

2015 Winter Conference, Membership Meeting & Expo

Tentative Agenda

Sunday, February 22, 2015	
8:00 – 12:00 p.m.	Exhibitor Set-up
10:00 – 11:00 a.m.	Volunteer Orientation
12:00 – 2:00 p.m.	PBUS Committee Meetings
2:00 – 5:00 p.m.	PBUS Registration
2:00 – 5:00 p.m.	Exhibit Hall Open
2:00 – 5:00 p.m.	PBUS Board of Directors' Meeting
3:00 – 5:00 p.m.	Breakout: Skip-Tracing Loves Preparation <i>Presented by Alex Price</i> <ul style="list-style-type: none"> • Effective Skip-Tracing happens when Information, Communication and Organization meet • Learn how to profile people and where to get information for the type of skip you are working • Learn how to stay on task and on budget, no matter the balance on the loan or the limitations of your fee schedule • This session is designed for both the newcomer to the field as well as the seasoned veteran
Monday, February 23, 2015	
7:30 – 8:30 a.m.	Morning Break in Exhibit Hall
7:30 – 4:30 p.m.	PBUS Registration
7:30 – 4:30 p.m.	Exhibit Hall Open
8:30 – 10:00 a.m.	Breakout: How to Defuse and Mitigate Confrontations <i>Presented by Bail Guard, Inc. (Lewis Lilla, Steven Zalewski, Chris Seidel)</i> <ul style="list-style-type: none"> • Learn techniques to effectively defuse verbal altercations • Effectively utilize and initiate verbal judo • Recognize cultural and environmental hurdles when working with defendants and indemnitors
8:30 – 10:00 a.m.	Breakout: Rockwood Insurance Products <i>Presented by Glenn Clark, Owner and President of Rockwood Programs, Inc.</i> <ul style="list-style-type: none"> • Learn about the below insurance products that may be available from Rockwood for active PBUS members at reduced and/or competitive rates • Errors & Omissions, General Liability, Cyber Liability

Monday, February 23, 2015 Continued

8:30 – 11:30 a.m.	<p>Breakout: Investigative Techniques & Intelligence Gathering <i>Presented by Michèle Stuart, Owner of JAG Investigations, Inc.</i></p> <ul style="list-style-type: none">• Learn from one of the leading licensed private investigators in the country who provides an array of professional investigations and related services• Hear her techniques for finding hard to obtain information• Learn about advanced investigative techniques and intelligence gathering using Open Source Investigations (OSINT)• Learn about JAG Investigations' impressive knowledge of public records and online databases
10:00 – 11:00 a.m.	Mid-Morning Break in Exhibit Hall
11:45 – 1:00 p.m.	<p>PBUS Opening Conference Luncheon: Sponsored by Accredited Surety and Casualty Company, Inc. <i>Guest Speaker: Mike Whitlock, Partner and Executive Vice President of American Surety Company</i></p> <p>"All About That Bail – Passion Personified"</p> <ul style="list-style-type: none">• Learn how Mike's passion for bail developed over the last 40 years• Learn what is happening in the bail industry across the country from Mike's travels to state bail associations and individual bail agents
1:30 – 3:30 p.m.	<p>PBUS Opening Conference Session <i>Brief introductions from the PBUS exhibitors</i> <i>Guest Speaker: Eric Granof, Vice President of Corporate Communications with the AIA Family of Companies</i></p> <p>"How You Can Proactively Promote the Bail Industry"</p> <ul style="list-style-type: none">• Learn how to effectively promote the image of the bail industry• Learn tips on how to fight against taxpayer-funded pretrial services programs and their negative propaganda• Learn what resources and research is available to you for free
3:30 – 4:00 p.m.	Afternoon Break in Exhibit Hall
4:00 – 5:00 p.m.	<p>PBUS Membership Meeting</p> <ul style="list-style-type: none">• Hear about and discuss Association business• Learn about and vote on any proposed changes to the By-Laws
4:00 – 5:00 p.m.	<p>Breakout: State-to-State Bail Laws <i>Presented by Ed Sheppard, Vice President of Agent and Legislative Affairs with The AIA Family of Companies</i></p> <ul style="list-style-type: none">• Learn how bail laws and requirements differ in various states across the country and how they can affect your business

