



ASIS Councils

NEWSLETTER

ASIS — Retail Loss Prevention Council

Special points of interest:

- In the Press— see articles and/or interviews of Members of the ASIS Retail LP Council. Link to re-sourceful articles and magazines.
- Get up to date on the Certification News and how Chapters are sponsoring preparatory certification programs.
- See what's on the agenda for the Retail Track at the Annual Seminar 2007.
- Meet new members of the ASIS LP Retail Council and what the council is working on for 2007

Chairman's Corner

Retail LP Certifications

ASIS International's Certified Protection Professional (CPP) designation has long been the most sought after and prestigious recognition for any Security Professional. However, other designations which provide very specific training within individual career fields have also been widely accepted as an addition to the CPP.

For example, I had the opportunity in April to attend the RILA Conference in Dallas. As part of that conference, a presentation was given on two new certifications which will soon be available and are very specific to Retail Loss Prevention. The Loss Prevention Foundation is responsible for the development of these certifications. They are set to be offered at two different levels.

The first of these, Loss Preven-

tion Qualified (LPQ), is designed to be a benchmark education for entry level LP Professionals, or for those considering a career in Loss Prevention. Coursework is comprised of four modules with curriculum focused on the Retail Environment, Becoming a Successful Business Person, Loss Prevention Basics and Tools, and Practical Applications. To become LPQualified, you must complete the coursework, and successfully pass an exam.

The LPCertified (LPC) is a certification that is designed as advanced education for Loss Prevention Management and Executives who hope to further their career in the Loss Prevention field. Coursework for this aspect of the program is comprised of five modules with curriculum focused on Leadership Principles, Business Principles, LP Operations, Crisis Management, and Supply Chain. After the completion of this challenging coursework, the LPC designation also requires the



David Gorman
Council Chair

successful completion of the LPCertified exam.

Still, the ASIS CPP certification represents a well-rounded knowledge of the LP industry and as mentioned before is one of the most prestigious designations sought after, but these new certifications deserve a close look by any Loss Prevention minded individual who is interested in further developing their LP knowledge and abilities.

In the Press

In this section we highlight ASIS Retail LP Council members and/or their associates who have been called on as a resource or contributor for a publication or presentation.

Millie Kresevich, Regional Loss Prevention Development Manager, Luxottica Retail had a cover story in the February 2007 issue of Security

Management and since has received approximately five calls from LP Professionals to learn more about the "Culture of Integrity" training program she put together. They have been open to sharing the information with these other companies. Millie was also asked by Joe LaRocca, VP Loss Prevention— NRF, to give a presentation at the seminar held in June 2007.

Millie offered the following summary of her presentation: Today's loss

prevention professionals are facing a multitude of challenges: from increased and greater diversity of responsibilities to increased loss due to organized crime.

This session explored the methods used to motivate speciality store associates to more effectively protect company assets. She gave examples of practical techniques to improve communication about awareness campaigns

Inside this issue:

Chairman's Corner In the Press	1
LERPnet Loss Prevention Foundation	2
Power of Collaboration (Member-get-a-member program) Certification Committee Update	3
New Member Bio Retail LP Council Members Present at NRF	4

In the Press, cont..

with associates & managers.

In addition, this session provided solutions to deal with the challenges of training in the high turnover speciality store environment.

Her article is again being featured in an industry magazine. Read her article on training: "Is your Corporate Culture Creating Dishonest Employees?", in the July-August 2007 issue of the Loss Prevention Magazine.

Click below to go to article

www.losspreventionmagazine.com/archives_view.html?id=1907



The Loss Prevention Foundation is a not for profit organization recently founded to serve loss prevention professionals. The mission of the foundation is to advance the loss prevention profession by providing relevant, convenient and challenging educational resources to give individuals the opportunity to gain valuable knowledge about retail, business, leadership and loss prevention.

This site has a wealth of information for the new LP professional starting out and for those that have been in the industry for a while, but want to continue to develop and fine tune their skill sets and leadership qualities.

This is a great tool to utilize for learning about the industry and the LP profession. It's continually expanding its resources and developing additional training for self-development and various topics within the LP industry.

www.losspreventionfoundation.org/

LERPnet is Here!

