



# 2016 Winter Conference, Membership Meeting & Expo Tentative Agenda



| Saturday, February 20, 2016   |   |
|-------------------------------|---|
| 9:00 – 5:00 p.m.              | COP Work Session on Pretrial Release Issues   |
| Sunday, February 21, 2016     |   |
| 8:00 – 12:00 p.m.             | Exhibitor Set-up  |
| 9:00 – 10:00 a.m.             | Volunteer Orientation   |
| 10:00 – 11:00 a.m.            | PBUS Committee Meetings   |
| 11:00 – 2:00 p.m.             | Council of Presidents' Meeting: Chairman Ronnie Long  |
| 2:00 – 5:00 p.m.              | Registration Open   |
| 2:00 – 5:00 p.m.              | Exhibit Hall Open   |
| 2:00 – 5:00 p.m.              | Board of Directors' Meeting   |
| 3:00 – 5:00 p.m.              | <p><b>Breakout: Skip-Tracing Loves Preparation</b><br/> <i>Presented by Alex Price, Master Skip-Tracer</i></p> <ul style="list-style-type: none"> <li>• Effective Skip-Tracing happens when Information, Communication and Organization meet</li> <li>• Learn how to profile people and where to get information for the type of skip you are working</li> <li>• Learn how to stay on task and on budget, no matter the balance on the loan or the limitations of your fee schedule</li> <li>• This session is designed for both the newcomer to the field as well as the seasoned veteran</li> </ul>   |
| Monday, February 22, 2016     |   |
| 7:30 – 8:30 a.m.              | Morning Break in Exhibit Hall   |
| 7:30 – 4:30 p.m.              | Registration Open   |
| 7:30 – 4:30 p.m.              | Exhibit Hall Open   |
| 8:00 – 5:30 p.m.              | <p><b>Breakout: Internet Profiling &amp; Intelligence Gathering</b><br/> <i>Presented by Michèle Stuart – JAG Investigations, Inc.</i></p> <ul style="list-style-type: none"> <li>• An interactive all-day class that will outline platform security issues and on-line personal security risks; log-in on your own device to the free Luxor Wi-Fi to follow Michèle's tips and tricks (must be a guest at the Luxor for free Wi-Fi)</li> <li>• Learn step-by-step and in-depth researching techniques utilizing on-line and open-source databases located on the web</li> <li>• Learn how to locate "hidden" information on a subject's web presence</li> <li>• Learn how to utilize the Internet as an effective research tool</li> </ul> |
| 10:00-10:15 Break             |   |
| 10:15 Exhibitor Introductions |   |
| 3:00-3:15 Break               |   |
| 10:00 – 11:00 a.m.            | Mid-Morning Break in Exhibit Hall   |

**Monday, February 22, 2016 Continued**

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| 11:30 – 1:30 p.m. | <b>For Women Only Luncheon (TICKETED EVENT)</b> <ul style="list-style-type: none"><li>• Network with new and old friends who are attending the PBUS conference while enjoying a delicious lunch</li></ul>                       |
| 3:00 – 4:00 p.m.  | Afternoon Break in Exhibit Hall   |
| 5:30 – 6:30 p.m.  | <b>Happy Hour Mixer &amp; New Member Reception</b> <ul style="list-style-type: none"><li>• Network with fellow bail agents from across the country</li><li>• Welcome new members to PBUS and new conference attendees</li></ul> |

**Tuesday, February 23, 2016**

|                  |   |
|------------------|---|
| 7:30 – 8:30 a.m. | Morning Break in Exhibit Hall   |
| 7:30 – 3:00 p.m. | Registration Open   |
| 7:30 – 4:30 p.m. | Exhibit Hall Open   |
| 8:00 – 9:30 a.m. | <b>Breakout: Care Under Fire</b><br><i>Presented by Bail Guard, Inc.</i> <ul style="list-style-type: none"><li>• Learn to identify and mitigate a hostile environment while tending to wounds</li><li>• Learn how to identify and treat for shock</li><li>• Learn to identify and execute various techniques to control bleeding and important tips for how to protect yourself from blood borne pathogens</li><li>• Learn the importance of removing an aided person quickly from a hostile environment and maintaining their breathing and naso-pharyngeal airways.</li><li>• Learn how to identify the difference between cover and concealment in conjunction with threats and how to utilize a blow-out kit while doing enforcement work.</li></ul>  |
| 8:00 – 9:30 a.m. | <b>Breakout: Latest in Legal Issues &amp; Operational Tactics for Fugitive Recovery Agents</b><br><i>Presented by Dan Escamilla – Global Fugitive Recovery</i> <ul style="list-style-type: none"><li>• Class participants will learn how to mitigate civil and criminal liability in fugitive recovery operations</li><li>• How and when to effectively work with local law enforcement and/or the U.S. Marshals Service</li><li>• Learn federal law relating to uniform, badge, firearm usage and general legal principles of fugitive apprehension, forced entry, effective use of BOLOs and reward posters</li><li>• Learn basic procedural aspects of apprehending international bail fugitives.</li><li>• All class participants will receive a free USB drive containing Word templates for various types of documents useful for fugitive recovery operations, including reward posters and entry authorizations</li></ul> |

