



We wish you  
Happy Holidays  
and a  
Wonderful New Year

*NYELSA Board  
of Directors...*

# FROM THE PRESIDENT

*By Jim Quirin;  
NYELSA President*



It is difficult to believe but this is my last President's Column. The past two years have come and gone quickly. COVID 19 dominated the two years and forced many changes as to how we conduct business and the association's affairs.

In person meetings were rare. Zoom meetings became the norm. We are making progress. Our board meeting in November was an in person affair. Hopefully there will be more to come.

I believe the current board accomplished much but there is still some important unfinished business.

**Association Restructuring:** This is moving forward and we anticipate it to be completed in 2022.



*President-Elect Tom Powers (L) presents the  
Outgoing President Plaque to Jim Quirin (R)  
recognizing his years of service to the NYELSA.*

**Training:** We are working hard to bring back remote training in the near future. The idea is for the association to be able to offer both remote and in person training. The schedule for future training classes is in this Security Signal.

**Legislation:** As you know the virus and the governor's resignation made the past year difficult from implementing new legislation. However, we did make progress with changes relating to the Evergreen Law and our proposed legislation regarding who can be fined for false alarms; is it the subscriber or the installing company. We do have sponsors for both pieces of legislation in the Senate and Assembly.

**Membership:** This will continue to be a focus as we complete our restructuring. The goal is to add value to being a member.

I know you are in good hands with our new team of officers:

- Tom Powers, President.
- Trevor McEnaney, Vice President.
- Jason Aurelio, Treasurer.
- Pamela Noll, Secretary.

Thank you for allowing me to serve.

Enjoy the holidays and stay safe...

*Jim*

# New York Security Signal

Published Bi-Monthly by

New York Electronic & Life Safety Association  
*(formerly the New York State Electronic Security Association, Inc.)  
(formerly the New York Burglar & Fire Alarm Association, Inc.)*

1971 Western Avenue  
PMB # 1105  
Albany, NY 12203

800-556-9232 (NY)  
814-838-0301 (Outside NY)  
814-838-5127 FAX

Email: [Info@NYSESA.ORG](mailto:Info@NYSESA.ORG)  
Website: [WWW.NYSESA.ORG](http://WWW.NYSESA.ORG)

© 2021 All rights reserved.

No part of this newsletter may be reproduced in any form or by any means without permission in writing from the Editor.

## NYELSA Board of Directors

### Officers

PRESIDENT	Jim Quirin	585-244-3400
VICE PRESIDENT	Tom Powers	716-822-7000
TREASURER	Trevor McEnaney	914-232-0003
SECRETARY	Jason Aurelio	607-723-2934
PAST PRESIDENT	Jason Etter	845-358-3980

### Directors

CNYAA	vacant	
HMAA	Steve Peterson	518-469-8772
LIAA	vacant	
MHAA	David Akins	845-471-3441
NYESA	vacant	
RASIA	Dan Taylor	845-227-0487
UNYESA	Gary Puckhaber	585-232-1410
WNYESA	Pamela Noll	716-665-6700

### Committee Chairs

Bylaws	Jim Quirin	585-244-3400
Conference	Tom Powers	716-822-7000
Dept of State Liaison	John Sperrazza	716-693-4597
Education	Joseph Hayes	800-556-9232
Government Relations	Tim Creenan	716-632-4600
Licensing & Compliance	Tom Powers	716-822-7000
Membership	Jason Aurelio	607-723-2934
Nominations & Presidents Council	Jason Etter	845-358-3980
Scholarship	Trevor McEnaney	914-232-0003
Webmaster	Jason Etter	845-358-3980

### Staff

Executive Director	Dale Eller	800-556-9232
Counsel	Ken Kirschenbaum	516-747-6700
Accountant	Alexander Cruden	518-462-4556
Lobbyist	Jim McCulley	518-676-0175

**JOSEPH HAYES, CPP, PSP, SET**  
ALL COUNTY SECURITY INC.

## **FIRE ALARM ENGINEERING DESIGN**

**FIRE ALARM DESIGN  
SYSTEM ENGINEERING**

**FIRE CODE CONSULTING  
DOCUMENTATION**

[WWW.FIREALARMDESIGN.NET](http://WWW.FIREALARMDESIGN.NET)



Professional Engineer On Staff  
NYS License 12000255144  
NY State Security & Fire Instructor I-13  
**NICET® Certified Level IV**  
Certification # 103326 Expires 07/22



2630 Kittbuck Way, West Palm Beach, Florida 33411-5747  
Voice: 914-645-1289 E-Mail: [joseph@firealarmdesign.net](mailto:joseph@firealarmdesign.net)

**WE NEED  
YOUR SUPPORT**

**TO FIGHT ADVERSE  
ALARM ORDINANCES**

We bring together law enforcement and alarm associations to fight against alarm ordinances that if passed, could seriously jeopardize your business!