One of the greatest challenges that Loss Prevention Professionals have had over the years is getting information to all the necessary parties when dealing with a ring of thieves or an organized retail theft group.

Finally, it is here a joint effort by the FBI, NRF, and RILA with a great deal of input from several retail loss prevention leaders has created **LERPnet: Law Enforcement Retail Partnership Network**.

This is a national database that will help loss prevention departments to track and report on major retail incidents including Organized retail Crime, online auction fraud, robberies, and burglaries.

Not only does this allow retailers to share information with each other, but finally it allows retailers to share information with law enforcement agencies nationwide.

This allows law enforcement to become engaged when crimes are widespread and crossing neighboring cities, counties, and states and thus gaining better cooperation

with other agencies.

There are some great functionalities of LERPnet:

- Three-level authentication process
- Entry of retail crime incidents immediately after they occur or by importing from MS Excel, MS Access, or an interface with the retailer's existing case management system
- Full control over visibility of all information entered into the system (e.g. sector, company name, etc.)
- Reporting and analysis tools to track incidents by sector, product, geographic region, and more

These main four features of this application is expected to make LERPnet the national standard for sharing retail crime information confidentially and in a secure manner.

Dan Doyle, a long time Loss Prevention Retail Council Member and VP of Loss Prevention and Human Resources for Bealls department store chain participated in a recent

article in the June 2007 Security Director News, where he commented that, "We share these people. Retailers, can use LERPnet as a predictive tool by gathering and analyzing data related to criminal acts nationwide associated with organized retail theft."

As more and more retailers join the LERPnet database, this will become a critical tool in combating organized retail theft as Dan Doyle further commented in the article, "By sharing data via LERPnet, we can predict where these groups are going next ... and see where they are going to or coming from geographically. It should help us identify criminal enterprises."

Whether your company is already a member of LERPnet or you just need more information about the program, we recommend that you go to their website (www.lerpnet.com) and check out the demo to learn more about this new tool for LP.



LAW ENFORCEMENT RETAIL PARTNERSHIP NETWORK

The POWER of Collaboration

Be part of the ASIS Member-Get-a-Member Program

We have often talked about needing to build the retail industry membership within ASIS, now is a great opportunity to do so with their Power of Collaboration Member-Get-a-Member program. It is time for us in the retail industry to talk with co-workers, peers, and other retailers that are in our network about the advantages of participating in ASIS International.

By increasing the number of retail industry members, we can have more impact both at the chapter and national levels. This will allow us to provide more retail loss prevention training and information in the form of sponsored sessions and educational workshops, as well as getting more topics on retail loss prevention discussed in the individual chapter associations.

As Steve D. Chupa, CPP and President of ASIS International says about this program, "...joining ASIS is extremely beneficial to your career and your professional development. And with each new member, our voice grows stronger and the security profession itself takes another step forward in its mission to advance security worldwide..." and we couldn't agree more

and we need to increase the voice of Retail Loss Prevention Professionals within ASIS International.

Not only does membership in ASIS provide us with retail solutions, but it also supplies us with a great deal of industry support from every other segment of security that retail touches.

Retail Loss Prevention is a profession that reaches into just about every other segment of security: physical security, law enforcement, IT security, Logistics & Transportation, Crisis management & Emergency preparedness, etc., with that being said, ASIS International provides a pool of resources for any area of expertise, so it is a great place for a retail professional to seek out membership. Here are some links on the Member-Get-a-Member program and some information about how to join ASIS International.

Click to see Membership Benefits
www.asisonline.org/membership/benefitsbrochure.pdf

Sign-up for ASIS Membership
www.asisonline.org/store/membership.html



Retail Losses hit \$41.6 Billion Last Year

It is a staggering number, but according to the NRSS (National Retail Security Survey) total retail losses increased last year to \$41.6 billion due to higher retail sales in 2006 compared to 2005. The survey found that retail shrinkage averaged 1.61% of retail sales last year, nearly unchanged from 1.60% in 2005.

According to the survey, the majority of retail shrinkage last year was due to employee theft, at \$19.5 billion, which represented almost half of losses (47%). Shoplifting accounted for \$13.3 billion, or about one-third (32%), and other losses included administrative error (\$5.8 billion and 14% of shrinkage) and vendor fraud (\$1.7 billion and 4% of shrinkage).

