



# THE SECURITY BEACON

FEBRUARY 2011

BOSTON CHAPTER OF ASIS INTERNATIONAL

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## 2011 ASIS BOSTON CHAPTER LEADERSHIP

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## KEYS TO LEADERSHIP SUCCESS

*By Salvatore LaScala*

The leaders of today have a challenging task ahead of them. They feel obligated to communicate, educate and evaluate the people that look to them for guidance and to support each person's human need for involvement, worth, accountability, and understanding. These are basic needs that we have come to expect from our leaders. An effective leader understands that

In times of upheaval and change, many people wonder why some leaders succeed and others fail. The answer is complex, but as ASIS-Boston Communications Committee Co-Chair Salvatore LaScala suggests, effective leadership is built upon skills anyone can learn.

the giving of value to each individual is necessary for us to become effective members of a group, or better yet, productive members of a group.

Why is today's leadership more challenging? One possible reason could be that past leaders were not concerned about the employee needs or the employees themselves. The leader of today has to be aware of these needs because the employee will not have any loyalty towards the organization if he or she does not.

In today's fast paced technological age, managers and supervisors have to weigh the needs of the organization versus the needs of the employees. Can they accomplish both? Yes, they can, by effectively meeting the needs of the organization while also supporting the dignity of the employee. There are small and large organizations which, through the wisdom of their managers, are succeeding in addressing both company and employee needs. Well-trained managers equate to productivity, work quality, and a team concept.

### Team building

As an avid sports watcher, I have learned to think about leadership skills while watching a baseball game. The manager of the team has to put his best players on the field so that the team can win. He is depending on the players to go out on the field and play like a team. The manager believes that winning is dependent on the ability of each player, the necessity of the team to work as one, the absolute dependence of the leader on the whole team, and the desire of the leader to have each player performing at his peak. These are also the qualities required of all leaders.

[READ MORE HERE](#)

**TREASURER'S REPORT****DECEMBER 31, 2010**

Previous Month Balance	\$53,492.04
Income This Month	\$20,503.10
Sub Total	\$73,995.14
Expenses This Month	\$31,201.00
<b>Current Balance</b>	<b>\$42,794.14</b>

**ORDINARY INCOME/EXPENSE****INCOME**

Education Seminar Income	\$1,540.00
Interest	\$1.07
<b>Total Income</b>	<b>\$1,541.07</b>

**EXPENSE**

Bank Charge	
• Bank Charge AMEX	\$60.38
• Bank Charge - Other	\$289.83
<b>Total Bank Charges</b>	<b>\$350.21</b>

Dining	\$376.26
Education Seminar	\$4,958.14
Manning Expense	\$6,400.00
Meeting Expense	\$5,715.60
Newsletter Expense	\$2,234.95
Web Site	\$70.33
<b>Total Expenses</b>	<b>\$20,105.49</b>

Net Ordinary Income	\$18,564.42
<b>Net Income</b>	<b>\$18,564.42</b>

**ACCOUNT BALANCES**

Primary Checking	\$33,212.86
Internet Account	\$3,000.00
Manning Fund	\$5,528.98
Goldman Fund	\$1,052.27

**CHAIRPERSON'S MESSAGE**

I am honored to be your 2011 ASIS-Boston Chapter Chairperson and will strive to maintain – and exceed – the high standards set by my predecessors. My thanks to outgoing Chairperson Dick Parry for all the time he gave to the Chapter and the mentoring he gave to me.

I'd like to welcome our new Board members Dave Corbin, Vice Chair, and Michael Art, Secretary, and thank Denny Crowley for continuing as Treasurer. I'd also like to welcome our dedicated volunteer Board who truly are the crux of the Chapter. Without their efforts, we would not succeed.

I would be remiss if I did not thank Bob Johnson, Region 18 Vice President, and Phil Stewart, Region 18 Assistant Vice President. Bob and Phil have been incredibly supportive of the Boston Chapter and their continued attendance at our meetings and functions is much appreciated.