Monday, February 23, 2015 Continued	
5:00 – 6:00 p.m.	Happy Hour Mixer & New Member Reception <ul style="list-style-type: none"> • Network with fellow bail agents from across the country • Welcome new members to PBUS and new conference attendees
Tuesday, February 24, 2015	
7:30 – 8:30 a.m.	Morning Break in Exhibit Hall
7:30 – 4:30 p.m.	PBUS Registration
7:30 – 4:30 p.m.	Exhibit Hall Open
8:30 – 10:00 a.m.	<ul style="list-style-type: none"> • text
8:30 – 10:00 a.m.	Breakout: Bonds Online Program (eBonds) <i>Presented by Carl Albritton, Management and Program Analyst, Immigration and Customs Enforcement (ICE)</i> <ul style="list-style-type: none"> • ICE is the government organization that arrests and detains foreign nationals • eBonds is a web-based program to streamline and automate the immigration bond process • The eBonds program provides online access to surety companies and bail agents regarding immigration bonds
9:00 – 10:00 a.m.	Breakout: Apps, Tricks and Spy Toys <i>Presented by Jeff Kirkpatrick, PBUS Executive Vice President and Cody Woods, Vice President of LawMate America</i> <ul style="list-style-type: none"> • Learn about useful investigative smartphone apps • Learn about valuable Google search tips • Hear about a variety of investigative gadgets and more
9:00 – 10:00 a.m.	Property Bail Agents Forum <ul style="list-style-type: none"> • Chairman: Bill Honea, Alabama
10:00 – 11:00 a.m.	Mid-Morning Break in Exhibit Hall
10:15 – 11:30 a.m.	Surety Council Meeting <ul style="list-style-type: none"> • Chairman: Pat Wood, South Dakota
10:15 – 12:15 p.m.	Breakout: Skip-Tracing Loves Preparation <i>Presented by Alex Price</i> <ul style="list-style-type: none"> • Effective Skip-Tracing happens when Information, Communication and Organization meet • Learn how to profile people and where to get information for the type of skip you are working • Learn how to stay on task and on budget, no matter the balance on the loan or the limitations of your fee schedule • This session is designed for both the newcomer to the field as well as the seasoned veteran
11:30 – 1:30 p.m.	PBUS Women's Luncheon <ul style="list-style-type: none"> • Network with new and old female friends who are attending the PBUS conference while enjoying a delicious lunch
11:30 – 2:00 p.m.	Lunch on Your Own

Tuesday, February 24, 2015 Continued	
2:00 – 3:00 p.m.	<p>MCBA Orientation / CBA Testing Center</p> <ul style="list-style-type: none"> • For members who are interested in learning more about pursuing a Master Certified Bail Agent designation • CBA Testing Center for individuals who need to take a test for one of the six (6) Certified Bail Agent classes (note: prior payment for CBA class required)
2:00 – 3:30 p.m.	<p>Breakout: The Importance of an Online Presence for your Business <i>Presented by Nolen Walker with BailWebmasters.com and NolenWalker.com</i></p> <ul style="list-style-type: none"> • Learn how to help your business optimize online with countless keywords • Learn how to create unique web sites with rich content management • Learn more about blogging, managing map sites, pay-per-click management and much more
2:00 – 3:30 p.m.	<p>Breakout: Working Effectively with the FBI <i>Presented by FBI Agent Scott Hendricks and moderated by PBUS Board member Topo Padilla</i></p> <ul style="list-style-type: none"> • Learn how to effectively work with the FBI, such as with domestic and international cases • Learn more about Unlawful Flight to Avoid Prosecution and Provisional Arrest warrants • Learn about a Red Notice, the instrument used for an international arrest warrant
2:00 – 5:00 p.m.	<p>Council of Presidents' Meeting</p> <ul style="list-style-type: none"> • Chairman: Ronnie Long, Texas • Hear from state association Presidents or Vice Presidents about the bail industry in their respective states
3:00 – 4:00 p.m.	<p>CBA Orientation / CBA Testing Center</p> <ul style="list-style-type: none"> • For members who are interested in learning more about pursuing a Certified Bail Agent designation • CBA Testing Center for individuals who need to take a test for one of the six (6) Certified Bail Agent classes (note: prior payment for CBA class required)
3:30 – 4:30 p.m.	Afternoon Break in Exhibit Hall
6:00 – 7:30 p.m.	<p>Gala Dinner Reception and Evening Photography</p> <ul style="list-style-type: none"> • Enjoy an array of delicious hors d' oeuvres while mingling with fellow attendees • Have your very own "prom" picture taken to remember this special night
7:30 – 10:00 p.m.	<p>Gala Dinner and Awards Celebration</p> <ul style="list-style-type: none"> • Honoring those who have gone above and beyond to promote the bail industry and who have achieved educational recognition

