

# Barnes Buchanan Conference

## AGENDA

### THURSDAY, FEBRUARY 8

All presentations will take place in Ponce de Leon Ballrooms IV, V & VI unless otherwise noted.

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|-----------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8:00 a.m. – 5:00 p.m. | <b>Registration</b><br>Ballroom Foyer                                                                                                                                                                                                   |
| 10:45 – 11:30 a.m.    | <b>Presentation: Preparing a Company for Sale and Multi-State Tax Issues</b><br>Stephen Palmer – Plante Moran<br>Jason Parish – Plante Moran<br>Ken Wiesenfeld – Wise Financial Consulting<br>Adam Wicks – Moderator                    |
|                       | <b>Lunch (on your own)</b>                                                                                                                                                                                                              |
| 1:00 – 1:05 p.m.      | <b>Welcome: Bryan Lawrence</b>                                                                                                                                                                                                          |
| 1:05 – 2:15 p.m.      | <b>Company Presentations</b><br>ADS – Nick Bonifas<br>Brinks Home – Tom Kim & William Niles<br>Elite ISI – Aria Kozak & Michael Zatulov<br>PEAK Alarm – Don Weakley<br>Zeus Fire and Security – Scott Elkins<br>Haley Ayure – Moderator |
| 2:15 – 3:00 p.m.      | <b>Presentations on the PERS Industry, ASAP Services and the Corporate Transparency Act</b><br>Henry Edmonds – The Edmonds Group<br>Daniel Oppenheim – Affiliated Monitoring<br>Jared Johnson – Buchanan                                |
| 3:00 – 3:30 p.m.      | <b>Break</b>                                                                                                                                                                                                                            |
| 3:30 – 4:00 p.m.      | <b>Keynote Presentation</b><br>Dan Bresingham – Everon                                                                                                                                                                                  |
| 4:00 – 5:00 p.m.      | <b>Panel Discussion: Video Monitoring – A Gateway to the Future</b><br>Chris Brown – Immix<br>Daniel Forrest – Eyeforce<br>Markus Scott – EyeQ Monitoring<br>Rob Jones – Moderator                                                      |
| 5:00 – 5:15 p.m.      | <b>Recognition of SDM's Dealer of the Year</b><br>PEAK Alarm – Don Weakley                                                                                                                                                              |
| 6:30 – 9:00 p.m.      | <b>Cocktail / Dinner Party</b><br>Mediterranean Courtyard<br>(Ponce Ballrooms I, II, & III as back up for inclement weather)                                                                                                            |

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## AGENDA

### FRIDAY, FEBRUARY 9

All presentations will take place in Ponce de Leon Ballrooms IV, V & VI unless otherwise noted.

**7:30 – 8:30 a.m.**      **Continental Breakfast**  
Ballroom Foyer

**8:30 – 12:00 p.m.**      **Presentation: Alarm Industry and Market Overview**  
Michael Barnes – Barnes Associates

**Including supplemental presentations by:**  
John Honovich – IPVM

Note: There will be a Break from 10:00 – 10:30 a.m.

**12:00 – 1:30 p.m.**      **Lunch**  
Front Lawn  
(Ponce Ballrooms I, II, & III as back up for inclement weather)

**6:00 – 7:30 p.m.**      **Cocktail Reception**  
Beach Club Patio

**Dinner (on your own)**

### SATURDAY, FEBRUARY 10

Meet at the ocean golf and tennis clubhouse for both activities.

**8:30 a.m.**                      **Scramble Golf Tournament**

**10:30 a.m.**                    **Tennis Tournament**