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## MESSAGE FROM THE PRESIDENT

JOHN ROMANO  
Audio Sentry Corporation



I would like to first and foremost thank you and your employees for your continued loyalty to the Burglar and Fire Alarm Association of Michigan (BFAAM) and our industry. We are looking forward to a great year in 2024.

At our annual conference in the Fall of 2023, we heard an update from MiOSHA, had a presentation titled “Team of Teams” from Resideo Security and a presentation from Eaton Wheelock Life Safety. We also had a political update from the Michigan Chamber of Commerce regarding anti-business legislation that’s being proposed in Lansing.

As in previous years, our Government Affairs team hosted several functions with some of Michigan’s most influential policy makers at our headquarters in Lansing. These functions are important for us to build relationships and advocate on behalf of our industry.

In the infancy of the BFAAM Apprenticeship program, we believed the program would enroll roughly 100 apprentices. To date, we have enrolled over 700 apprentices in twelve years and have roughly 165 apprentices currently enrolled! This program has turned out to be a great asset for our member companies and its employees.

Perhaps the best news that we received in the past few months is that the State of Michigan adopted the new electrical code and we are once again able to host our code update courses for the first time since 2019! We have scheduled five training sessions between Livonia and Grand Rapids. Please keep an eye out for updates from BFAAM about these events or see page 9.

On pages 6-7 you will find a summary of all the member benefits BFAAM has to offer. Dues are still being renewed for 2024 and I hope that you will **extend your membership** and help us continue to be successful. If you are not already a member, I encourage you to consider becoming one. I am confident that you will find membership with BFAAM to be incredibly beneficial for you and your company in many ways. I wish you and your company much prosperity in 2024 and beyond! 🍀

# CLAWSON TO LEAD USDOL OFFICE OF APPRENTICESHIP IN MICHIGAN

Please allow me to introduce myself, my name is Tiffanie Clawson, and I will be serving as the U.S. Department of Labor, Office of Apprenticeship State Director of Michigan. Prior to accepting this position, I served 2 years as the U.S. Department of Labor, Office of Apprenticeship State Director of Indiana. Before that, I served six years as the Apprenticeship and Training Representative in southwestern Michigan. I am excited to be coming home to the great State of Michigan.

I truly look forward to working with the Michigan Staff, our fantastic partners and of course all our Registered Apprenticeship Sponsors. Always feel free to reach out to me if you have any questions

or concerns or want to say hello. I look forward to hearing from you. You can contact me at:

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United States Department of Labor  
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## THE BFAAM PAC NEEDS YOU!

BFAAM is constantly fighting for our industry, for our livelihoods, and for you! BFAAM cannot do this without your support. Your membership into the BFAAM PAC is more important now than ever. Become a PAC member today! Visit [www.bfaam.org/pac](http://www.bfaam.org/pac) to donate online! Large or small, we appreciate any effort you make to help our alarm industry.

[Donate](#)





# Annual Conference

Friday, October 25, 2024

BFAAM Headquarters

Lansing, Michigan

 Department of Licensing and  
Regulatory Affairs Update

 Hot Topic Roundtable Discussions

 Networking Opportunities

**Save the Date!**

# THE WINS OF FINANCIAL PLANNING

GREG HARDY CFP®, AEP®  
BEYOND FINANCIAL PLANNING

Only 33%.

What's that number, you ask? That's the small percentage of Americans that have a documented financial plan. We get it; you might not know where or how to get started or don't feel like you've got enough saved up to form a financial plan. Or it just doesn't feel straight forward. It can be overwhelming to take the first step.

A financial plan can keep you from making financial mistakes that could impact your long-term future. It's normal to feel confused about what goals to focus on and which investment options make the most sense for your life, but a well-crafted financial plan takes the guess work out of planning for your future. Here are a few significant wins of having a documented financial plan:

## **INCREASE IN CONFIDENCE**

Any time goals are well thought out, documented, and followed; there's an exponential increase in the potential to achieve those goals. 54% of people with a financial plan say they feel "very confident," while 18% of people without a financial plan feel the same. Having a plan alleviates the stress of answering big life questions around financial stability and the future.

