



ASIS INTERNATIONAL NORTH TEXAS CHAPTER March 2007

Celebrating 50 Years 1957-2007

March Speaker

Robert J. Koepke, CISSP

Manager

Computer Security

Raytheon's Network Centric Systems

Topic:

**“Computer Security,
Vulnerabilities, and Privacy 2007”**

The presentation will be covering the latest on-line security threats to both organizations and individuals. Bob Koepke is a highly-regarded presenter in U.S. defense industry security circles and has spoken at various NCMS and JSAC security seminars. Reference materials from his presentation are available for review on his website at <http://www.whatineedtoknow.com>.

Biography:



Robert J. Koepke

Robert J. Koepke is the Manager of Computer Security for Raytheon's Network Centric Systems (NCS) Business Unit, as well as a Computer Security Forensics Investigator / Subject Matter Expert for Raytheon company-wide. He conducts computer forensic investigations, subject investigative interviews, reviews computer policy changes, risk analysis and performs computer policy enforcement for Raytheon. He has been with Raytheon for 22 years.

He has also assisted the US Government write the DCID 6-3 manual (a protection standards document for classified computer systems). He earned a Bachelor's of Science degree from the University of Wisconsin-Mil-

waukee in Electrical Engineering with a minor in Computer Science and has earned the designation of Certified Information Systems Security Professional (CISSP), the premier professional certification for information security experts.

Chairman's Corner

By George Quin, CPP, ISP

Physical & Virtual Security: Convergence at the Speed of Light

It has long been observed that 'Knowledge equals Power'. In 1944, the world changed forever with the activation of the U.S Army's ENIAC computer system and that particular expression took on new meaning with the birth of a new security doctrine – Automated Information System (AIS) Security. This doctrine in a few short decades essentially redefined what society had regarded for countless millennium as being valuable and correspondingly, how it must be protected from loss. A “schism” emerged out of the classic operational (i.e., guarding of property) and administrative (i.e., accounting for property) division of labor into parallel technical professional tracks dedicated to protecting tangible property and intangible information. The first track is generally comprised of physical specialists charged with protecting the tangible elements of their organization from loss or harm: the people, the facility, the inventory, and sensitive documents. The source of the threat to these elements can be either man-made or natural. Man-made physical threat scenarios typically involve: workplace violence, civil disturbance, strikes, robbery, blackmail/extortion, kidnapping, bombing, trespass, theft, piracy, embezzlement, sabotage or eavesdropping. Natural physical threat scenarios typically involve: fire, flooding, explosions, hazardous material spills, building collapse, utility failure, tornadoes, earthquakes, hurricanes, hail or avalanches/mudslides.

The second track is generally comprised of AIS specialists charged with protecting their organization's computer

“Chairman” Continued on page 2.

“Chairman” continued from page 1

systems (hardware and software) and the information stored therein from loss or corruption. While the natural threats tend to match those of the physical track, the man-made threats are unique in their “virtual” aspects: memory scavenging, data manipulation, direct system attacks (e.g., via script kiddies, zombie bot-nets, distributed denials of service, viruses, worms, hostile applets, and logic bombs), unauthorized access (e.g., cracking, spyware, Trojans, trapdoors, war driving, identity fraud via phishing and pharming, time stealing), electronic eavesdropping, and software piracy. Global organizational losses from these threats in 2006 totaled in the billions of dollars. However, if the technical nature of these virtual threats seems a bit incomprehensible, you are probably still in good company.