**If you neglect the problem until it reaches your door, it might be too late...**

**SIAC**  
Security Industry Alarm Coalition

Make a difference in your future.  
Donate to SIAC today at [siacinc.org](http://siacinc.org).



## **All-in-one Cloud Platform for Security Installers' Business Operations.**

CRM | Proposals | Project Management  
Field Services | Inventory | Tech Mobile App  
RMR and Revenue Recognition | Full Accounting

[www.fieldhub.com](http://www.fieldhub.com) | 202.417.8196

**FIRE**

# CERTIFICATIONS

**Streamlined access to training, testing and credentialing.**

12 jurisdictions have approved ESA Fire Certifications as alternatives to NICET. Find ESA National Training School courses approved for licensing in your state

[ESAWEB.ORG/MYSTATE](http://ESAWEB.ORG/MYSTATE)

**ESA**  
NATIONAL TRAINING SCHOOL

(888) 447-1689 x6831



**Alarm Systems Distributors**

**875 Broadway**

**Albany, NY 12207**

**518-463-4000**

<https://www.alarmsystemsdist.com/>



**Life's not predictable. Fire-Lite is.**

**New Addressable Fire Alarm Control Panels**

Introducing the Endurance Series by Fire-Lite. Smarter safety doesn't have to be complicated. The Fire-Lite® legacy of simple, reliable performance continues with the Fire-Lite Endurance Series. From increased deployment capabilities to programmable feature buttons and more, the Endurance Series gives you surprisingly simple fire safety. Make every day on the job as easy and predictable as the next. **Innovation That Endures**

**NEW!**



 **FIRE-LITE ALARMS**  
by Honeywell

# Legal Column

By: Ken Kirschenbaum, NYSESA Legal Counsel

## DOING BUSINESS UNDER YOUR LICENSED NAME

We are a corporation and use a DBA, doing business as, as our trade name. Contracts you provided to use has our dba on the top of the contract and our corporate name by our signature line. Is that what you recommend?

Texas Occupations Code Title 10 states you must use your name as it is on record with the state.

Our name on record with the state is on our license, which is required to be on display in a conspicuous location at our address on record with the state. It's the name we are required to use on any materials including our subscriber agreement.

\*\*\*\*\*

### Response

\*\*\*\*\*

There are a few competing issues that complicate the answer; no wonder there is some confusion. Most states, by the way, have similar laws to Texas, which I haven't checked. Here is why there can be confusion:

When you incorporated you had a name. If not a corporation, then LLC. Most of you are, and should be, either a corporation or LLC. If you filed in one state and then sought authority to do business in another state you most likely had to use the same name. So you've got a name for your entity.

Next, you may decide to conduct business in an assumed name, a "doing business as" name. Could be similar to the actual name, maybe dropping the corporate designation, Inc, Corp, etc. or the doing business name can be entirely different.

Most states will have a law requiring the corporate entity to file a Certificate of Doing Business under Assumed Name, so that the state and public can keep track of both the actual and trade name.

But alarm licensing laws also call for a name, and not every alarm licensing agency is going to insist on that license being in the actual corporate name or trade name or both names, such as ABC Alarm Corp dba XYZ Alarms.

But most if not all alarm license laws will require the alarm company to display on all written material the business name on the license.

So when you point out that the state requires that you use the name on record with the state the logical question is, on record with which division of the state, the Secretary of State or the State Licensing Board; they may be different names.

And, there's more than complying with the licensing law when it comes to what name you hold out to the public.

