



Security Consulting

Elizabeth Robertson, John V. Fechter



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topics as elements of premises liability and negligent security inadequate security adequate background investigations qualifications of a security force warehouse and cargo security successful business marketing armed or unarmed status separating high risk employees workplace violence programs officer training preventing internal theft and fraud employing subcontractors home and personal safety guard post orders parking lot lighting home security weaknesses preparation for litigation crisis management guidelines convenience store security protecting human assets and developing a business safety and security plan

Becoming an Independent Security Consultant Michael A. Silva, CPP, CSC, 101-01-01 The demand for security consulting services is at an all time high Organizations of all types face unprecedented challenges in dealing with workplace violence internal and external theft robbery and crimes of all varieties These organizations need help in dealing with these challenges and are reaching out to independent security consultants to assist them Operating an independent security consulting practice can be a profitable and rewarding business for those with the right skills Many people retiring from law enforcement military or security careers would like to enter the security consulting profession but don't know how These people have extensive skills in security and loss prevention but don't know how to translate these skills into a successful security consulting practice While they have some idea about the type of services that they would like to provide they have no idea of how to go about selling these services what to charge for them or how to run a profitable security consulting business It is for these people that this book was written Within this book Michael A Silva an independent security consultant with over thirty years of experience provides practical how to advice on how to start and run a successful security consulting practice Pulling no punches Michael tells what it takes to be a successful security consultant and explains why so many new security consultants fail within the first eighteen months Chapters in this book include Chapter 1 What is an Independent Security Consultant Chapter 2 A Week in the Life of a Security Consultant Chapter 3 The Skills needed to be Successful Chapter 4 Planning Your Consulting Practice Chapter 5 Determining What and How to Charge Chapter 6 Selling Security Consulting Services Chapter 7 Proposal Writing for the Security Consultant Chapter 8 Selling to Government Agencies Chapter 9 Selling to Architects and Engineers Chapter 10 Security Consulting Services That Sell Chapter 11 Creating a Business Plan Chapter 12 Taking the Plunge Chapter 13 Taking Your Practice to the Next Level Chapter 14 Continuing Education Chapter 15 Avoiding Pitfalls and Common Mistakes This book is crammed with practical tips based on the actual day to day experiences of a working security consultant Within this book Michael tells you what works and more importantly what doesn't work This book is specifically written for the person starting a one person security consulting practice and answers questions such as What types of skills do I need to be successful What types of licenses and certifications do I need What should I name my business Do I need a website What types of insurance do I need Should I rent an office or work out of my home How much should I charge How do I sell my services and get consulting jobs How do I write a proposal What consulting services should I offer How much money do I need to get started What steps should I take before

I quit my present job Can I start my consulting practice part time while I m still working How do I grow my practice and take it to the next level What are some common mistakes made by new consultants and how can I avoid them About The Author Michael A Silva is an independent security consultant that has over forty years of security industry experience Michael founded Silva Consultants his independent security consulting and design firm in 1985 In late 2001 Michael suspended the operations of Silva Consultants to accept a position with Kroll the world s largest security and risk consulting company From 2001 to 2006 he managed Kroll s security consulting and engineering practice in Seattle and was responsible for projects throughout Washington Oregon California and Nevada In 2007 Michael resigned his position with Kroll and resumed the operations of Silva Consultants

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