

# 2023 SECURITY SEMINAR

## June 1, 2023



The Vermont Bankers Association, Inc., in cooperation with the New Hampshire Bankers Association, invites you to attend this year's Security Seminar with Blue U Defense held at NH Bankers Association in Concord, NH.

Who should attend? This information session is for all staff and management level personnel with responsibility for physical security within their organization.



# VT BANKERS ASSOCIATION | NH BANKERS ASSOCIATION

## 2023 SECURITY SEMINAR

JUNE 1, 2023 | NH BANKERS ASSOCIATION, CONCORD, NH

### AGENDA

THURSDAY

JUNE 1

8:30 AM

#### REGISTRATION AND CONTINENTAL BREAKFAST

8:55 AM

#### WELCOME AND INTRODUCTION

June Hibbs, Vice President, Vermont Bankers Association, Inc.

9:00 AM – 10:15 AM

#### INCREASING CUSTOMER SERVICE AND SECURITY

Oftentimes it is explained to us that the reason security is relaxed is because they want to have an open, warm, inviting environment for customers. It is generally believed that customer service and security conflict with each other. However, we have a way to marry the two and not only significantly increase both but, set your bank apart from the competition and give you a marketing advantage!

10:15 AM – 10:30 AM

#### MORNING BREAK

10:30 AM – 11:45 AM

#### SECURITY ASSESSMENTS

In this session, we will explain how to conduct your own security assessment practically and effectively. This course is not going to focus on the “typical” things covered in a security assessment course. We are not going to spend time talking about lighting, cameras, or bushes. We will spend time showing you how to protect your most important asset, your people! We understand that your building is your building, your people are your people, and your layout is your layout. So, instead of making unrealistic recommendations about changing these things, let's take what you have and make it safer with little to no cost!

11:45 AM – 12:45 PM

#### LUNCH

12:45 PM – 2:00 PM

#### THE ROBBERY EXPERIENCE

This is a unique, impactful, and extremely effective session that focuses not only on the traditional things normally covered in robbery training, but from a highly unique and far more effective perspective. This course will also cover the critical aspects of true safety, security, and performance during an incident of violence.

2:00 PM – 2:15 PM

#### AFTERNOON BREAK

2:15 PM – 3:30 PM

#### ACTIVE SHOOTER VS ARMED ROBBERY

This session is designed to provide practical tips on how to survive an incident of violence. Oftentimes, employees only receive training in armed robbery. However, occasionally employees will receive an active shooter training but rarely, if ever, are the two talked about simultaneously. The result, employees can't differentiate between the two and may choose the wrong response during a critical incident.

3:30 PM

#### ADJOURNMENT

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### ABOUT THE PRESENTERS

#### **TERRY CHOATE JR. CO-FOUNDER/CEO/PRESIDENT, BLUE U DEFENSE**

Terry has the training and experience that is normally associated with the expertise and ability to consult on acts-of-violence and safety and security. He was a law enforcement officer and SWAT Team Commander for 15 years and has the associated training and experiences that come with this profession. What he tells people however it that training and experience in law enforcement and/or the military does not automatically equal qualification to successfully consult businesses and schools in violence prevention and survival. In fact, it can, and sometimes does, create for more danger than doing nothing at all.

He was also a Homeland Protection Professional; has high levels of executive protection education and training; stalking and dangerous human behavior; recognizing signs of violence and de-escalation; tactics; FBI Crisis Negotiator School; and on-and-on.

Of equal importance, he also has a 20-year executive -level corporate career behind him that he voluntarily ended prior to becoming a law enforcement professional. As a result, he has extensive experience in business, sales and marketing, high-end customer service that sets companies apart from their competitors. Why is this critical? Because keeping organizations secure is impacted by far more than just technology, training people, and tactics and physically keeping people safe. It's as much about reputation, impact on policy and procedure, exposure to liability, insurance and more.

Of greatest importance? This has been his life! It started when he was a young teenager when he became interested in criminals - how they become criminals, why they become criminals, how they choose victims, and most importantly - questioning the solutions that we are given every day, nationwide, to preventing and surviving incidents of violence and whether or not they actually work, or are little more than things that look great on paper but will not work if, and when, reality strikes. What he found? The majority of the things that we are presented as solutions are little more than things that look great on paper but will not work when reality strikes. He set out to fix this; and made it his life's work.

#### **JOSEPH HILEMAN, CO-FOUNDER & TRAINING SPECIALIST, BLUE U DEFENSE**

Joe served as the Assistant Team Commander of the Monadnock Regional Special Response (SWAT) Team and for 18 years as a Detective/Police Officer with the Jaffrey (NH) Police Department. Prior to his career in Law Enforcement, he served as Security Supervisor at the corporate management level of a Fortune 500 company.

Mr. Hileman holds two A.A. degrees in Criminal Justice - Law Enforcement and Criminal Justice Corrections, Probation, and Parole. His extensive tactical training includes: SWAT 1 and 2 Certification, Tactical Officers and LEADS Consulting, Active Shooter Instructor, Threat Assessment Team/Management, SWAT Team Leader/Commander Use of Force, Active Shooter Instructor, Narcotics - Covert Surveillance, OC Instructor, Taser Instructor, Domestic Violence Lethality Assessment Coordinator, Field Training Officer, Sexual Assault Investigator specializing in the Child Forensic Interview, and Suspicious Death/Homicide Investigations.

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## ABOUT THE COMPANY

### BLUE U DEFENSE

Blue U Defense is known nationally as the thought leader when it pertains to incidents of violence. Today's threats are unique, dangerous, and everywhere. A partnership with Blue U Defense ensures that you, your employees, and families have access to the most up to date, practical, and effective training, policies and procedures, and consultation available.

Visit their website for more information: <https://blue-u.com/>