**Tuesday, February 23, 2016 continued**

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|--------------------|---|
| 8:00 – 9:30 a.m.   | <p><b>Breakout: Bail Underwriting Made Easy</b><br/><i>Presented by Alex Price, Skip-Tracer, Jeff Kirkpatrick, Vice President of Industry Relations for Universal Fire &amp; Casualty Insurance Company and Topo Padilla, Owner of Greg Padilla Bail Bonds</i></p> <p>Discussion on how to secure collateral properly so you never write a bond that could make you lose your business. Topics will include:</p> <ul style="list-style-type: none"><li>• Using a credit report</li><li>• How safe is property for collateral</li><li>• Use a lien to your advantage</li><li>• Profiling for small balance bonds</li></ul>   |
| 8:00 – 9:30 a.m.   | <p><b>Breakout: Behavioral Analysis and Body Language Assessment</b><br/><i>Presented by Mike Liwicki – Retired FBI Veteran and Consultant to the Behavioral Analysis Program and National Security Unit</i></p> <ul style="list-style-type: none"><li>• Hear from one of the top retired FBI behavioral experts on topics of lying, non-verbal behaviors, body language and behavioral assessment techniques</li><li>• Utilize and understand his tips for better assessing clients and indemnitors when underwriting a bond</li><li>• Mike will also be the keynote speaker for the Gala Dinner</li></ul>   |
| 10:00 – 11:00 a.m. | Mid-Morning Break in Exhibit Hall   |
| 10:00 – 11:30 a.m. | <p><b>PBUS Membership Meeting</b></p> <ul style="list-style-type: none"><li>• Learn about and discuss Association business to include any proposed changes to the By-Laws</li><li>• Nominations will be taken from the floor for the Board of Director's election</li><li>• Meeting will be recessed and convened again on Wednesday</li></ul>  |
| 12:00 – 1:30 p.m.  | <p><b>Candidate Forum Luncheon (TICKETED EVENT)</b></p> <ul style="list-style-type: none"><li>• An opportunity for PBUS members to hear from potential candidates for the 2016-2018 Board of Directors</li><li>• Candidates running opposed may make a brief campaign speech; unopposed candidates will be introduced only</li></ul>  |
| 2:00 – 4:00 p.m.   | <p><b>Breakout: CPR/AED Certification</b> (limited to first 30 attendees)<br/><i>Presented by Bail Guard, Inc. – <b>PRIOR PAYMENT REQUIRED</b></i></p> <ul style="list-style-type: none"><li>• Students will learn how to recognize and identify when someone is in cardiac distress and how to administer Cardio Pulmonary Resuscitation (CPR)</li><li>• Learn how to safely and effectively use the Automated Electronic Defibrillator (AED) to an individual in cardiac arrest</li><li>• Students will receive a certification card upon successful completion of the class, which is good for two years</li><li>• Signed “hold harmless” agreement required</li></ul> |