Security associations like ASIS International have been slow to embrace what is now commonly referred to as Information Technology (IT) Security. The theme for the 2004 ASIS Annual Seminar and Exhibits held in Dallas, ‘*Security at the Speed of Change*’, served as a formal acknowledgement that IT and physical security were converging with business continuity planning under the umbrella of organizational risk management. Future corporate CSOs are expected to be generally knowledgeable of or have demonstrated some degree of technical proficiency in all these areas. The ASIS Professional Certification Board, under increasing pressure from associates perceiving a decline in the relevancy (and marketability) of their CPPs, agreed to rewrite the CPP examination in 2005 to include an “Information Security” test domain. Presently this new domain represents only 5.5% of the exam, as compared to 24.4% for physical security. But that ratio will likely change in the years ahead. Perhaps the real measure of how matters are evolving came with the ASIS International announcement in 2006 of an alliance with (ISC)2, which actively promotes its Certified Information System Security Professional (CISSP) designation as the gold standard for IT security professionals. Government hiring managers

apparently concur with (ISC)2 marketing, since recent listings for federal and state security positions now include a CISSP on the same list of highly desired security certifications that the CPP has long resided on.

Our March luncheon speaker will be describing the IT threats facing both individuals and organizations in the 21st Century. Many physical security plans provide layered, well considered protective strategies that would take significant resources to successfully breach undetected. While physical breaches are usually very obvious, virtual breaches can be quite subtle. Sometimes all it takes is an illicit password and a laptop computer. I read an article last year describing how an entire company was stolen away in the middle of the night. How can you possibly steal an entire company? Well, it depends on how **value** in a company is defined. If it is defined as inventory or physical property, the inherent theft challenge is going to be pretty substantial. But what if the real value isn’t in material goods, but in the ideas and concepts stored in a single computer hard drive? That is the risk management reality a growing number of organizations are facing. The most valuable “things” they possess aren’t things. They can’t be protected by armed guards and fences anymore. Virtual wealth is now an integral part of the global economy. *The crown jewels in the corporate vault are digital.*

Dr. Dennis Dalton, regarded as one of Corporate America’s top security management consultants, described our current organizational security environment as the ‘*Total Asset Protection Era*’. To be a successful security professional in such an era requires embracing a broad new set of skills, some of which didn’t exist even a decade ago. Convergence between physical and virtual security in our 24/7 global information management society is approaching at the speed of light. Be ready. Stay sharp.

Thanks for your support, George.



ASIS Member-Get-a-Member Program
www.asisonline.org/ReachOut

See Page 10 for details.



ISTORY'S MYSTERIES

By Harold G. (Tex) Midkiff, CPP, CFE

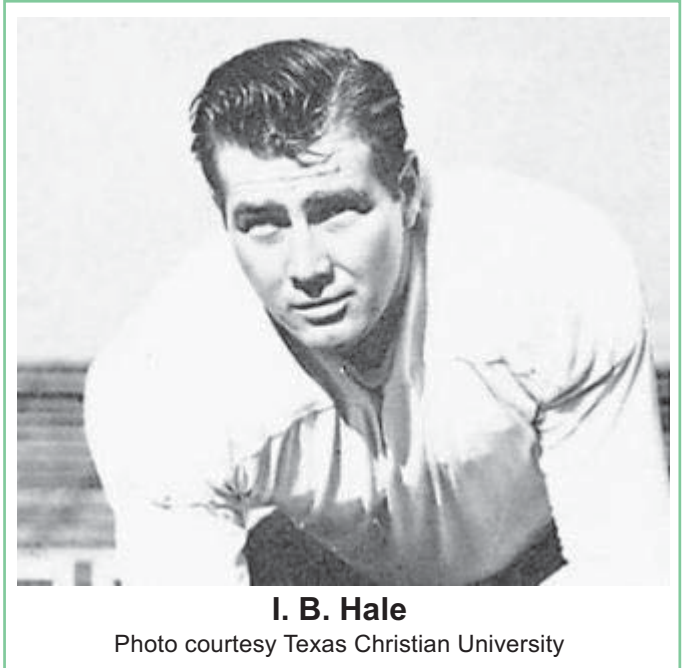
The *Kennedy Saga* has numerous entries in the Chapter's Mystery file. Even the legendary **I. B. Hale**, past ASIS President and deceased North Texas Chapter member, is not immune from the rumors that surround one of our most beloved Presidents.

