product creation and Cyber Security.

ASIS Education Resources

SECURITY SPOTLIGHTS: Monthly features highlighting ASIS resources on specific topics in security management

www.asisonline.org/Membership/Member-Center/Security-Spotlight/Pages/default.aspx

August Spotlight focuses on Security Surveys

The security survey is a long-time staple in the security manager's toolbox. In general, the purpose of a security survey is to determine if a company's security measures and programs are adequate to counter the risks that business confronts.

Resources:

- ASIS Resource Guide on Security Surveys
- Risk Assessment, Office Building Physical Security Survey
- Sample Office Building Physical Security Survey Checklist
- Pre-Survey Action
- Conducting the Survey
- Security Survey Manufacturing Checklist (Quantitative)
- Security Management Standard: Physical Asset Protection
- Security Survey Work Sheets
- Security Survey: An Overview

EDUCATION PROGRAMS: ASIS offers a broad array of education programs ranging from entry level to executive education. The faculty—leading security practitioners who understand the challenges you face—design programs specifically for security professionals like you.

www.asisonline.org/Education-Events/Education-Programs/Pages/default.aspx

WEBINARS:

- Mitigating Insider Threat without Aggravating Every Insider
- Bullying, Harassment, Hazing & Domestic School Violence
- Building and Maintaining a Professional Network
- Retail Data Security-Intersection of the Physical and Digital Worlds
- Soft Targets: Hardening & Protecting People from Attack

CERTIFICATION REVIEWS:

- CPP, PCI, PSP: September 26-27 Anaheim, California
- Preparing for the CPP, PCI and PSP Exams (PDF)
- Online Reviews: CPP, PCI, PSP

ONLINE LEARNING:

- Access Control
- Basic Electricity
- IP Networking
- CCTV/Digital Video
- Wireless Technology



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What does it mean to be a Young Professional?

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How do we do this? We must promote an open forum of knowledge and let these young minds know that our organization values their need to learn and their need for help. If we can do this we can be a stronger organization. We must get these people involved with our local chapters and work with our board to show them the benefits of the ASIS path.

This truly is what it means to be a young professional in the ASIS organization. It is, at its core, a cultural adoption of the pillar of education.

I have been involved with the Chicago Chapter for over 9 years, and since the beginning I have always strived to be a forward thinker, even when my ideas didn't quite fit the mold. When The Young Professionals were created I was eager to jump on board because I was sure that others felt the same way I did. After a few years as a test chapter, The Young Professionals grew into something more tangible. Eureka! People started to believe; they started to see that we needed to adapt and open our arms to the younger professionals who could ultimately be a voice for ASIS.

Four months ago I was nominated to be a chairperson on our Young Professionals board. When I inquired about the role I was told I would be "a liaison for our certification board of directors". Being a huge proponent of education I was thrilled by the opportunity. I felt it was important to target all groups to increase our certification numbers within the chapter and globally. Working with the certification board we are now coming up with Marketing ideas to get the message out. I strongly believe that this initiative will be the cornerstone of our organization for years to come.

So how can you support the goal? Get involved with your local chapter; ask your vendors, integration partners, engineering partners and colleagues about getting involved; be eager to learn, educate, and encourage others. I have no doubt that carrying out each of these actions will ultimately prove immensely beneficial to your professional and personal fulfillment.

ASIS Young Professional Newsletter Staff:

Bryan Wagner—Editor	Sean O'Brien—Content
Ed Bloom— Layout and Design	Shaun Mulligan—Content
Mahmud Hasan—Content	

ASIS Young Professionals Council

Chair: Ed Batchelor, PSP (Illinois)

Vice-Chair: Bryn Palena (Pennsylvania)

Vice-Chair: Elisa Mula (New York)

Vice-Chair: Toby Heath, CPP, PSP (New York)

Secretary: Michael Brzozowski, CPP, PSP (Canada)

Council Vice President: Doug Powell

The ASIS Website is a tremendous resource to increase your knowledgebase and advance your career. The following are just a few of the opportunities available to ASIS Members. Please visit www.asisonline.org for a complete listing.

Latest in Security Management

<https://sm.asisonline.org/>

PHYSICAL SECURITY: ACCESS UNDER CONTROL

CORRUPTION CURSADER: MONEY LAUNDERING

CYBERSECURITY: MOST WANTED COMPUTER BUGS

PHYSICAL SECURITY: BARRING IMMINENT THREATS

CYBERSECURITY: EDUCATION, TRAINING & HIRING

Do More than Just Like Us



Thank you for taking the time to read the latest version of the ASIS YP newsletter. Our newsletter will be distributed quarterly and will highlight our Young Professionals from across the country. The key to the newsletter is the support and content from you the reader. Please send any YP related events or articles to ASISYoungProfessionals@gmail.com. We look forward to receiving your contributions as we work together to share the achievements and successes of Young Professionals around the world.

- Bryan Wagner, Editor

Bryan is a former ASIS Chapter Chairman and is currently a Vice President at SecureWatch24