Wednesday, February 25, 2015

7:30 – 8:30 a.m.	Morning Break in the Egyptian Walkway
8:30 – 10:00 a.m.	Bail: Past, Present and Future <ul style="list-style-type: none">• A unique brainstorming session with bail agents across the country• Gain insight and provide feedback on various state initiatives• Share your knowledge and solutions with others
10:00 – 12:00 p.m.	PBUS Closing Conference Breakfast <ul style="list-style-type: none">• Enjoy a delicious breakfast as we wrap up the 2015 winter conference• The lucky winner of the “Come Back to Jamaica” raffle will be announced along with other conference raffle winners

The 2015 Winter Conference, Membership Meeting & Expo concludes

Meet the 2015 PBUS Exhibitors

American Spirit Processing (ASP):

Since 1990, ASP's team of professionals has been providing the highest quality merchant processing solutions to thousands of satisfied merchants nationwide. As an accredited Merchant Service Provider, ASP is powered by one of the largest payment processors in the world today and provides credit card and electronic payment merchant services specifically designed for the bail industry. The principals of ASP have over 24 years' experience in the credit/debit and check acceptance arena. Their goal is to become a valuable addition to the beneficial products and services their merchants currently offer to their customers. Behind this is a sincere driven purpose to increase the financial profits of every merchant that joins with us.

BailWebmasters

Bail Webmasters is passionate about one thing: helping bail companies optimize online for countless keywords. They strive to provide you with only the best SEO services available. Bail Webmasters are straightforward with their clients and believe in providing you with knowledge and resources so you can make educated decisions about your business. They believe in helping local bail companies perform well on search results through proper SEO work and never cut corners or use tricks to get you to the top. Bail Webmasters was built upon the idea that every detail matters and they pay attention to every component of a client's website and is what sets them apart from other SEO companies.

Captira Analytical:

Captira Analytical is leading the world in bail bond technology. Captira's mission is to provide up-to-date, easy-to-use tools tailored for the bail agent. Using these tools is an easy and efficient way to organize your data and help you make better and more informed client decisions. Today, Captira's software developers are constantly working to improve and enhance the toolkit. Captira is dedicated to providing their clients with the best technology available and contributing to the success of the bail bond industry as a whole.

Creditors Specialty Service, Inc.

Credit Specialty Service, Inc. offers many different services to suit all your collection needs. They are problem solvers, and one thing is certain...THEY NEVER GIVE UP! They have a nationwide attorney network and are able to service your needs in all states. Creditors Specialty Service, Inc. works on a contingency fee only, so if they don't collect, there is NO FEE! No Account is too big or small and their clientele consists of a wide range of businesses and individuals. You will be pleased when you see what Creditors Specialty Service, Inc. can do for you.

Digital Bondsman.com

Digital Bondsman is a web-based bail bond system to manage defendants, agents, bonds and all other aspects of a bail bond company. Digital Bondsman was developed alongside a bail bond agency and continues to advance from input from many of their customers. Clients can access their information from any computer with an internet connection; have an unlimited number of bonds, defendants and agents; obtain detailed client information to include demographics, references, physical and other characteristics; manage your bonds, track payments and fees, manage check-ins and track forfeitures; and receive report features such as financial information and invoice mailers, bond reports and court date reports.

eBondsman.com, LLC/Bailbooks.com

eBondsman.com provides Internet software for bail bond management that is accessible from any computer with a web browser and includes an agent mobile app for an iPhone. It is true web-based software with data backed-up every hour and has GPS check-in capability for defendants from their phone. Thousands of agents use Bailbooks daily. They offer monthly subscriptions, no contracts, software is easy to use, can have unlimited users and there is nothing to install.