Continued on Page 7

**APPROVED ALARM INDUSTRY  
STANDARD FORM CONTRACTS**  
featuring our All in One  
contracts — available at  
[WWW.ALARMCONTRACTS.COM](http://WWW.ALARMCONTRACTS.COM)

Sign up for the most popular  
online daily legal newsletter  
*Keep informed and in touch*  
Sign up here:  
[www.kirschenbaumesq.com/page/  
newsletter-sign-up](http://www.kirschenbaumesq.com/page/newsletter-sign-up)

# NYELSA MEETING & EVENT NEWS

*News from NYELSA and the Regional Chapters*

## NYELSA REGIONAL CHAPTERS

- CENTRAL NY ALARM ASSOCIATION

President: vacant

- HUDSON MOHAWK ELECTRONIC SECURITY ASSOCIATION

President: Steve Peterson @ 518-469-8772

- LONG ISLAND ALARM ASSOCIATION

President: vacant

- MID HUDSON ALARM ASSOCIATION

President: David Akins @ 845-471-3441

- NY ELECTRONIC SECURITY ASSOCIATION

President: vacant

- REGIONAL ALARM & SECURITY INTEGRATORS ASSOCIATION

President: Dan Taylor @ 845-227-0487

- UPSTATE NY ELECTRONIC SECURITY ASSOCIATION

President: Gary Puckhaber @ 585-232-1410

- WESTERN NY ELECTRONIC SECURITY ASSOCIATION

President: Pamela Noll @ 716-665-6700

## INDUSTRY EVENTS

- ISC West, Las Vegas - 2022

- March 22-25, 2022

- [www.ISCWest.com](http://www.ISCWest.com)

- ESX 2022 - Fort Worth, TX

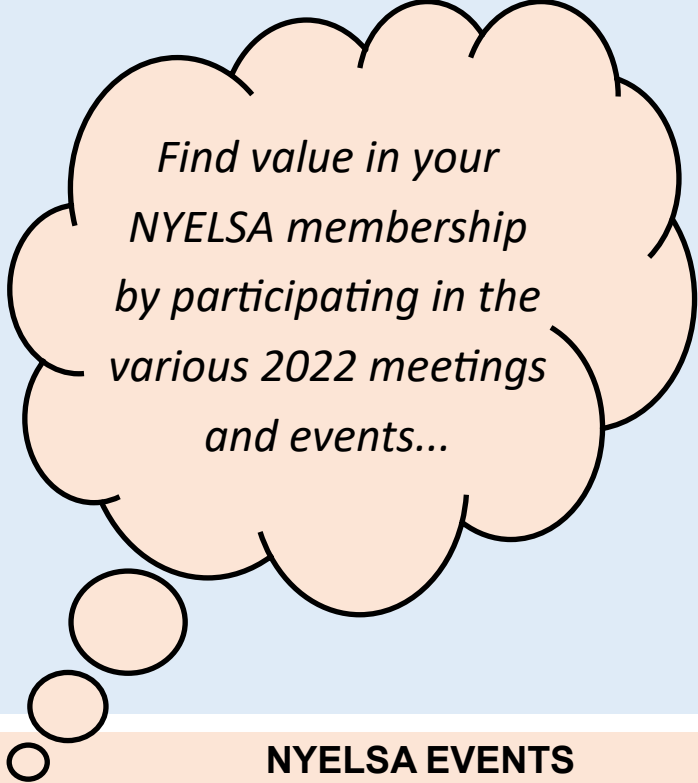
- June 14-17, 2022

- [www.ESXweb.com](http://www.ESXweb.com)

- ISC East - NYC - 2022

- November 16-17, 2022

- [www.ISCEast.com](http://www.ISCEast.com)



*Find value in your  
NYELSA membership  
by participating in the  
various 2022 meetings  
and events...*

## NYELSA MEETINGS

### 2022 BOARD OF DIRECTORS MEETINGS

- February 10, 2022      May 12, 2022
- August 11, 2022      November 3, 2022

### 2022 ANNUAL MEETING

- August 9, 2022 - Meeting / Seminar / Social
  - Apex Entertainment - Albany

## NYELSA EVENTS

### 2022 SEMI-ANNUAL GOLF OUTING

- May 19, 2022 - Spring Outing
  - Ravenwood Golf Club
- September 20, 2022 - Fall Outing
  - Casperkill Golf Club



## Managing Risk and Protecting YOUR Business

Electronic security and life safety installation and monitoring companies face significant risk each day: injury to workers, fleet accidents, property damage and lawsuits can all impact day-to-day operations and bottom lines.

Security America offers industry expertise, keeping companies like yours protected, with A-rated coverage on:

General liability  
Errors and omissions  
Umbrella/excess

Commercial auto/fleet  
Workers compensation  
Cyber liability

**[SecurityAmericals.com](http://SecurityAmericals.com)**



Continued from Page 5

You formed a corporate or LLC entity for a reason and to enjoy the benefits of those reasons, such as insulate you from personal contractual liability, you need to be sure that the public understands that you are a corporation. Otherwise you run the risk of piercing the corporation veil; you risk exposure.