News from the Certifications Committee:



Al Dauser, Chair of the Certification committee, represented the council at the latest ASIS IDG (Item Development Group) meeting held recently in Orlando, FL. There were about eighty people at the meeting and the focus was on the development of new questions for the CPP and PSP certification exams.

Also, the Professional Certification Board announced some important changes to the ASIS recertification process. As of January 1, 2008 Continuing Professional Education (CPE) units will be the new standard for recertification credits.

Important to note that during the transition phase, certification staff will perform the conversion of all existing 2006 and 2007 credits, so those already certified will not need to do anything.

Also, all certification programs will have the same recertification term of three years. This change effects those who have the PSP certification. This will streamline the process for those members who hold more than one certification.

The New schedule of credits involves an approximate translation of one ASIS credit to four

CPE's. The number of required CPE credits is therefore larger, but does not require increased activity to achieve recertification. The CPP designation, the security management certification, will require that CPP's earn 60 credits. PCI's and PSP's are required to earn 45 credits.

For all the details of the changes, please go to the ASIS website and view the document on recertification changes. Click on the link below.

www.asisonline.org/certification/recertchange.xml



Location

Las Vegas Convention Center
 3150 Paradise Rd.
 Las Vegas, NV 89101

Seminar Dates

September 24 - 27, 2007

Exhibit Dates/Times

September 24-26, 2007
 9:00 am - 4:30 pm daily

Review Courses for ASIS Board Certification

Friday, September 21 - Saturday, September 22

International and Spanish Certification Examinations

Sunday, September 23

New Retail LP Council Member

Greg, Director, Partner and Asset Protection for Starbucks International, has worked in the International market for the last five years.

He is responsible for investigations, physical security, business continuity, health and safety, compliance auditing and due diligence in all 43 countries that Starbucks operates in.

Prior to Starbucks he had worked for Wal-Mart for ten years. At Wal-Mart Stores, he started out in a Sam's Club in the receiving and claims department, while completed his bachelors degree at the University of Illinois–Chicago (UIC). After receiving his BA in Criminal Justice from the UIC in May 1994, Greg went into management with Wal-Mart as a District Loss Prevention Manager.

During his tenure at Wal-Mart, he worked in the International Division. He lived in Indonesia and Germany and started LP programs in both countries. His last two years at Wal-Mart were spent as an executive protection manager supporting the CEO.

From 1986 – 2001, Greg worked mostly in construction sales and held positions in Colorado, Northern California, and Tokyo, Japan.



Greg Brumley, CPP

Director, Partner
and Asset Protection

Starbucks Coffee
International

Greg has been married to his wife, Lisa, for 20 years and they have two wonderful kids: Sara (15yrs) and Tucker (13yrs). In their spare time, they enjoy traveling, participating in sports, activities with their church and enjoy opportunities to work in charitable organizations by helping those in need.

Greg is a Certified Protection Professional (CPP) through ASIS International, as well as, a member of the National Retail Federation (NRF).

He has participated in numerous training programs related to the LP industry ranging from Risk Management to Executive Protection.

We would like to welcome Greg to the Retail Loss Prevention Council and look forward to his participation.

Retail LP Council Members Presented at NRF

Some of our Retail Loss Prevention Council Members presented at the National Retail Federation (NRF) conference in June at the San Diego Convention Center.

Dan Doyle, VP, LP, HR and Administration for Bealls Inc., presented, *What Senior Loss Prevention Executives Need and Want*: Dan's presentation taught us what the nation's top LP executives are addressing on a daily basis and what products and services these executives are looking to purchase in the coming years.

Christopher McDonald, Director, Loss Prevention for Babies "R" Us will present, *Improving Your Audit Process*, so whether your audits are for LP compliance, risk management or operational effectiveness, his session highlighted how improvements can be made to your current audit processes.

Shannon Stilwell, LP Project Manager for Borders Group Inc., presented, *Maximizing Your Exception Based Reporting Program*, which outlined the basics of

an EBR (exception based reporting) system and explored how the program could be leveraged across the organization to enhance the results of your loss prevention program.

There were several excellent presentations at the NRF this year, if you were not able to attend or missed a session, follow this link to the 2007 Session Presentations and Handouts.

www.nrf.com/LossPrevention/2007/Handouts.asp