**Tuesday, February 23, 2016 continued**

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| 2:00 – 4:00 p.m.  | <b>Breakout: Hot Topics</b><br><i>Moderated by Ed Sheppard, Vice President of Agent and Legislative Affairs with The AIA Family of Companies</i> <ul style="list-style-type: none"><li>• One of the most popular sessions at the winter conference</li><li>• Hear and learn from colleagues regarding challenges in the industry across the country and what is working well</li></ul>  |
| 2:00 – 4:00 p.m.  | <b>Breakout: Lessons from Beyond New Jersey: Understanding the Arguments and Solutions of the New Generation of Bail Reform and Pretrial Release</b><br><i>Panelists: Nick Wachinski, Esq., CEO of Lexington National Insurance Corporation; J. Lee Trammel, Assistant Chief Deputy, Knox County Sheriff's Office; Joshua Hodes, Public Strategies Impact; Charles W. White, Sr., President of the Tennessee Association of Professional Bail Agents; Bill Nolan, Lobbyist for the Tennessee Association of Professional Bail Agents</i> <ul style="list-style-type: none"><li>• Panelists will inform bail agents of the threatening arguments being made against the bail industry, arm agents with the “new” vocabulary to use against such arguments and most importantly, educate bail agents about what solutions can be offered to minimize threats affecting the bail industry.</li></ul> |
| 3:00 – 4:00 p.m.  | Afternoon Break in Exhibit Hall   |
| 6:00 – 7:30 p.m.  | <b>Gala Dinner Reception and Evening Photography (TICKETED EVENT)</b> <ul style="list-style-type: none"><li>• Enjoy an array of delicious hors d' oeuvres while mingling with fellow conference attendees</li><li>• Have your very own “prom” picture taken to remember this special night</li></ul>  |
| 7:30 – 10:00 p.m. | <b>Gala Dinner and Awards Celebration (TICKETED EVENT)</b> <ul style="list-style-type: none"><li>• Honoring those individuals who have gone above and beyond to promote the bail industry and who have achieved educational recognition</li><li>• <b>Keynote Speaker:</b> <i>Mike Liwicki – Retired FBI Veteran and Consultant to the Behavioral Analysis Program and National Security Unit</i></li></ul>  |

## Wednesday, February 24, 2016

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| 7:30 – 8:30 a.m.   | Morning Break in the Exhibit Hall  |
| 8:00 – 9:30 a.m.   | <p><b>Breakout: Adwords Best Practices and Digital Marketing</b><br/> <i>Presented by Todd Baldwin, President, Everyday Media, LLC and Doug Wegener with Google</i></p> <ul style="list-style-type: none"> <li>• Learn how digital advertising and how using adwords best practices for the bail bond industry can help your business grow</li> <li>• Receive insider trends and advice for online marketing success and learn about other bail agents who have found success using adwords for the industry</li> <li>• Everyday Media and Google want to help you maximize your profits by learning about bail bond industry trends in the digital marketing arena</li> </ul> |
| 8:00 – 11:00 a.m.  | Exhibit Hall Open  |
| 8:30 – 10:00 a.m.  | <p><b>MCBA Orientation / CBA Testing Center</b></p> <ul style="list-style-type: none"> <li>• For members who are interested in learning more about and pursuing a Master Certified Bail Agent designation</li> <li>• CBA Testing Center for individuals who need to take a test for one of the six (6) Certified Bail Agent classes (<b>note: prior payment for CBA class required</b>)</li> </ul>   |
| 9:00 – 10:30 a.m.  | <b>Surety Council Meeting: Chairman Pat Wood</b>   |
| 9:45 – 11:15 a.m.  | <p><b>Breakout: “I Didn’t Know That!” Bail Laws Throughout the United States</b><br/> <i>Moderated by Randy K. Parton, Senior Vice President with Lexington National Insurance Corporation</i></p> <ul style="list-style-type: none"> <li>• Learn what makes a “good” bail state or a “bad” bail state</li> <li>• Participants will discuss interested bail laws in various states – some unusual, unique or flat-out crazy</li> <li>• What you don’t know CAN hurt you – you may be at risk for having to pay the entire bond forfeiture even when you timely return a fugitive to justice</li> </ul>   |
| 11:30 – 12:15 p.m. | <p><b>Closing Luncheon (followed by elections)</b><br/> <b>(TICKETED EVENT)</b></p> <ul style="list-style-type: none"> <li>• Enjoy a delicious buffet luncheon before the membership meeting is convened and elections held for a new Board of Directors</li> <li>• Raffles will be held for a chance to win an iPad donated by Scott and Fred Anschultz and a \$250 gift card for completed exhibitor punch cards</li> </ul>  |
| 12:30 – 2:30 p.m.  | <p><b>Membership Meeting and Elections</b></p> <ul style="list-style-type: none"> <li>• Full election information for candidates and voters can be found on the PBUS conference page</li> <li>• Cast your vote for the 2016-2018 PBUS Board of Directors</li> </ul>  |
| 3:00 – 4:00 p.m.   | <b>Meeting of the new Board of Directors</b>   |

**The 2016 PBUS Winter Conference, Membership Meeting  
& Expo concludes**

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**SAVE THE DATE**

**2016 Mid-Year Meeting  
IP Casino Resort Spa**

July 10 – 13, 2016  
Biloxi, MS