If you have filed all the proper trade name certificates you are safe to use the trade name, though I prefer using the trade name on top of the contract and the actual corporate name by the signature line. That is for liability consideration.

But the license law is more likely to be the issue. You should be using the license name, the name that appears on your license.

In some states you will be found in violation of the license law if you don't comply with this rather simple requirement.

For additional information regarding this article, or alarm industry, and / or other legal issues contact:

Ken Kirschenbaum, Esq  
Kirschenbaum &  
Kirschenbaum PC  
Attorneys at Law  
200 Garden City Plaza  
Garden City, NY 11530

516 747 6700 x 301

[ken@kirschenbaumesq.com](mailto:ken@kirschenbaumesq.com)  
[www.KirschenbaumEsq.com](http://www.KirschenbaumEsq.com)



## The Golden Opportunity You May Be Missing

Every business has attrition. It's unavoidable. But it doesn't have to be an entirely negative experience. Taking the time to learn why your customers cancel, and how they feel about you on the way out the door can actually boost your business.

Getting feedback from cancelling customers is one of the biggest opportunities to improve your service, reduce attrition, and thereby increase the value of your business. And most businesses don't do it.

Establishing a standard operating procedure around terminations has several benefits:

- **Standardize your feedback:** Creating a mechanism to collect feedback that has a standard list of termination options allows you to more easily spot trends.
- **Identify new offerings:** If the feedback suggests customers are leaving to another provider that offers services you don't, you can consider expanding your own business line.
- **Surface weak links:** Similarly, if feedback suggests customer service issues in particular departments, you can take actions in areas of training or human resources.
- **Give them an audience:** There are always going to be disgruntled customers who want to voice their opinions. Giving them a mechanism to do so may make the difference between them venting at you and venting in a public online review.
- **Show you care:** Asking for feedback conveys that you are a customer service-oriented organization that strives to learn and do better, and creates a positive experience for customers even as they depart.

When a customer calls in to terminate service, you may want to have a friendly conversation with the customer about their decision. But then you should always follow up and send them a link to your termination request form to document the discussion. .

An effective termination process should include the following steps:

1. Let customer, who call/email/text in to terminate service know you are sending them a link to your service termination request, and that you will promptly take care of it.
2. Email them your standard template email that briefly invites them to contact company president or senior management to discuss any issue that may be a factor in their termination and provides a link to an online form.