Seymour M. Hersh, in his book, *The Dark Side of Camelot*, makes the following allegations:

"The uncensored FBI reports and cables on the August break-in at Exner's [*Kennedy girlfriend*] Los Angeles apartment, made available for this book under the Freedom of Information Act, were urgently forwarded, in code, to J. Edgar Hoover. An FBI summary from the Los Angeles bureau, dated August 17, 1962, told Hoover something he already knew, even if some of his California agents didn't realize it. The summary described Exner as being in contact with Giancana and Roselli and with Evelyn Lincoln [*Kennedy's secretary*]. It also told Hoover something he didn't know; the **Hale** family [**I. B., his twin sons, Tommy and Billy**] and General Dynamics were linked to the break-in. 'A man answering the description of the individual who entered [Exner's] apartment [*actually, the twins*] was observed leaving the area in an automobile registered to former Special Agent **I. B. Hale** who resides in Fort Worth, Texas,' the summary said. Our Dallas office has advised that . . . **Hale** is employed by General Dynamics . . . in charge of security.' The summary noted that the crime its agents witnessed 'is not being disseminated to the Los Angeles Police Department at this time'."

"One FBI cable to Hoover, dated August 14, and marked 'urgent,' summarized **I. B. Hale's** association with the FBI and depicted him as 'cooperative' in the past with Dallas agents. Hale, a prewar football star at Texas Christians University, was described as 'well known in Fort Worth and . . . active in many community affairs. It is the opinion of [*the FBI bureau in*] Dallas [*that*] any additional inquiry' by the FBI into the Los Angeles break-in 'would come to **Hale's** attention. It is also the opinion of Dallas that Hale would be completely cooperative in any interview. However, in view of the sensitive nature of Los Angeles investigation, no additional action [*is*] being taken by Dallas.' In other words, the FBI bureau in Los Angeles was more interested in keeping up its surveillance on Judith Exner's apartment than in prosecuting a crime or trying to find out what **I. B. Hale** and his sons were doing there."

"At the time of the break-in, the company's chances of winning the immensely lucrative TFX [*Tactical Fighter Experimental*] contract [*with the DoD*] were precarious, as the men running General Dynamics were only too aware. To improve the company's odds, nothing could be ruled out in the summer of 1962, including the utilization of a high-priced former FBI agent who might be in a position to accumulate information on the Kennedy administration. The **Hale** family's criminal entry into Judith Campbell Exner's apartment, which has never been reported before, raises an obvious question: Was Jack Kennedy blackmailed by a desperate corporation?"



I. B. Hale

Photo courtesy Texas Christian University

Notations in **[red]** are mine for clarification and not included by the book's author. I make no judgment as to the validity, truth or credibility of Seymour Hersh's theories, but offer this information as a matter of historical significance to the chapter. You be the judge.

**Your Business Card Advertisement
could be placed here!**

**The North Texas Chapter website
www.ntx-asis10.org is now
accepting banner advertising!**

See Page 8 for advertising fees.

Region 6 Unveils Placements & Resumes Webpage

As a service to our members, Region 6 has initiated a webpage entitled Placements & Resumes. By visiting the Regional website at www.asisregion6.org and selecting the "Menu" tab you will be offered a number of webpage choices including Placements and Resumes.

If you are one of the 2000 ASIS International Region 6 members, you may post your resume information in the Resumes Section. If you are a firm seeking to communicate an open position to the ASIS International Region 6 membership, please have an authorized party within your organization submit a Placements announcement including contact information for the company representative authorized to confirm the posting. To utilize this service, please submit completed self-contained Word documents and/or Adobe PDF files formatted and ready for viewing.

ASIS Intl. Region 6 Officers, Volunteers or Staff will not edit the documents but we reserve the right to review documents for appropriate content. Region 6 does not guarantee that a particular submission will be posted and may reject a submission at our discretion. ASIS Intl. Region 6 Officers, Volunteers or Staff do not guarantee or warrant the content of each submission, whether a posting for Placements or Resumes, and shall not be liable for the accuracy, validity, timeliness or the consequences of anyone relying, distributing and acting upon the contents of posted documents. Though we will check all documents for viruses prior to posting, each copy/download of each posted document is performed at the user's own risk.

