

Louisiana Life Safety & Security Association, Inc.

2021 Dealer Conference

June 16th & 17th, 2021



Natchitoches Events Center
750 Second Street
Natchitoches, Louisiana 71457
Toll Free: (877) 238-7502



Château Saint Denis Hotel
751 Second Street
Natchitoches, LA 71457
Toll Free: (888) 900-9937





Louisiana Life Safety
& Security Association
LLSSA

5000 W Esplanade
Avenue, #286
Metairie, LA 70006

Phone: 337-886-7282
Fax: 601-372-2667
E-mail:
director@llssa.org

Early bird Special
Registered & Pay
before
May 1st

Schedule of Events

Wednesday, June 16th, 2021

2:00 pm	Registration
2:30 pm – 3:30 pm	Ken Kirschenbaum, Esq, Virtual
3:30 pm – 4:30 pm	Dera Jolet—Best Practices to Limit Liabilities

Thursday, June 17th, 2021

7:15 am	Dealer Registration
8:00 am – 11:00 am	LSFM—Admin Rules for Life Safety & Property Protection
8:00 am—11:00 am	Business Track
	b1BANK—Funding Your Acquisitions
	Ron Davis—The Gray Beards Mergers & Acquisitions
	Peter Kirk—Kirkworks Advertising
8:00 am—10:00 am	UCC—Advanced Business Development
8:00 am—10:00 am	DSC—Beyond Security
8:00 am—10:00 am	QOLSYS—Increasing RMR with Security & Home Automation
10:00 am—11:00 am	Resideo—How to Win w/a Planned Presentation/LTE Migration
10:00 am—11:00 am	Alarm.com—Alarm.com for Business
10:00 am—11:00 am	AMS—Marketing & Sales for All Employees
9:00 am—9:30 am	Dealer Morning Break / <i>Visit with Exhibitors</i>
11:15 am—12:15 pm	Luncheon / LLSSA State Meeting
12:30 pm—1:30 pm	Visit with Exhibitors
1:30 pm—3:30 pm	LSFM—Plan Review—Fire Alarm & Special Locking
3:30 pm—4:30 pm	LSFM—Plan Review—Automatic Sprinkler Systems & Suppression
1:30 pm—4:30 pm	Business Track
	Dr. Kathy Ferguson—Cost Segregation & Asset Valuation
	M2M Services—How to Sell Cellular Upgrades
1:30 pm—4:30 pm	Nortek—Edge Certification
1:30 pm—3:30 pm	Napco—Communications Sunset Upgrades with Napco Starlink
3:30 pm—4:30 pm	Napco—FireLink Sprinkler Supervisory Panel w/Integrated Starlink
1:30 pm—3:30 pm	Avantguard—What to Expect from Your Central Station Partner
3:30 pm—4:30 pm	CMS—Communication Tactics: Battling Spam Calls
2:30 pm—3:00 pm	Dealer Afternoon Break / <i>Visit with Exhibitors</i>



7th Annual LLSSA Dealer Conference
June 16th & 17th, 2021

Attendee:	
Email Address:	
Phone:	
Company:	
Address:	

Please select one class per time slot.

Wednesday, June 16th, 2021

	2:30-3:30 pm	Ken Kirschenbaum, Esq.—Kirschenbaum & Kirschenbaum, P.C. Attorneys at Law (Virtual)
	3:30-4:30 pm	Dera Jolet—Best Practices to Limit Liabilities

Thursday, June 17th, 2021

	8:00-11:00 am	LSFM	Administration Rules for Life Safety & Property Protection
	8:00-11:00 am	Business Track	
		b1BANK	Funding Your Acquisitions
		Ron Davis	The Gray Beards Mergers & Acquisitions
		Peter Kirk	Kirkworks Advertising
	8:00-10:00 am	UCC	Advanced Business Development
	8:00-10:00 am	DSC	Beyond Security
	8:00-10:00 am	QOLSYS	Increasing RMR with Security & Home Automation
	10:00-11:00 am	Resideo	Drive Sales with a Planned Presentaion
	10:00-11:00 am	Alarm.com	Alarm.com for Business
	10:00-11:00 am	Alarm Monitoring Services	Marketing & Sales for All Employees
	11:15am-12:15 pm	Luncheon / LLSSA State Meeting	
	1:30-3:30pm	LSFM	Plan Review—Fire Alarm & Special Locking
	3:30-4:30 pm	LSFM	Plan Review—Automatic Sprinkler Systems & Suppression
	1:30-4:30 pm	Business Track	
		Dr. Kathy Ferguson	Cost Segregation & Asset Valuation
		M2M Services	How to Sell Cellular Upgrades
	1:30-4:30 pm	Nortek	Edge Certification
	1:30-3:30 pm	Napco	Communication Sunset Upgrades with Napco Starlink
	3:30-4:30 pm	Napco	FireLink Sprinkler Supervisory Panel w/Integrated StarLink
	1:30-3:30 pm	Avantguard	What to Expect from your Central Station Partner
	3:30-4:30 pm	CMS	Communication Tactics: Battling Spam Calls

Location: Natchitoches Event Center—750 Second Street, Natchitoches, LA 71457—337-886-7282

Hotel: Chateau Saint Denis—751 Second Street, Natchitoches, LA 71457—Call 318-951-4105 Code:

<p>Cost for Two-Day Event: \$30.00 Members / \$75.00 Non Members An invoice will be emailed to you.</p>	<p>Louisiana Life Safety & Security Association (LLSSA) 5000 W Esplanade Ave., #286, Metairie, LA 70006 337-886-7282 / Fax 601-372-2667 / director@llssa.org</p>
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