

SECURITY MANAGEMENT INNOVATIONS, INC

THE GUARDIAN

MARCH 2011

INSIDE THIS ISSUE

EMPLOYEE OF THE YEAR FOR 2010	1
DID YOU KNOW	1
EMPLOYEE OF THE QUARTER	2
EMPLOYEE OF THE MONTH	2
SAFETY TIPS	3
REMINDERS	4
NEW HIRES	4

SPECIAL POINTS OF INTEREST:

- Employee of the Year for 2010 was selected
- Help SMI Grow for 2011
- New Clients
- Welcome David Baquerizo

EMPLOYEE OF THE YEAR FOR 2010

Our company newsletter is dedicated to the Employees of Security Management Innovations. In this newsletter we hope to keep you informed about the latest happenings at SMI Security. We at Security Management Innovations recognize that employees are the fundamental ingredients to a successful business. We also believe that all achievements should be noticed and acknowledged. Therefore, please allow us to state how pleased we are with your devotion and effort by presenting you with the Security Management Innovations – Employee of the Year of 2010, Employee of the Month January and fourth Quarter Award of 2010.

Our employee of the Year 2010, Genks Louis, started at SMI back in March 2008 and

DID YOU KNOW.....

In the past recessions, statistics show that the number of bank robberies generally increase with every downturn in the economy. However, the latest FBI report indicates the number of bank robberies committed across the United States decreased 20% last year to a level not seen in at least a decade. The statistic is surprising in light the deepest recession since the “Great Depression” which has cause the un-



since then he has shown leadership and determination. Genks has helped the company tremendously by always being available to cover posts without prior notice. Furthermore, Genks has left a good impression on each client and the company has received good feedback for his performance.

He greets everybody with a smile and always helps them. Mr. Louise has shown initiative and is a team player.

For those reasons and many more we are very happy to announce him as our employee of the year. Security Management would like to encourage all our employees to have a positive attitude and be a team player. SMI would like to Thank you for your hard work and contribution to the company.

**Congratulations Genks!
Keep it up!**

By David M. Trontz on January 20, 2010 5:12 PM

employment rate to rise. Banks and law enforcement agencies expected the levels of robberies to increase as people became more desperate to obtain money. Even in the hardest hit cities from the economy such as Miami, Los Angeles and Detroit have also seen the steady decline.

4TH QUARTER AWARD OF 2010 –UPS

SMI-UPS honored S/O Celia Guzman with Employee of the Quarter. This officer has shown a tremendous work ethic while completing her job duties at UPS. Her responsibilities consist of screening received volume at UPS (Exports Department).

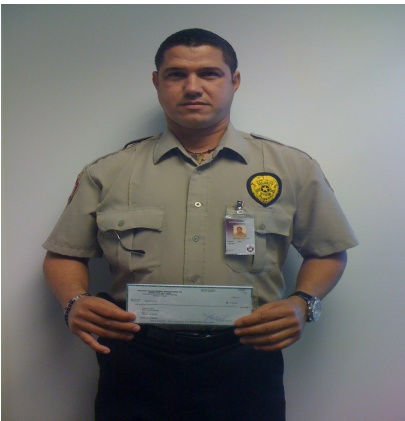
At the time of screening, this officer reports all discrepancies, assures



cargo meets TSA requirements, and inspects High Value merchandise. Her attention to detail and consistency has been an asset to SMI's & UPS's security operations. We would like to acknowledge and congratulate this officer for her outstanding efforts.

Congratulations Celia!

EMPLOYEE OF THE MONTH FOR JANUARY



Osmani Lazo receiving his bonus check for Employee of the month.

For Employee of the Month of January, SMI is honoring Osmani Lazo. Osmani has been with SMI since August, 2010 in such short time has managed to separate himself for his good performance. Osmani provides security in Catholic Housing facilities. Osmani stopped two individuals from breaking into vehicles and he notified the police and both individuals were apprehended. Osmani has shown initiative by acting proactively.