Please attach only one document per e-mail submission. Documents will automatically be removed after 60 days. Click to e-mail document to asis@asisregion6.org.

This webpage is designed to be a service to the membership. For the webpage to realize its full potential timely submissions of open positions will need to be received and interested members should check the page for new postings on a regular basis.

ASIS International Region 6
Michael Crocker, CPP, CSC
2006-2007 ASIS Intl. Region 6 Vice President
MCA - Michael Crocker, CPP & Associates, Inc.
Ph: 281-543-3960 Fx: 832-230-8022
www.asisregion6.org

Support the Newsletter and Website!
Place an advertisement See page 8

Golf Tournament Packages

PLATINUM Package - \$2000

- Two Complimentary Foursomes
- Company Recognition on 3 Tees
- Banner at Venue (Provided by Sponsor)
- Recognition in ASIS Newsletter, ASIS #010 Website*
- Large Logo on Registration Flyer (If Committed Before Printing)
- Recognition From Podium at Awards Reception
- Plaque of Appreciation
- 12 Complimentary drink coupons

GOLD Package - \$1,500

- One Complimentary Foursome
- Company Recognition on 2 Tees
- Recognition in ASIS Newsletter, ASIS #010 Website*
- Certificate of Appreciation
- 8 Complimentary drink coupons

SILVER Package - \$1,000

- One Complimentary Twosome
- Company Recognition on 1 Tee
- Recognition in ASIS Newsletter, ASIS #010 Website*
- 4 Complimentary drink coupons

Beer and Soft Drink Sponsorship - \$800.00

- Banner at Venue
- Recognition From Podium at Awards Reception
- Recognition in ASIS Newsletter, ASIS #010 Website*

Tournament Underwriter - \$7500.00

- Banner at Venue
- Recognition From Podium at Awards Reception
- Recognition in ASIS Newsletter, ASIS #010 Website

43rd Annual Law Enforcement Appreciation Nite (LEAN)

By Bob Smoot, LEAN Committee Chairman

It's hard to believe, but LEAN 2007 is only a couple of months away. As I look at the membership attending the monthly meeting I see so many new faces that may not have had the pleasure of attending LEAN. If you have not been involved with this before, here's what it's all about.

Security folks work so closely with all levels of Law Enforcement. 43 years ago the North Texas Chapter started an annual free BBQ and Beer to thank them for their support. At some point we started including door prizes. Last year, due to the generous support of our corporate sponsors, we gave away over \$8,000 in door prizes.

Over the years we have had 500 to 1000 in attendance. Needless to say this is our largest event of the year. Additionally, this is the largest LEAN in all of the Chapters in ASIS International. We are expecting 600 to 800 this year. This is known as Old Home Week for the Law Enforcement Community of North Texas.

We have invited the entire National Board of Directors of ASIS International. Normally at least one, and often the entire Board, will show up. Former President and Chairman of the Board of ASIS International, Shirley Pierini, has already confirmed her attendance.

The cost of the ticket is the same as our monthly meeting, \$25.00. Tickets are not sold to any member of Law Enforcement. The only way any of them can attend is by being given a ticket from one of us. We could not put this event on without the support of our Corporate Sponsors. If your company can make a donation above the cost of the ticket, please contact Jim Dollar 214-638-4961. Jim is our Official Chapter Beggar. He will be sending out letters to many corporations requesting your support. If you don't get a letter, call him and ask for one, or just let him know how you want to support LEAN!