Electronic Resource Associates (ERA):

ERA was formed by four national bail-only insurance companies to deliver electronic monitoring and related products to its agency forces and the entire bail industry. ERA is a technological leader and national service provider of electronic offender monitoring equipment and provides unique program solutions for any customer need. This joint venture develops and distributes innovative products and services tailored to the needs of the bail bond industry to enhance bonding opportunities and improve risk management. Their goal is to provide customers a safe alternative to incarceration and an electronic monitoring product that is reliable, easy-to-use and affordable.

Everyday Media, LLC:

Everyday Media is an Internet Marketing agency focused on helping businesses large and small with their digital marketing strategy. They customize a strategy for their clients to help each business grow and to take advantage of everything digital marketing has to offer. Their services include: website development, search engine marketing, search engine optimization, mobile optimization, local SEO, video, social media and digital strategy. Everyday Media is experienced with Google adwords, Bing ads, Google shopping campaigns and social media advertising.

Fairmont Specialty:

Fairmont Specialty offers competitive rates, filings in 46 states, both state and federal bonds, exceptional service and 24/7/365 availability. You can write for Fairmont directly or through one of their highly experienced general agents. With three insurance companies to choose from, including United States Fire Insurance Company, The North River Insurance Company and Crum & Forster Indemnity Company, Fairmont Specialty has the unique ability to help you collaborate with people across the nation. Fairmont invites you to contact them so that together they can help you find your next partnership.

Global Prisoner Transport

Global Prisoner Transport (GPS) is a full-service prisoner transportation provider. GPS moves prisoners anywhere throughout the U.S., its territories and anywhere else in the world that may be needed. They pride themselves on being the most professional and efficient service in the industry and are able to accommodate any type transport needed. GPS is the only company in the U.S. that has a management and operations team that has been responsible for managing and completing over 70,000 prisoner transports throughout the U.S. They have supervised and managed the transportation of over 300,000 detainees.

Goldstein Brossard

Tired of being beaten on Google by inferior competitors? Need to get more bails from the web? At Goldstein Brossard we are a premier provider of White Hat Search Engine Optimization. We combine the latest website functionality with maximum visibility to get you more customers. We don't just focus on your website. We look at the whole picture. They use call tracking with call recording whenever possible, which allows them and you real time access to the effectiveness of your campaign. The information collected from calls is used to customize website content and other aspects of the campaign to target the most desirable customer. Call tracking and call recording also allows business owners track their

return on investment by easily being able to identify new customers. Another added bonus is actually hearing your staff go through the intake process.

GPS Monitoring Solutions:

GPS Monitoring Solutions' mission is to make the GPS installation process as easy as possible for their clients and that is why they offer mobile installations. They will come to the court, detention center/jail, police stations, law offices or bail agencies to serve your needs. GPS monitoring allows you extra security in writing bonds, which in turn puts more money in your pocket. GPS Monitoring Solutions offers active GPS monitoring reporting, alcohol monitoring and reporting and 24/7 installation services. Whether you are an individual, attorney, judge, bail agent or an agency, they know how important it is to you to have your needs met when it comes to electronic monitoring.

LawMate America

LawMate America is innovative in the creation of professional grade covert video, countermeasures and audio products. It is known the world over for quality law enforcement grade products. LawMate America is the exclusive American agent for LawMate Brand products and maintains a network of authorized LawMate dealers throughout the United States, Canada, Mexico and South America. LawMate America is part of a wide Network of authorized LawMate representatives throughout the world.

Lexington National Insurance Corporation:

Simply put, Lexington is a family-owned, customer-first, bail bond surety. Lexington's family has continuously been in the bail bond business for over six decades and because of this experience, they are better able to serve bail agents because they know firsthand what you need. After Almost 60 years in the bail bond industry, Lexington has expanded their capability to write bail bonds in every available state. Lexington grew up in the "retail" bail bond business and to this day, family members continue to operate bail agencies, such as Fred Frank Bail Bonds in Baltimore, Maryland. They have over six decades and three generations of exposure to what the bail agent knows is a very complex, difficult and competitive business.