WELCOME TO SMI

SMI would like to take this opportunity to welcome our new client at St. Andrews Condominium in Miramar, FL. This property is a gated community with 24 hour service 332 units. We are looking forward to building a relationship



HELP SMI GROW!!!!

SMI is saying good bye to **2010!** which it was a great year and for that we are very thankful, but now is time to welcomed 2011 with a positive attitude and more energy than ever. In Corporate Office, our Team is working very hard in many upcoming projects and exciting events. We will share them with you in the near future!

Security Management wants you to become part of our team by

helping us grow. We have established a Referral Program. For each business or residential property referral that result in a permanent Contract for our company, you will receive a bonus of \$500. Please email the information to David Baquerizo at dbaquerizo@smisecurity.net with the information!



David Baquerizo brings a combined sales experience of over 11 years to SMI with the past 6 years being dedicated solely to the security services industry. David's responsibilities at SMI is to generate new security contracts, increase revenue within the current client base of customers and to expand SMI into other cities throughout the Florida region and other areas of the united States.



Welcome David to the SMI family!

DON'T WAIT UNTIL AN ACCIDENT HAPPENS!**DON'T WAIT UNTIL AN ACCIDENT HAPPENS!**

Too often hazardous conditions come to our attention only after someone is hurt or seriously injured. If you see an unsafe act or unsafe condition, don't ignore it and gamble on you or a friend not getting hurt.

If you notice someone working in an unsafe manner, let that person know. You could be preventing a serious injury. Wouldn't you expect someone to have the same consideration for you? Or, if you see an unsafe condition, correct it. If you can't, report it to your supervisor.

After an accident happens, there usually is a lot of talk and excitement. Then it is written up, becomes a statistic, and is too soon forgotten.

Accident Investigation

Fortunately, some good can come out of every accident. Investigations can produce information we can use to prevent a similar mishap from occurring in the future. Some persons, however, mistakenly believe that accident investigation is used to put the blame on someone. And so they refuse to cooperate.

If you see an accident...

Make a mental note of everything that occurred and the condition that existed before the accident. Ask yourself the following questions:

- Where was I when the accident happened?
- What was I doing?
- What equipment was involved?
- Where was the injured person and what work was being done?
- What was the sequence of events?

Imprint these things on your memory. Remember that others were in a different position and may not have seen things as you did.

Cooperate in the investigation

When the investigator asks questions about the accident, give the facts as you saw them. If you omit or change information to protect someone, how can we accurately determine the causes and help prevent the same thing from happening again? Next time you may be the victim.



THE GUARDIAN

NEW HIRES FOR THE MONTH DECEMBER-JANUARY

Fernando Morales

Armando Galvez

Tenio Grant

Patricia Ortega

Luis Real

Jenel Sanon

Corporate Structure:

Katya Gonzalez (Receptionist)

Valentin Emeric (Quality Assurance Specialist/Account Manager)

Tania Maysonet (Accounting Coordinator)

David Baquerizo (Regional Sales Manager)

Nilo Lorenzo (Branch Manager)

Alex Bocaranda
(CEO/President)

**T E N A C I T Y ,
N O T J U S T A W O R D ,
O U R W A Y O F B U S I N E S S**

REMINDERS

Professional Appearance Counts

You are a Security Professional and you must take personal pride in your appearance.

Perception is reality in our business if you do not look professional and confident you will not be taken seriously. Care for your uniforms and your appearance

Timesheets-

In order for you to get paid on time and accurately, timesheets must be filled out neatly and completely with your name printed at the top of the page and complete information of your post(s). Your signature indicates that the hours listed on the timesheets are true and correct.

Time sheets must be at the Corporate office latest Monday morning.

Security D License

As a Security Professional you are required to have on your person the following identification cards while on duty; your Security Officer D license which is issued by the state and your Security Management Innovations, Inc. I.D. without any of these forms of I.D. you cannot work at your post Also, you could be fined by the state hundreds of dollars for letting your D license expire. In order to avoid this to happen the company will be auditing I.D's



To submit stories or comments to print on our Newsletter "The Guardian", please send an e-mail to: kgonzalez@smisecurity.net

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