Continued on Page 11







New York Electronic & Life Safety Association

1971 Western Avenue - PMB 1105  
Albany, NY 12203  
P: (800) 556-9232  
F: (814) 838-5127  
E: Info@NYSESA.org

## How Joining The NYELSA Can Help Your Business...

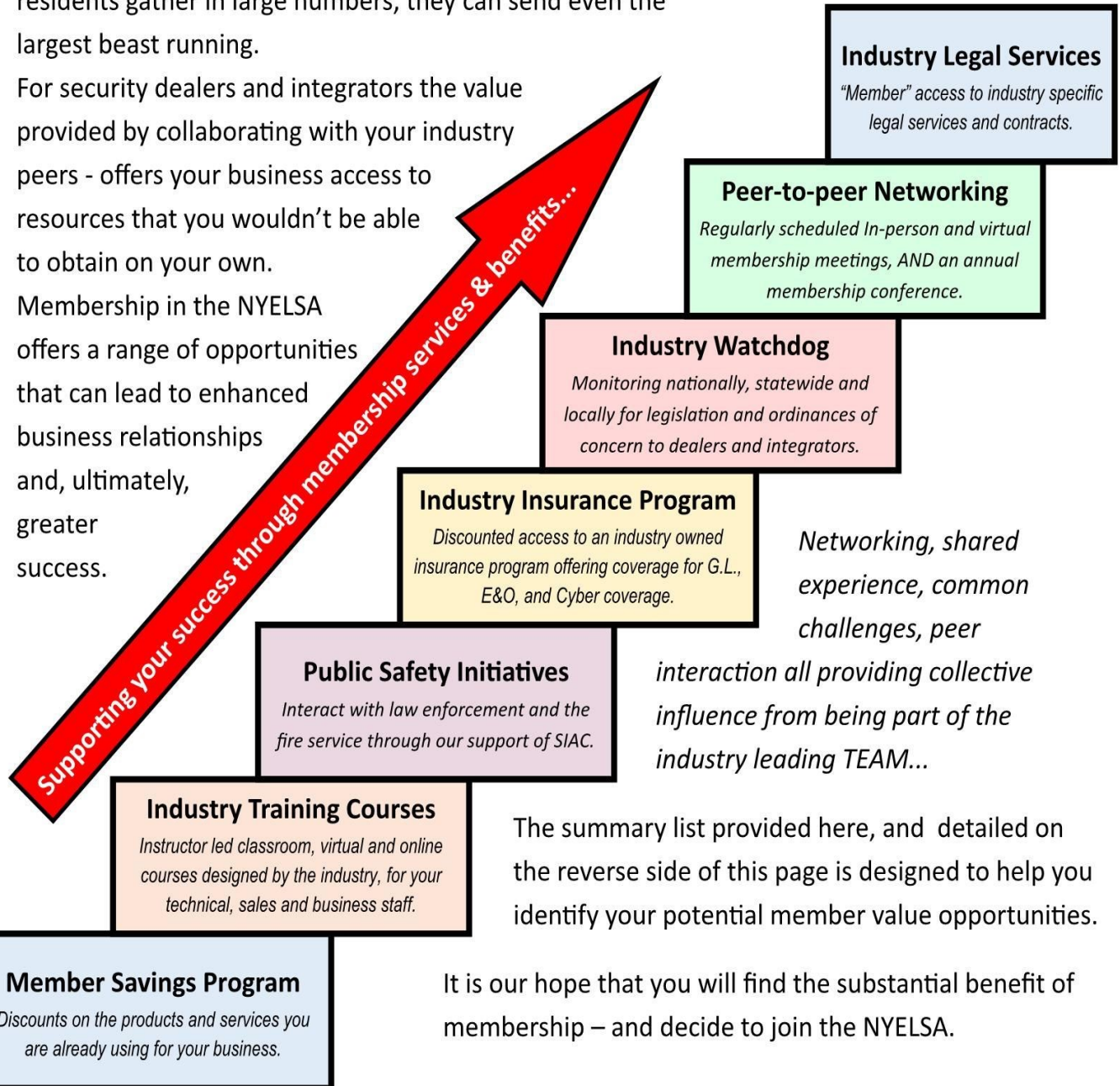
The NYELSA is committed to supporting you in building a successful business by providing a return on your membership investment through value-added services.

### Ever feel like an ant crawling through a landscape of giant competitors?

If so, consider this: The average anthill packs plenty of collective power, and when its residents gather in large numbers, they can send even the largest beast running.

For security dealers and integrators the value provided by collaborating with your industry peers - offers your business access to resources that you wouldn't be able to obtain on your own.

Membership in the NYELSA offers a range of opportunities that can lead to enhanced business relationships and, ultimately, greater success.



## Member Savings Program

Discounts on the products and services you are already using for your business.

NYELSA member have access to the buying power of the collective group which numerous businesses and their employees with tremendous spending clout.

We provide valuable savings programs in the many business categories including:

- Health Insurance,
- Business Insurance,
- Retirement Planning, 401K / MEP,
- Gasoline,
- Credit Card Processing,
- Payroll Processing,
- Facilities/ Maintenance & Operations,
- Office Supplies,
- Shipping,
- Technology,
- Telecommunications,
- Uniform Services,
- Wireless Services,
- and more.



Plus, consumer discounts are also available as an extended benefit you can provide for your family AND staff members...

## Industry Insurance Program

Discounted access to an industry owned insurance program offering coverage for G.L., E&O, and Cyber coverage.



## Peer-to-peer Networking

Regularly scheduled In-person and virtual membership meetings, AND an annual membership conference.

- Regional In-person Membership Meetings
- Virtual (Zoom Video) Membership Meetings
- Annual Membership Conference, with vendor exhibits, seminars sessions, social activities and membership meeting and elections...

## Industry Legal Services

"Member" access to industry specific legal services and contracts.

## Public Safety Initiatives

Interact with law enforcement and the fire service through our support of SIAC.

Supporter



## Industry Watchdog

Monitoring nationally, statewide and locally for legislation and ordinances of concern to dealers and integrators.

## Industry Training Courses

Instructor led classroom, virtual and online courses designed by the industry, for your technical, sales and business staff.

