



REGISTRATION FORM

ANNUAL CONVENTION & TRADE SHOW

May 2-4, 2018 • Greensboro, NC
Greensboro Marriott Downtown

304 North Greene St. • Greensboro, NC 27401

Name _____

Company _____

Address _____

City/State/Zip _____

Phone _____

Email _____

Add't Attendee _____

*Add't attendees must be from the same company.
Separate forms must be submitted if different sessions are selected.*

The NCEA Convention & Trade Show is the main event of 2018 in North Carolina for all professionals involved in the intrusion, fire, video, access and alarm industry. Professionals from every aspect of the electronic security industry, from business owners and decision makers to technicians and office staff will have opportunities to network with colleagues, vendors and top instructors to learn about the latest innovations in today's marketplace.

NCESA SCHOLARSHIP FUNDRAISER

Join fellow security professionals as we gather together for social networking to raise funds to support the Youth Scholarship Program which offers college scholarship funds to children of active duty police & fire personnel in NC. Your participation is requested!

WEDNESDAY AFTERNOON, MAY 2

Grasshoppers Baseball Game



Grasshoppers Baseball Stadium

\$75 per person w/ lunch, drinks, and souvenirs.
First Pitch: 12 pm

Amount: \$ _____

Check #: _____

Credit Card #: _____

Visa MC ONLY

Expiration Date: ____/____/____ SEC: _____

Pre-registration forms must be submitted by Friday, April 27, at noon by faxing to **919.459.2075** or email to **courtney@imiae.com**. Form can also be mailed to NCEA, 110 Horizon Dr., Ste. 210, Raleigh, NC 27615 with post mark of April 23. For more information contact us at 919.459.2079.

Full Schedule of Events:

Wednesday, May 2, 2018

- Youth Scholarship Fundraiser Baseball Game: 12 pm
Join us at the Grasshoppers Stadium for food, fun and networking for a good cause!
- Brewery Networking Event: 6 pm - 10 pm
Join us at Preyer Brewing for industry networking in a relaxed environment.

Thursday, May 3, 2018

- Educational Sessions: 8 am - 4:30 pm
- Trade Show: 11 am - 4 pm
- NCEA General Business Meeting & Reception: 4:30 - 7 pm

Friday, May 4, 2018

- Past President Breakfast: 7:30 am
- Electrical Training Session: 8 am-12 pm
Basics of Fire Alarm Installation: Electrical Core and National Fire Alarm Code

REGISTRATION FEE OPTIONS

SELECT ONE OF THE FOLLOWING

MAY 2 - 4

- FULL CONVENTION RATE: \$150 pp**
(Includes Education Sessions, Trade Show Access, NCEA meeting & reception, and Electrical Session). Fundraiser tickets must be purchased separately.

MAY 3

- EDUCATION SESSIONS ONLY RATE: \$FREE WITH PRE-REGISTRATION BY APRIL 23.** *(Onsite Registration Rate: \$25)*
(Includes Education Sessions & Trade Show Access)

- TRADE SHOW ONLY: \$FREE**

MAY 4

- BASICS OF FIRE ALARM INSTALLATION: ELECTRICAL CORE AND NATIONAL FIRE ALARM CODE ELECTRICAL TRAINING ONLY RATE: \$75 pp**
(Onsite Registration Rate: \$100) (Includes Electrical Class Only)

MAY 2 - 4 (8 AM - 5 PM)

- CERTIFIED ALARM TECHNICIAN LEVEL ONE TRAINING NCEA/ESA MEMBER RATE: \$445 pp**
- CERTIFIED ALARM TECHNICIAN LEVEL ONE TRAINING NON-MEMBER RATE: \$670 pp**

AVAILABLE EDUCATION SESSIONS DRAFT

EARLY MORNING SESSION: 8 - 10 AM

- SESSION 1** - Selling Smarter Business Solutions 201
- SESSION 2** - STARLINK SLE-GSM
- SESSION 3** - Access Control Site Survey

MID-MORNING SESSION: 10 A M - 12 PM

- SESSION 4** - ASLB Registration Procedures
- SESSION 5** - Alarmnet 360
- SESSION 6** - What Keeps You Up at Night?

AFTERNOON SESSION: 2:30- 4:30 PM

- SESSION 7** - Smart Thermostat Installation 201
- SESSION 8** - Z-Wave

EDUCATIONAL TRAINING

THURSDAY, MAY 3, 2018

8 - 10 am **SESSION 1**
Selling Smarter Business Solutions 201
1 CEU • NCASLB #17-318

Gerry Deehan, Alarm.com

Class objectives:

- Learn the 7 step selling process.
- Understand the 4 different business types your selling.
- Understand your value proposition.
- Defend your price point!