I have spent a lot of time thinking about our goals for the coming months. I am proud that we have a membership of more than 800 people, yet puzzled that our meeting attendance fails to reflect our strength. With these thoughts in mind, our first goal for the year will be increased participation in Chapter activities. We will strive for growth in meeting attendance and in Board participation. It is our hope to have waiting lists for our educational seminars and our CPP review course, and for each member to take pride in their ASIS-Boston Chapter.

You soon will receive an email membership survey asking for your thoughts and recommendations. I hope you will take the time to respond so that we can help our Chapter grow stronger and more successful.

In the coming weeks, you will see changes in our Chapter meetings. One of our first innovations will be rotating to different locations in order to make the meetings more accessible. Please join us at the Boston Marriott Newton in February and at State Street in March. We are also looking to diversify our meeting content. Contact me if you or your company would like to host a meeting at your facility or if you'd like to propose a guest speaker or topic.

Please mark your calendars for the upcoming 2011 Security Expo on April 27, 2011. Spearheaded by Bonnie Michelman and Jim Healey with Jim Stankevich coordinating the exhibits, it promises to be a terrific experience.

I look forward to serving the Chapter over the next year and seeing you at our meetings and events. Please do not hesitate to contact me at [jgoba@partners.org](mailto:jgoba@partners.org) or 617 724-3036.

Jennifer Goba, CPP, Chairperson, ASIS-Boston



## Code of Ethics

Aware that the quality of professional security activity ultimately depends upon the willingness of practitioners to observe special standards of conduct and to manifest good faith in professional relationships, ASIS adopts the following Code of Ethics and mandates its conscientious observance as a binding condition of membership in or affiliation with ASIS:

### ARTICLE I

*A member shall perform professional duties in accordance with the law and the highest moral principles.*

#### Ethical Considerations

- 1-1 A member shall abide by the law of the land in which the services are rendered and perform all duties in an honorable manner.
- 1-2 A member shall not knowingly become associated in responsibility for work with colleagues who do not conform to the law and these ethical standards.
- 1-3 A member shall be just and respect the rights of others in performing professional responsibilities.

### ARTICLE II

*A member shall observe the precepts of truthfulness, honesty, and integrity.*

#### Ethical Considerations

- 2-1 A member shall disclose all relevant information to those having a right to know.
- 2-2 A "right to know" is a legally enforceable claim or demand by a person for disclosure of information by a member. This right does not depend upon prior knowledge by the person of the existence of the information to be disclosed.
- 2-3 A member shall not knowingly release misleading information, nor encourage or otherwise participate in the release of such information.

### ARTICLE III

*A member shall be faithful and diligent in discharging professional responsibilities.*

#### Ethical Considerations

- 3-1 A member is faithful when fair and steadfast in adherence to promises and commitments.
- 3-2 A member is diligent when employing best efforts in an assignment.
- 3-3 A member shall not act in matters involving conflicts of interest without appropriate disclosure and approval.
- 3-4 A member shall represent services or products fairly and truthfully.

### ARTICLE IV

*A member shall be competent in discharging professional responsibilities.*

#### Ethical Considerations

- 4-1 A member is competent who possesses and applies the skills and knowledge required for the task.
- 4-2 A member shall not accept a task beyond the member's competence nor shall competence be claimed when not possessed.

### ARTICLE V

*A member shall safeguard confidential information and exercise due care to prevent its improper disclosure.*

#### Ethical Considerations

- 5-1 Confidential information is nonpublic information, the disclosure of which is restricted.
- 5-2 Due care requires that the professional must not knowingly reveal confidential information or use a confidence to the disadvantage of the principal or to the advantage of the member or a third person unless the principal consents after full disclosure of all the facts. This confidentiality continues after the business relationship between the member and his principal has terminated.
- 5-3 A member who receives information and has not agreed to be bound by confidentiality is not bound from disclosing it. A member is not bound by confidential disclosures of acts or omissions that constitute a violation of the law.
- 5-4 Confidential disclosures made by a principal to a member are not recognized by law as privileged in a legal proceeding. In a legal proceeding, the member may be required to testify to information received in confidence from his principal over the objection of his principal's counsel.
- 5-5 A member shall not disclose confidential information for personal gain without appropriate authorization.