### COURSES | Technical

- Certified Alarm Technician Level 1
- Electronic Access Control
- Advanced Intrusion Systems
- Troubleshooting, Service and Maintenance
- Video System Technologies
- Residential Fire Alarm
- Fire Alarm Installation Methods
- Professional Fire Alarm Design
- Life Safety Code
- International Building Code

### COURSES | Non-Technical

- Security Sales Essentials
- Understanding Electronic Security Systems

### CERTIFICATIONS

- Alarm Technician Level 1 and 2
- Video Technician and Systems Specialist
- Systems Integrator (CSI or CSSI)
- Service Technician
- Intrusion Technician Level 2
- Residential Fire Alarm Inspector
- Fire Alarm Technician Level 2 & 3
- Security Salesperson



3. The form should ask the following questions:

- a. Account name, contact, email, and service location to be terminated
- b. Are you terminating all services at this location or just part of the service
- c. What is the last date of service before this service should be terminated?
- d. Are you transferring this service to another provider?
- e. Are you transferring this service to another property owner?
- f. What is your reason for terminating this service?
- g. How likely are you to recommend our company in the future?
- h. Please let us know any other feedback, questions, or comments.
- i. Requestor name, date, and digital signature

4. Review the feedback to determine if there is a constructive opportunity for a discussion with the customer to prevent the termination.

5. Track your termination process to ensure you follow every step including billing termination, central station termination, equipment pickup, document filling, etc. In FieldHub this is built in, or you can use a whiteboard or kanban style program.

6. Review, and distribute the termination reasons every month to your team. Include your trends and specific observations.

This data will allow you to separate terminations into the “good” (or not so bad) kind and the “bad” (we need to do better) kind. Key items to focus on are:

- **Are you transferring this service to another provider?** This is a bottom line question

## Thanks To Our Advertisers

Alarm System Distributors	800-325-6045
All County Security	914-645-1289
Altronix	888-258-7669
ESA National Training School	
FieldHub Inc	202-417-8196
Kirschenbaum & Kirschenbaum PC.	516-747-6700
Rapid Response Monitoring	800-558-7767
Security America Insurance	866-315-3838
Security Industry Alarm Coalition	972-377-9401
Stanley Security (SentryNet)	800-932-3304

**Please Support Those Who Support  
The New York Electronic &  
Life Safety Association**

## Watch Your Mail Box

*NYELSA dues notices were recently sent out for renewal of your membership for 2022.*

*Annual Membership fees are due on January 1 2022, and renew your membership for an entire year.*

***Please send your membership renewal TODAY...***

that tells us if we lost the business to a competitor or the customer just no longer needs this service.

- **How likely are you to recommend our company in the future?** It's a silver lining when customers respond with "Very Likely" and an important eye opener when they don't.

There are many free and paid services which are perfect for this application, including some you may already have:

- DocuSign or other eSignature tool
- FormStack, JotForm, TypeForm (or other paid form builders)
- Google Form (a great go-to free form builder with decent analytics)

When your business is retaining customers other good things happen. In many companies, customer retention correlates with employee retention. People like serving happier customers and all of us have seen this cycle going up or down.

Your team will see the connections between their actions and the reasons why customers may be terminating. Celebrating the improvements and successes will rally your team around the actions that drive your retention and the value of your business.

#### **About The Author:**

*Miles Fawcett is the Founder and CEO of Field-Hub Inc, an all-in-one cloud platform for security installers' business operations. It provides a single system to manage leads and proposals, to project and field service management, inventory, recurring/deferred revenue management, and full accounting.*