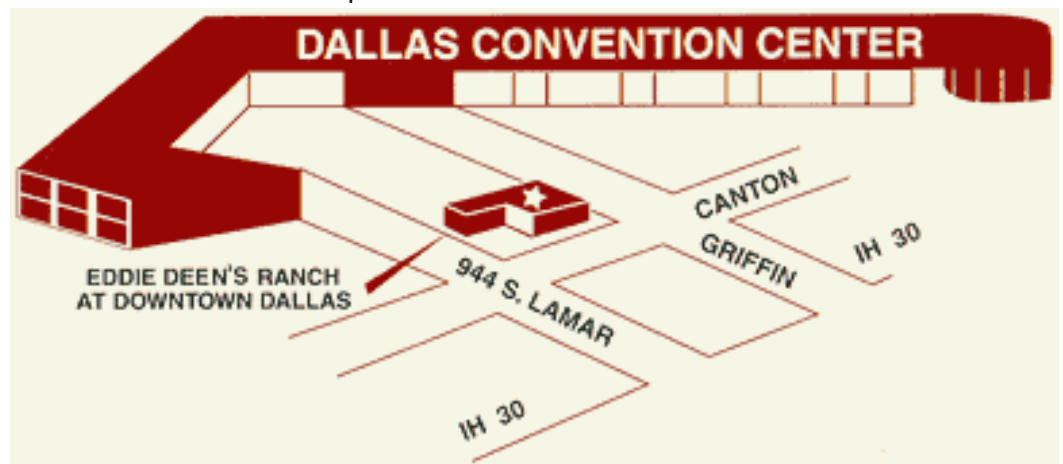
Please keep in mind that each year I get calls from various Law Enforcement people requesting tickets. If you don't know of any Law to invite, please contact me. Or,

if you would just like to help sponsor additional folks, call or email me. (bobsmoot@peoplescom.net) or 903-765-4356.

The tickets will be printed in the next few weeks. You can get tickets from Jim, me or any one of our Executive Committee. I will publish a list of additional folks you can get tickets from in the April Newsletter. Tickets will not be sold at the door.

The location will be the same as last year, Eddie Deen's Ranch. It is located on the northeast corner of Lamar and I30, just south and in the shadow of the Dallas Convention Center. This location seemed to be a big hit last year. Eddie Deen is a big supporter of North Texas Law Enforcement.

Dress Code is Boots and Blue Jeans. We will have a Pickup load of door prizes and all the BBQ and Beer/Wine you want. Help the North Texas Chapter continue to have the largest Law Enforcement Appreciation Nite in the Society.



Texas Legislative Update

By Greg Autry, CPP

The Texas Legislature is well underway and we are watching specific bills that could affect our profession. All of the bills have been referred to committees for possible hearings. Not all bills are brought up for hearing and may have no action taken on them by that committee during this session.

House Bill 59

Referred to the Business & Industry committee

No hearing date set. This bill would severely limit the ability for private companies to acquire and store certain information including any form of biometrics that may be used for identification of individuals.

House Bill 79

Referred to Criminal Jurisprudence

This bill would make burglary of a motor vehicle a State Jail Felony on the first offense. This is a very important bill that is needed to improve law enforcements abilities to keep the offenders off the street. Unfortunately based on recent overcrowding events with the Dallas County jail and state jail facilities, this bill will have an uphill battle.

House Bill 103

Referred to Criminal Jurisprudence

In this bill, deadly force would be authorized to prevent someone from injuring another person, entering a property or stealing items from properties. This would aid armed security personnel by limiting exposure to prosecution for protecting life and private property.

House Bill 258

Referred to Defense Affairs & State-Fed Relations

House bill 258 limits law enforcements ability to confiscate firearms during a state of disaster to when investigating a criminal act if the officer reasonably believes it is immediately necessary for the protection of the officer or another individual.

House Bill 320

Referred to Law Enforcement

This bill modifies an existing law to now allow businesses and financial institutions to use and store information off of a driver's license or state ID for the purpose of identification.

To read the text of each of these bills and to find members of each committee go to: <http://www.capitol.state.tx.us/Home.aspx>.

