



INDUSTRY UPDATE



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OUR INDUSTRY



- “AS A”
- Response Time Four Hours—Respond Prior To Event
- Salesperson v. Trusted Advisor
- Consolidation—Dealer/Supplier
- Branch Decline
- HP/Samsung
- Margin Pressure
- Qualified Personnel

EMPLOYMENT APPLICATION



- Application Availability
- Ban The Box []
- Genetic Information; Sexual Orientation
- Conditional Offers
- No Breach—Non-Compete, Non-Solicitation, Non-Disclosure
- Social Security Number
- Background Check-Separate
- Application Retention

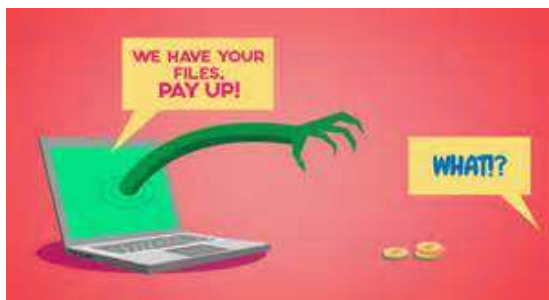
THANK YOU FOR THE RAISE



- 36-55 Years Old
- Male 79%
- Employed 4 Years
- Well Respected
- 42% > \$1 million
- Proper Controls
 - Separate Processes,
 - Set Example,
 - Background Checks
- Employee Dishonesty Ins.



RANSOMWARE



- Education, Security, Backup
- Phishing Education
- Malware Scanning
- Security Patch Updates
- Intrusion Protection
- Email Filtering
- Block Web Sites
- Back-Up: Sever, Disk, Cloud

LEASE ACCOUNTING STANDARDS



- Reporting Changes
- Tax Treatment Same
- Public Companies 12/15/18
- Recognition of Lease Assets and Liabilities
- Trusted Advisor
- BTA/Great America
Webinar 4/6/17 3:00 PM CT

EMPLOYEES

- Job Descriptions
- Employment Agreements
- Annual Reviews
- Professional Development
- References
- Company Vehicles/GPS/
Phones



MANAGED SERVICES



- Recurring Revenue-Stability
- Build Menu
- Professional Sales
- Technical Certifications
- Choose Vendors Carefully
- Customer Acceptance
- Review Customers
- Migrate In Stages
- Communicate

HOT TOPICS



- Pre-Funding Maintenance
- Right To Repair Laws
- Public Accommodation-
Websites
- Cloud Security
- Cost Per Seat
- Off The Legal Hotline



QUESTIONS ????



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