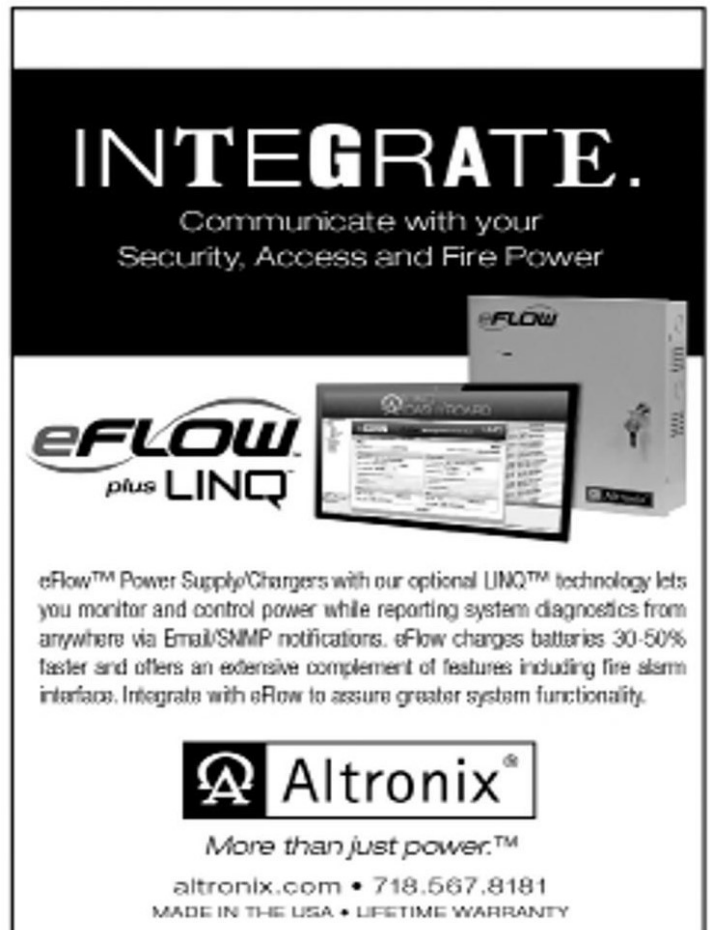


**STANLEY**  
Security

**I am STANLEY Security Wholesale Monitoring**

I am Susan Harris, Dealer Relations Specialist.  
I am the voice of our independent alarm dealers.

800-932-3304 / [www.stanleymonitor.com](http://www.stanleymonitor.com)  
Licensing information at <https://www.stanleysecuritysolutions.com/licenses>



**INTEGRATE.**  
Communicate with your  
Security, Access and Fire Power

**eFLOW**  
plus LINQ

eFlow™ Power Supply/Chargers with our optional LINQ™ technology lets you monitor and control power while reporting system diagnostics from anywhere via Email/SNMP notifications. eFlow charges batteries 30-50% faster and offers an extensive complement of features including fire alarm interface. Integrate with eFlow to assure greater system functionality.

**Altronix®**  
More than just power.™  
altronix.com • 718.567.8181  
MADE IN THE USA • LIFETIME WARRANTY

## NYELSA 2022 Training Course Schedule

81 Hour Security / Fire Alarm Installer License Course		Location	Course Dates
Part 1	Level One Certified Alarm Technician	Elmsford	March
Part 2	Advanced Intrusion Systems	Elmsford	March
Part 3	Fire Alarm Installation Methods	Elmsford	April
Part 4	Troubleshooting, Service & Maintenance	Elmsford	April
Part 1	Level One Certified Alarm Technician	Rochester	April
Part 2	Advanced Intrusion Systems	Rochester	April
Part 3	Fire Alarm Installation Methods	Rochester	May
Part 4	Troubleshooting, Service & Maintenance	Rochester	May
Part 1	Level One Certified Alarm Technician	Albany	June
Part 2	Advanced Intrusion Systems	Albany	June
Part 3	Fire Alarm Installation Methods	Albany	July
Part 4	Troubleshooting, Service & Maintenance	Albany	July
Part 1	Level One Certified Alarm Technician	Elmsford	September
Part 2	Advanced Intrusion Systems	Elmsford	September
Part 3	Fire Alarm Installation Methods	Elmsford	October
Part 4	Troubleshooting, Service & Maintenance	Elmsford	October
Part 1	Level One Certified Alarm Technician	Rochester	October
Part 2	Advanced Intrusion Systems	Rochester	October
Part 3	Fire Alarm Installation Methods	Rochester	November
Part 4	Troubleshooting, Service & Maintenance	Rochester	November

Contact the NYELSA association office for specific class dates and locations...

*Additional course topics available. Private classes available for 10+*

### Understanding the NYS Security / Fire Alarm Installer License Requirements:

**Need for license:** An individual, firm, company partnership or corporation must be licensed if it installs, maintains or services alarm systems, including, but not limited to, such items as detectors, control devices and alarm communication systems, conduits and associated wires of alarm systems; or if it holds itself out to the public as being able to do so. **This shall include, but not be limited to,** selling alarm systems to consumers when the installation, maintenance or servicing of the alarm system will be subcontracted to or otherwise performed by another;

A **security and fire alarm installers license is required for the installation, maintenance or servicing** of a closed circuit television system (CCTV), or video surveillance system, if such system is used, either full-time or part-time, for the detection or monitoring of intrusion, break-in, theft, movement, sound or fire; and electrical entry systems which detect and/or provide notification of intrusion, break-in, theft, movement, sound or fire regardless of the number of entry points.