ASIS Members should write committee members and the chairman voicing your support or your disagreement with

bills assigned to their committee. Emails are not as effective as mailed letters. We will continue to keep you updated as the session progresses.

Treasurer's Report

By Michael Finnegan, CHS-III

Since the first of the year we have seen a tremendous increase in the attendance at the monthly chapter meetings. It has been fun to visit with old friends and colleagues, but it has also made positive impact on the chapter finances. As you can imagine a lot of thought and preparation goes into planning these meetings from getting the right speaker to making menu selections, and I believe all of this has helped stir the interest back into the organization. We are very fortunate to have an active board and a great support team to make all these functions come together.

The Executive Board has recently voted to purchase multiple CPP study guides and additional material for the chapter library. We expect delivery of the material this week and it will be available to all members that are seeking certification in any of the ASIS designated areas of study. We look forward to seeing anyone that wishes to pursue a certification to join us at TI on Wednesday nights at 6:00 p.m.

Things are starting to get busy for us with the upcoming LEAN event in May. The planning is well underway with James Dollar and Bob Smoot dragging the sack again this year. We really appreciate their efforts, and ask all of you to help them in anyway you can to fill that sack. John Hewitt is busy leading his team, as they are getting ready for the world famous Chapter Golf Event that is right around the corner. Get your Teams lined up! As always this event will bring out hackers from all over the country. We are looking forward to having two successful events again this year.

SPUR

ASIS
INTERNATIONAL

Advancing Security Worldwide™

ASIS North Texas Chapter Newsletter

If you have any suggestions or articles to submit contact:

Editor: Steve Castor, CPP
steve.castor@cbre.com

ASIS Regional Report

By John Hewitt, CPP

As the Assistant Regional Vice president my duties include working directly with and reporting to the Regional Vice President Michael Crocker, CPP. Our goals for 2007 are to improve how the chapters in our region conduct business. Michael has worked diligently with each chapter to ensure policies, procedures, and ASIS established guidelines are being met.

For those unfamiliar with the regional map, we are in Region 6. This includes The North Texas Chapter, The Houston Chapter, The San Antonio Chapter, The Texas Gulf Coast Chapter, and the newly formed Panhandle Chapter. Recently moved back from region 4B to our region is The El Paso/Juarez Chapter. A regional website was established last year. For more information on regional events please go to: [Region 6 of ASISONLINE.org](http://www.asisonline.org) (<http://www.asisregion6.org/>).

My duties also include reporting to the RVP, local chapter events and meetings. As of this writing I think our newly elected executive committee has done an excellent job. My observations on our chapter of which I am proud to be a member:

George Quin, CPP, has done an excellent job bringing the chapter a new perspective. George has established a liaison between all chapter committees and has brought forth professionalism in all aspects relating to his position as Chapter Chairman for 2007.

Steve Castor, CPP, CIPM as Vice Chairman has established a new concise, easy to read format for the chapter newsletter that looks very professional. Steve is also doing the group emailing and has established the most current list of chapter membership.

Martin Cramer, CPP as Chapter Secretary turns in monthly chapter reports to ASIS International. Martin has also put together another well formed CPP study group. The group meeting is held every Wednesday night at Texas Instruments.

Michael Finnegan, CHS III as Treasurer recently established better accounting methods for the Chapter Bank account. He has invoked PayPal, and is utilizing QuickBooks to better account for transactions. In addition to his duties as treasurer he also hosts all meetings at Texas Instruments headquarters.

Michael Adams, CPP is the Assistant Treasurer for the chapter and will be handling all funds from the Law

Enforcement Appreciation Night (LEAN). He is also the liaison for ASIS badges. In addition to these duties Michael assists Michael Finnegan as needed.

Brad Hellums, CPP, our webmaster has recently redesigned the chapter sight to make it more navigable. Please see: [North Texas Chapter #010](http://www.ntx-asis10.org/) (<http://www.ntx-asis10.org/>).