8 - 10 am **SESSION 2**
STARLINK SLE-GSM
2 CEUs • NCASLB #15-021 ESA # 15-4384

David Sperber/Ziad Ghossaini, Napco Security

This course is designed to teach all necessary aspects of the STARLINK SLE-GSM. Covered topics will include : Selecting service providers , activation, programming and installation .The trainee will also have a basic understanding of alarm control panel installation procedures and RMR.

8 - 10 am **SESSION 3**
Access Control Site Survey
2 CEUs • NCASLB #18-192

Joe Coker, HWP Company

This course covers the proper method of conducting a site survey to determine the best ASSA ABLOY products for the opening while ensuring to meet the customer's needs. Including power supply, locks, entry device and exit device selection.

10 - 11 am **SESSION 4**
ASLB Registration Procedures
1 CEU • NCASLB #07-262

Dr. Shere McClamb and Cynthia Anthony, NC Alarm System Licensing Board (NCASLB)

Participants will be provided an overview of the Private Protective Service's new online registration system. Specifically, participants will learn how to access the system, view rosters, and work with applications.

10 - 11 am **SESSION 5**
What Keeps You Up at Night?

Ron Davis, Davis Mergers & Acquisitions

The panel discussion, moderated by Ron Davis, will explore the many challenges and complexities faced on a daily basis by the average electronic security company owner. Topics covered include the impacts of DIYs and MIYS on your bottom line, the impacts of growing your RMR and the impact of rapidly changing technology on your marketing plans. The session will wrap up with a discussion of what is happening right now in the M & A market.

10:00 am - 12:00 pm **SESSION 6**

AlarmNet 360
2 CEUs • NCASLB #16-115

Mike McGinnis, Honeywell

AlarmNet 360 is a game-changer. Program , register and service your communication accounts. Program, install and service the Honeywell control and system features. Update control and field device firmware. But most important of all manage you're your customers' needs effectively and efficiently. Visually coordinate accounts needing service in the most effective route. Service specific system needs without rolling a truck. Recognize opportunities from your existing customer base for upgrade, growth and expansion.

2:30 - 3:30 pm **SESSION 7**
Smart Thermostat Installation 201
1 CEU • NCASLB #17-329

Gerry Deehan, Alarm.com

Class objectives:

- Understand the benefits of thermostats.
- Become familiar with the Alarm.com Smart Thermostats features.
- Leverage the 5 step easy installation process.
- Discover the best practices for supporting the Alarm.com Smart Thermostat.

2:30 - 4:30 pm **SESSION 8**
Z-Wave

2 CEUs • NCASLB #16-112

Mike McGinnis, Honeywell

After completion of this class, the installer will have a good understanding on how to install, trouble shoot, and maintain or service Z-Wave automation products. Course objectives: What is Z-Wave?, Z-Wave Devices or Nodes, Z-Wave Locks, ZWSTAT Thermostat Wiring and Programming, Z-Wave Network Installation, Repeaters, L5100 Enrolling Z-Wave Devices, Rules and Scenes, Tuxedo Enrolling Z-Wave Devices, Secondary Controllers.

FRIDAY, MAY 4, 2018

8 am - 12 pm
ELECTRICAL TRAINING

Basics of Fire Alarm Installation: Electrical Core and National Fire Alarm Code

4 Contact Hours - SP-FA/LV licensees

Kile Unterzuber, Protective Resources Inc.

An overview of the NEC and NFPA 72 requirements for the installation of power-limited fire alarm systems, including household warning systems. Emphasis is placed on the newer requirements of NFPA 72 that may be unfamiliar to licensees, including mass notification systems and acceptable monitoring technologies.

This course, when offered during fiscal year 2017-2018, meets the requirements of the North Carolina Board of Examiners of Electrical Contractors for 4 contact hours of continuing education credit. This course is not sponsored by the Board.

MAY 2-4, 2018

8 am - 5 pm
SPECIALIZED TRAINING Certified Alarm Technician Level 1
NCASLB #01-061

Mike McGinnis, Honeywell Security

This course presents an overview of the theory, installation and maintenance of alarm systems, basic electricity, standards, perimeter detection, space detection, fire systems, control panels, communications, CCTV, job planning, and false alarm prevention.

NCESA ANNUAL CONVENTION & TRADE SHOW
May 2 - 4 2018 Greensboro Marriott Downtown NEW LOCATION

Hotel Information

Hotel rooms have been blocked at the Greensboro Marriott Downtown for \$169 s/d per night. Reservations must be made on or before **April 2**, to receive the NCEA convention discount rate. Reservations can be made by calling 336.379.8000 and referring to the NC Electronic Security Convention.