**Who Should Attend?** *Technicians, service personnel, installation personnel, sales staff, and business owners.*



(800) 556-9232 or (814) 838-0301

Email: [Info@NYSESA.org](mailto:Info@NYSESA.org)

Website: [www.NYELSA.org](http://www.NYELSA.org)

*Registration Form on other side*



11/1/21

# NYELSA 2022 Training Course Registration Form

Enter ## of Students Registering	Course Name / Location	Course Dates	NYELSA Member Price	Non - Member Price	TOTAL COURSE FEES
	<b>Level One Certified Alarm Technician</b>	<i>(circle selected date)</i>			
	Elmsford, NY	<i>March</i>	<i>Sept.</i>	\$395.00	\$495.00
	Rochester, NY	<i>April</i>	<i>October</i>	\$395.00	\$495.00
	Albany, NY	<i>June</i>		\$395.00	\$495.00

	<b>Advanced Intrusion Systems</b>	<i>(circle selected date)</i>			
	Elmsford, NY	<i>March</i>	<i>Sept.</i>	\$395.00	\$495.00
	Rochester, NY	<i>April</i>	<i>October</i>	\$395.00	\$495.00
	Albany, NY	<i>June</i>		\$395.00	\$495.00

	<b>Fire Alarm Installation Methods</b>	<i>(circle selected date)</i>			
	Elmsford, NY	<i>April</i>	<i>October</i>	\$395.00	\$495.00
	Rochester, NY	<i>May</i>	<i>November</i>	\$395.00	\$495.00
	Albany, NY	<i>July</i>		\$395.00	\$495.00

	<b>Troubleshooting, Service &amp; Maintenance</b>	<i>(circle selected date)</i>			
	Elmsford, NY	<i>April</i>	<i>October</i>	\$395.00	\$495.00
	Rochester, NY	<i>May</i>	<i>November</i>	\$395.00	\$495.00
	Albany, NY	<i>July</i>		\$395.00	\$495.00

	<b>81 Hour Security / Fire Alarm Installer License Course "Bundle"</b>	<i>(circle selected cycle)</i>			
	Elmsford, NY	<i>Mar / April</i>	<i>Sept / Oct</i>	\$1,450.00	\$1,750.00
	Rochester, NY	<i>April / May</i>	<i>Oct / Nov</i>	\$1,450.00	\$1,750.00
	Albany, NY	<i>June / July</i>		\$1,450.00	\$1,750.00

= **Total # of Students**
 **Total Course Fees =**

Company: \_\_\_\_\_

Contact: \_\_\_\_\_ Student Name: \_\_\_\_\_

Email: \_\_\_\_\_ Student Email: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zipcode: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Payment Type: Check (  ) Payable to NYELSA      Master Card (  )      Visa (  )      Amex (  )

Credit Card #: \_\_\_\_\_

Expiration: \_\_\_\_\_ Security Code: \_\_\_\_\_

Signature: \_\_\_\_\_

Mail payment (with completed form) to: NYELSA - 1971 Western Avenue - PMB 1105 - Albany, NY 12203  
 (800) 556-9232 (NY) or (814) 838-0301 (Outside NY)      www.NYSESA.org  
 Credit card payments may be scanned / emailed to - Info@NYSESA.org



# CONNECTIVITY

We Have Apps For That!



800.558.7767  
[www.rrms.com](http://www.rrms.com)

**New York Electronic & Life  
Safety Association**  
1971 Western Avenue  
PMB # 1105  
Albany, NY 12203

## **Mark Your Calendar**

### **Annual Meeting**

**Apex Entertainment - Albany, NY**

**August 9, 2022**



***Details:*** [www.NYELSA.org](http://www.NYELSA.org) or (800) 556-9232

## **Mark Your Calendar**

### **Spring Golf Outing**

**Ravenwood Golf Club**

**Victor, NY**

**May 19, 2022**

***Details:***

[www.NYELSA.org](http://www.NYELSA.org)

**(800) 556-9232**

## **Mark Your Calendar**

### **Fall Golf Outing**

**Casperkill Country Club**

**Poughkeepsie, NY**

**September 20, 2022**

***Details:***

[www.NYELSA.org](http://www.NYELSA.org)

**(800) 556-9232**