Omnilink, A Numerex Solution:

Omnilink's mission is to help consumers, businesses and government agencies track and monitor people and things brilliantly with best-in-class M2M technology. They further this mission with a collaborative spirit, an un-relenting focus on quality, dedication to their customers' success and expert thinking grounded in decades of experience. Omnilink is a rapidly growing American technology company with a seasoned staff of more than 65 technology professionals from around the globe and every region of the U.S. The best minds in machine-to-machine and location-based services technology converge with outstanding software talent to produce advanced tracking solutions; solutions that give you visibility into the location and condition of virtually anyone and anything.

Outrider Group, LLC / Bailtrace.com

Bailtrace is a community of professional bondsmen and bondswomen. As in any good community, there are no customers here, just members. By working together, all can improve the quality of the bail industry. Most customers of bail agents are good people who need a little help now and then. Bailtrace isn't made for these people. There are always a few people who don't appreciate the help of bail agents and sometimes exploit them. Some individuals seem to do exploit over and over again. Bailtrace is a database of bad bonds; Bailtrace knows if someone is wanted for a failure to appear, not just last week or last year, but forever. Bailtrace won't check credit or tell a bail agent if they should or should not write a bond; what it will tell you is whether or not your customer has abandoned any other bond nationwide. Bailtrace is a loss mitigation tool to empower bail agents to make solid financial decisions. Know your client, know your risk.

Satellite Tracing of People (STOP):

STOP is a unique company in the community corrections industry that provides a comprehensive enrollee monitoring system and various services for agencies who supervise adults and juveniles in the community. STOP offers flexible monitoring services to their customers needing additional support in the receipt and management of RF and GPS events. Regardless of the type of monitoring equipment used (GPS or RF), their monitoring center technicians have ready access to each

agency's protocols through the monitoring center's functionality in VeriTracks. STOP provides value-added services such as expert testimony, training, life-time warranties and custom reports.

TransUnion:

Honesty, experience and relationships are the values that make TransUnion a global leader in credit information and information management services. For more than 40 years they have worked with businesses and consumers to gather, analyze and deliver the critical information needed to build strong economies throughout the world. The result is two-fold: businesses can better manage risk and customer relationships and consumers can better understand and manage credit to achieve their financial goals. Their dedicated associates provide solutions to approximately 45,000 businesses and approximately 500 million consumers worldwide to manage risk, reduce costs and improve lending decisions.

Universal Fire & Casualty Insurance Company:

Universal Fire and Casualty is a Property and Casualty Insurance Company licensed in 27 states specializing in surety bail only. Universal is proudly owned and managed by bail agents who have a combined 176 years of experience operating bail agencies, a nationwide general agency and a bail-only insurance company. Universal understands important services such as same-day power replacement, 24/7 transfer bonds and large bond approval.

U.S. Immigration Bonds & Insurance Services, Inc.

Founded by experienced immigration bail bond practitioners Jeremy and Margy Wolf, US Immigration Bonds provides honest and reliable service throughout the United States at competitive rates, with no surprises or hidden fees. Jeremy Wolf is the Managing Director and is a licensed bail bond agent in the State of Florida. He also holds a property and casualty license that is valid in all 50 states. If a family member or friend has been detained by the Department of Homeland Security, U.S. Immigration and Customs Enforcement (ICE) and you want to get them released, an immigration bail bond may be required. Many people can be confused about the immigration bail bond process, but US Immigration Bonds & Insurance Services, Inc. can clear up misconceptions and help them through the process. They are fully bilingual, available 24 hours-a-day, seven days-a-week.

Williamsburg National Insurance Company:

Established in 1986, Williamsburg National specialized in servicing the needs of the trucking and transportation industries, providing tailor-made insurance coverages. Since being acquired by Meadowbrook in 1997, Williamsburg's state licenses and coverages has been expanded. Williamsburg National is known for its innovative and unique approach to underwriting, rating, policy forms and client service. Williamsburg is licensed and admitted in 37 states and operates on a surplus lines basis in Missouri.