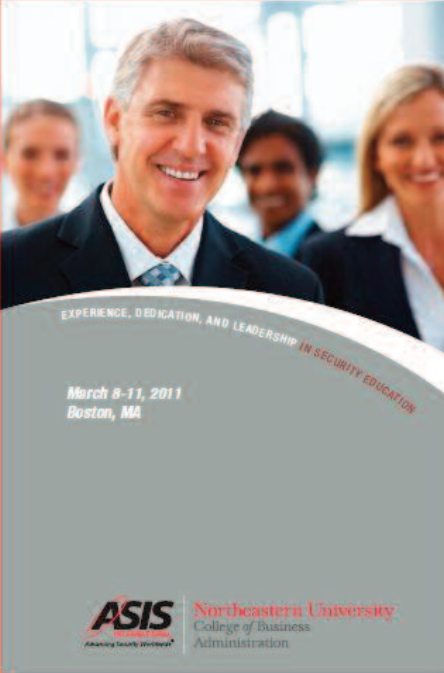
### ARTICLE VI

*A member shall not maliciously injure the professional reputation or practice of colleagues, clients, or employers.*

#### Ethical Considerations

- 6-1 A member shall not comment falsely and with malice concerning a colleague's competence, performance, or professional capabilities.
- 6-2 A member who knows, or has reasonable grounds to believe, that another member has failed to conform to Code of Ethics of ASIS should inform the Ethical Standards Council in accordance with Article VIII of the Bylaws.

Executive Education  
**Business Concepts for the Effective Security Manager**



Learn foundational business concepts and how they can be applied to advance the security program within an organization with ASIS International and Northeastern University in March.

## MARCH

**7 - 10**

### APC I: Concepts & Methods

Westin Casurina

Las Vegas, NV

~~\$1,235.00~~ **Now \$1,135.00**

**8 - 11**

### Business Concepts for the Effective Security Manager

Hilton Boston Financial District

Boston, MA

\$3,400.00

**14 - 15**

### 2011 Spring Conference of the CSO Roundtable

Westin Alexandria

Alexandria, VA

\$1,000.00

**17**

### ASIS Boston monthly meeting – Joint IAHSIS Meeting

Boston Marriott Newton

**30**

### Best Methods for Using Internet Search and Analysis in Intelligence and Investigations

Webinar

\$99.00

## APRIL

**3 - 6**

### 10th ASIS International European Security Conference

Vienna, Austria

Price TBD

**8 - 9**

### CPP Review

Le Pavilion Hotel

New Orleans, LA

~~\$825.00~~ **Now \$725.00**

**8 - 9**

### PSP Review

Le Pavilion Hotel

New Orleans, LA

~~\$825.00~~ **Now \$725.00**

**11 - 12**

### Enhanced Violence Assessment and Management

Milennium Knickerbocker Hotel

Chicago, IL

~~\$900.00~~ **Now \$800.00**

**11 - 12**

### International Threats and Transnational Crime

Hilton Alexandria Old Town

Alexandria, VA

~~\$900.00~~ **Now \$800.00**

**11 - 13**

### Organizational Resilience: A Holistic Approach to Security, Preparedness, and Continuity Management

Milennium Knickerbocker Hotel

Chicago, IL

~~\$1,000.00~~ **Now \$900.00**

**13 - 14**

### Active Shooter

Milennium Knickerbocker Hotel

Chicago, IL

~~\$1,000.00~~ **Now \$900.00**

**27**

### ASIS Boston Security Expo

Details to come

## MAY

**9 - 12**

### APC II: Practical Applications

Doubletree Guest Suites

Charleston, SC

~~\$1,235.00~~ **Now \$1,135.00**

**12 - 13**

### ROI - How to Successfully Sell Security to Management

Charleston, SC

\$250.00

**23 - 26**

### Managing Your Physical Security Program

Hyatt Regency Boston

Boston, MA

~~\$1,000.00~~ **Now \$900.00**



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 Recognized by  
Training Magazine, 2009