Bob Smoot and Jim Dollar: These guys have been doing the LEAN event before some of us were born and they do an excellent job. The turnout in 2006 was one of the best ever. With these two guys behind the wheel we can rest assured LEAN 2007 will be just as successful.

Hats off to these folks!

Government Affairs & Public Policy

The November elections resulted in a change in power in both houses of the US Congress. Democrats won control of the Senate by gaining six seats, and they won control of the House of Representatives by gaining 31 seats. Voters clearly were uncomfortable with many issues, among them: scandals involving several incumbent Members of Congress; dissatisfaction about President Bush's Iraq policy and the performance of his administration; and a federal deficit that belied Republicans' claims of being the party of fiscal responsibility.

In Congressional elections held during the sixth year of a two-term presidency, the party not occupying the White House normally enjoys significant gains over their opposition, thus further demonstrating Americans' general discomfort with too much concentration of power and growing national fatigue that comes with the second term of any presidency.

The gains enjoyed by Democrats in 2006, while resulting in a shift of Congressional power, were not as large as the gains of the party not in the White House in many other sixth-year elections. For example, in 1938 FDR suffered a loss of 71 House seats and six Senate seats; in 1958 Eisenhower suffered a loss of 47 House seats and 13 Senate seats; and in 1974, the sixth year of Nixon-Ford, Republicans suffered a loss of 43 House seats and three Senate seats.

Comparisons with past elections aside, the Democrats clearly control Congress. Rhetoric and recent political trends indicate that we likely are in for a two-year period of gridlock, which will do little more than set the stage for the Presidential and Congressional elections of 2008.

Executive Board Meeting Notes February 13, 2007

By Martin Cramer, CPP

Chapter Treasury Report

Account Balance \$13,440

Chapter Certification Program

CPP Library & 10 Study Guides Purchased
Study Group has reached the half way mark
Certified members receive 1/2 credit for Chapter meetings when speaker presentation is 1 hour.

Chapter Web Site

Web Site has been redesigned
Soliciting Banner Ads for Web Site

Chapter Newsletter

Professional Newsletter Publisher hired
Soliciting Advertising for Newsletter

ASIS Monthly Chapter Activity Report

Filed on-line by Martin Cramer, CPP

Vacant Committee Chair Positions

Lisa George appointed to Chair CPEC Committee.

Chapter Meeting Schedule

See Calendar on page 9.

Noggle Endowment Award

By Randy Jordan CPP, Endowment Chairman

Dennis Noggle was the Chairman of the North Texas Chapter during 1994. In June, 1996, Dennis died following a courageous battle with lung cancer. He will be remembered by all of us who worked with him for his integrity, dedication and leadership to our Chapter.

During the next several months, the Noggle Endowment Committee will be actively seeking applications for a training grant award from eligible Chapter members who have demonstrated their commitment and dedication to the North Texas Chapter.

We should emphasize that this award is not based on need. Candidates will be evaluated on integrity, leadership and interest in furthering their professional goals through training.

A grant from the endowment will be provided to the winning candidate to pay for a professional development course or seminar in the security field. Preference will be given to ASIS sponsored events. The size of the award will be determined by the amount of interest earned on the principal balance of the endowment fund for the year. The amount of the award will be announced at one of our monthly meetings this fall.

Interested candidates are encouraged to contact Endowment Chairman: Randy Jordan CPP, (817) 845-4002.

Newsletter and Website Advertisements

Companies interested in supporting the Chapter by advertising on the ASIS Chapter website (<http://www.ntx-asis10.org/>) or in the Monthly Newsletter should contact Martin Cramer, CPP martin.cramer@sgi-us.com for add placement agreement.

Artwork colors used should blend with the Chapter's color theme but without giving the appearance of actually being a component of the Chapter web site. Web Site Banner Add Fee is based on advertiser providing web ready art graphics and hyperlink to company information.

Newsletter Fees:

- 1/4 Page - \$400.00 per year
- 1/2 Page - \$800.00 per year
- Business Card Size - \$250.00 per year

Custom sizes are available at additional cost.