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## TEST YOUR KNOWLEDGE CPP® REVIEW QUESTIONS

By Mark H. Beaudry, CPP  
IBM Corporate Security  
978-399-5438 T/L 333-5438,  
mhbeaudr@us.ibm.com

1) Lighting units of four general types are used for protective lighting systems. Which of the following is not used?

- A. Continuous
- B. Intermittent
- C. Standby
- D. Moveable
- E. Emergency

2) In a barbed wire fence, the distance between strands should not exceed:

- A. 4 inches
- B. 3 inches
- C. 5 inches
- D. 6 inches

3) The process used by the security manager in establishing priorities of protection of assets is known as:

- A. Security survey
- B. Vulnerability study
- C. Risk analysis
- D. Inspection review

ANSWERS ON  
PAGE 8

## GET READY, GET SET, GET CERTIFIED!

Thinking about earning your security certification but don't know where to start? ASIS International can help.

Certification Reference Sets are available for 90-day rental from the ASIS Information Resources Center (IRC). Materials include the recommended reading lists for CPP®, PSP®, and PCI® certification. The POA Manual and British and Canadian legal references are not available.

Rental fees are just \$75 for the CPP® (5 titles) and PSP® sets (8 titles); \$53 for the PCI® set (6 titles). \* Fees may be charged to VISA, MasterCard, or American Express.

Contact the IRC by phone or email at 703-518-1471 or [info@asisonline.org](mailto:info@asisonline.org) for complete details or to schedule a loan of these valuable certification study guides.

*\*Please note: Shipping is not included in rental fees.*

## PREPARATION THE BEST PROTECTION

Security personnel are often the first responders to episodes of workplace violence. Learn to prepare for – and prevent – potential workplace tragedies with the 15-hour **Active Shooter: Readiness, Response and Recovery Online Course** from the Center for Personal Protection and Safety (CPPS). This important on-line course is now available to ASIS members at 20% off the regular retail price.


Learn from a panel of experts about effective responses to the “Active Shooter” situation through the lens of Personal Survival and Response. Explore practical Prevention Strategies and solid, organizational Contingency Planning considerations. The on-demand course will provide what you need to know about handling a security threat in the workplace and beyond. Topics include:

- The importance of a survival mindset not only for yourself but for those you've been chartered to protect
- How to identify pre-incident indicators that can help you get in front of a situation and, possibly, prevent a tragedy
- The full spectrum of planning considerations in response to an “Active Shooter” in the workplace, whether the threat comes from in side or outside your organization

Cost for the course is \$396.

Go to the **Center for Personal Safety** website to take advantage of this special offer today.





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fax: 617.621.2911

United Security, Inc.



## Business Continuity

### HOW WELL ARE YOU LEADING RISK MITIGATION AT YOUR COMPANY

If you are responsible for implementing your company's risk management programs, then you understand the importance of providing a comprehensive and executable plan. If you need help identifying and responding to the risks your organization faces, check out these resources for professional guidance and ideas.

#### 1. NEW! ASIS/BSI Business Continuity Management Standard (2010)

Based on the BS 25999, this Standard specifies requirements for a business continuity management system (BCMS) to enable an organization to identify, develop, and implement policies, objectives, capabilities, processes, and programs. It takes into account legal requirements and others to which the organization subscribes to address disruptive events that might impact the organization and its stakeholders. This Standard specifies requirements for planning, establishing, implementing, operating, monitoring, reviewing, exercising, maintaining, and improving a documented BCMS within the context of managing an organization's risks. A complimentary copy of the standard is available to members at [www.asisonline.org](http://www.asisonline.org).