Web Site Banner Fees:

\$600.00 per year

2007 Calendar of Events

**Chapter Meeting –
2nd Thursday of the month**
Thursday, March 8, 2007, 11:30 – 1:30
Texas Instrument HQ
12500 TI Boulevard,
Dallas 75243

CPP Study Group
Wednesdays, 6:00 p.m. to 8:00 p.m.
January 17th through March 20th
The NTX Chapter is sponsoring a CPP Review at Texas Instruments. Location: Texas Instruments South Campus - 12500 TI Blvd. Dallas, TX 75243. Please email Martin Cramer, CPP martin.cramer@sgi-us.com if you would like to attend or present at one of the sessions.

Criscuoli Volunteer Leader of the Year Award
May 20th

LEAN
Law Enforcement Appreciation Night
May 10th

Texas Regional Infrastructure Security Conference (TRISC)
May 15-17, 2007
Austin, Texas

Certification Award
Organizational Award of Merit
June 1st

Alan J. Cross CPP Award
June 1st

Certification Award
Regional
July 1st

Chapter Golf Tournament
Bear Creek
June 15th

Timothy Walsh APC Award
Deadline varies (check website)

Chapter Scholarship Award
September 1st

Region 6 Scholarship Award
September 15th

53rd Annual Seminar and Exhibits
September 24-27, 2007
Las Vegas, Nevada

Noggle Endowment Award
November 1st

IB Hale Chapter of the Year Nominations
November 15th

Chapter Meeting Schedule

April 12	Chapter Meeting
May 10	LEAN (no meeting planned)
June 15	Golf Tournament (no meeting planned)
July 12	Chapter Meeting
August 9	Chapter Meeting
September 13	ASIS Annual Seminar (no meeting planned)
December 13	Chapter Christmas Party

2007 Chapter Officers

Chairman	George Quin, CPP
Vice Chairman	Steve Castor, CPP
Secretary	Martin Cramer, CPP
Treasurer	Michael Finnegan, CHS-III
Asst. Treasurer	Michael Adams, CPP

How to Order a Name Badge

Have you noticed the great looking name badges worn by several members and wanted one for yourself? Thanks to the generosity of LaCora McSwain and Metroplex Control Systems (972-406-9300) you can now have your own name badge. Look for the *Name Badges* sheet at the sign in table at our next chapter meeting, or email steve.castor@cbre.com

The **POWER** of Collaboration

Be part of the ASIS Member-Get-a-Member Program

Dear ASIS Member:

I am pleased to announce our new membership recruitment campaign:

As part of our Power of Collaboration membership marketing initiative, we are launching this campaign that is based on the inherent power in referral marketing. You know, when you experience something good, you are naturally inclined to tell others about it. You probably already recommend ASIS to your colleagues, but now we want to encourage you to reach out even more in 2007, and ASIS will reward you for your extra effort! The campaign will run from January 1 through December 31, 2007.

You and your chapter have the potential to earn valuable awards, including:

- Free registration to the Annual Seminar and Exhibits
- A one-year subscription to the POA Manual online
- Vouchers toward registration for ASIS professional development programs or on ASIS-published books
- Cash awards

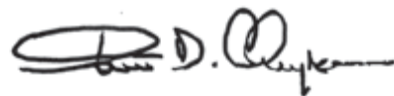
Chapter Grand Prize: One free full registration to the ASIS 2008 Annual Seminar and Exhibits, plus four nights lodging! (Approximately \$1,600 value)



All you have to do is ask your colleague to include your name on the membership application where it asks: Who introduced you to ASIS? We will do the rest!

View all the [Reach Out! program details](#) and support materials you can use. Then, start recruiting today!

Best regards,



Steve D. Chupa, CPP

President

ASIS International

P.S. The Member Services staff at ASIS would be happy to answer any questions you may have or send you membership applications by mail. Call 703-519-6200.

ASIS Member-Get-a-Member Program
www.asisonline.org/ReachOut