#### 2. Ready Business offers resources to help you prepare, plan and stay informed. [www.ready.gov/business/index.html](http://www.ready.gov/business/index.html)

- **Be Informed** – Know what kinds of emergencies might affect your company.
- **Continuity Planning** – Carefully assess how your company functions, both internally and externally.
- **Emergency Planning** – Your employees and co-workers are your business's most important and valuable asset.
- **Emergency Supplies** – Think first about the basics of survival: fresh water, food, clean air and warmth.
- **Deciding to Stay or Go** – Shelter-in-place or evacuate, plan for both possibilities.
- **Fire Safety** – Fire is the most common of all business disasters.
- **Medical Emergencies** – Take steps that give you the upper hand in responding to medical emergencies.
- **Influenza Pandemic** – The federal government, states, communities and industry are taking steps to prepare for and respond to an influenza pandemic.

#### 3. The World Economic Forum has published the sixth edition of its annual review of current and emerging risk. [Global Risks 2011](#) highlights “five risks to watch:”

- a. Cyber-security issues ranging from the growing prevalence of cyber theft to the little-understood possibility of all-out cyber warfare;

CONTINUED ON PAGE 8

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**ANSWERS TO CPP®  
REVIEW QUESTIONS**

1) Lighting units of four general types are used for protective lighting systems. Which of the following is not used?

**B. Intermittent**

2) In a barbed wire fence, the distance between strands should not exceed:

**D. 6 inches**

3) The process used by the security manager in establishing priorities of protection of assets is known as:

**B. Vulnerability study**

**NEW PROGRAM FOR SECURITY MANAGERS FROM ASIS**

ASIS International and Northeastern University (NU) are partnering on a new learning program for security professionals. **Business Concepts for the Effective Security Manager** draws from NU's Graduate School of Business curriculum and includes eight, half-day sessions on business topics such as:

- Finance
- Negotiation
- Marketing
- Strategic thinking
- Decision-making
- Managing Uncertainty

This program is ideal for security professionals seeking to build a better understanding of foundational business concepts and how they can be applied to advance the security program within their organization. Gain new perspectives and the ability to confidently formulate and "sell" your departmental plans to your management team.

*Business Concepts for the Effective Security Manager* will be offered at the Hilton Boston Financial District on March 8-11. Participants who complete the program will receive management certificates from the Northeastern University College of Business. Go to [www.asisonline.org](http://www.asisonline.org) to register and learn more.

**RISK MITIGATION**

CONTINUED FROM PAGE 7

- b. Demographic challenges adding to fiscal pressures in advanced economies and creating severe risks to social stability in emerging economies;
- c. Resource security issues causing extreme volatility and sustained increases over the long run in energy and commodity prices if supply is no longer able to keep up with demand;
- d. Retrenchment from globalization through populist responses to economic disparities, if emerging economies do not take up a leadership role;
- e. Weapons of mass destruction, especially the possibility of renewed nuclear proliferation between states.



Welcome to the 2011 ASIS-Boston Board (from l) Jen Goba, Chair, Dave Corbin, Vice Chair, Denny Crowley, Treasurer, Mike Art, Secretary.

**WELCOME NEW ASIS  
BOSTON MEMBERS!**

Roger Campbell  
Wayne M. Mahoney  
Michael P. Hodnett  
James Cormier  
S. Atyia Martin  
Michael R. Gibbons  
Nicole A. Henderson  
Matthew R. Wisnaskas  
Guy Himelblau  
Paul S. Dok  
Michael J. Lydon

**ARE YOU A RETIRED ASIS  
MEMBER?**

**JOIN US AT  
OUR MONTHLY MEETINGS  
AT NO CHARGE!**