## **GROW YOUR ASSETS**

Now is the time — no matter how much money you have — to start your financial plan! Don't get trapped in the myth that you must have a certain amount set aside. To begin with, having a plan can create and identify opportunities to save more by highlighting

additional options to set money aside.

## **PICK THE RIGHT VEHICLE(S)**

Your financial goals are the destination, and the investments are the vehicles that will help you get there. We can help you identify which investment vehicles will transport you to your destination while enjoying the journey and getting you there safely.

## **THE FINER THINGS IN LIFE**

Having all your financial planning ducks in a row can better prepare you for meaningful life events. We're not just talking about retirement; planning can help you plan for life moments like marriage, buying a home, job changes, or taking care of aging parents. We can arrange for the exciting things that come in life and prepare for the unexpected.

The bottom line is that a financial plan can help create a framework for all your financial decisions in the future. The hardest part is getting started, but we can help! We will guide you through the process and determine the best plan for you and your goals. Just think how much more confident you'll feel about your financial future! Give us a call today. 📞

GREG HARDY CFP®, AEP® IS WITH BEYOND FINANCIAL PLANNING. TO LEARN MORE VISIT [WWW.BEYOND-FP.COM](http://WWW.BEYOND-FP.COM) OR CONTACT (269) 492-6984 OR [CONTACT@BEYOND-FP.COM](mailto:CONTACT@BEYOND-FP.COM). SOURCE: 2021 SCHWAB MODERN WEALTH SURVEY.

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# Beyond

FINANCIAL PLANNING

**Scan the QR code below to access these  
and other FREE planning resources**

**8 Timeless Principles of Investing**

**2023 Tax Planning Brochure**



**“We get up every morning with a singular focus, to help families create, protect,  
and keep multi-generational wealth.” - Greg Hardy CFP®, AEP®, Founder**

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# BURGLAR & FIRE ALARM ASSOCIATION OF MICHIGAN

ESTABLISHED 1981



## ABOUT BFAAM

Established in 1981, the Burglar and Fire Alarm Association of Michigan (BFAAM) serves a growing, dynamic industry with ever, rapidly changing technology. BFAAM has upgraded the alarm industry, encouraging constant improvement in the quality and professionalism of the products and services offered by the industry.

Through BFAAM, members stay informed about industry trends, technological developments and improved managerial procedures. We proudly offer our members numerous training and safety resources throughout the State. BFAAM created the BFAAM Apprenticeship Program to meet industry needs and requirements and to ensure a future of trained professionals for our industry.

Occasionally there are legislative issues that may have notable repercussions or benefits on the way we conduct business. We closely watch these items and keep the membership advised.

The goals of the association are to:

- Promote alarm systems to the general public.
- Provide information on alarm system technology and practices.
- Enhance the professional standing of alarm personnel.
- Strengthen the ethical standards of the alarm industry.
- Promote just and reasonable laws governing alarm usage.
- Regularly assist police by communicating new criminal practices.



## MEMBER BENEFITS

BFAAM provides members with a wide range of benefits and resources:

- **Advocacy** — Representation in Lansing to ensure that Michigan lawmakers, regulators and policy leaders are made aware of the concerns and issues that affect the alarm industry.
- **Education** — NICET, Code Update courses, Apprenticeship Program, etc.
- **Conferences** — Featuring professionals in all aspects of security such as legal topics, false alarms, new products, legislative updates.
- **Voting** — Membership in BFAAM gives your company a vote in the direction of our industry.
- **Newsletters** — Published semi-annually and highlights current events and informative articles.
- **Directory** — Published annually, searchable and available online, features all member companies.
- **Job Bank** — BFAAM Members can send job openings to post on the BFAAM website for free.
- **Consultation** — Ability to discuss pertinent issues with the state's leading alarm dealers.
- **Networking** — Catching up with your peers provides invaluable insights into the subtleties of our industry.
- **Group Purchasing Discounts** — A full range of services and programs to meet your company, employee and personal needs with the goal to help you and your company to continue to be successful and profitable. Following is an outline of the discounted benefit programs.



## ACCOUNTING & TAX SERVICES



We are focused on getting the lowest possible tax liability for you, and we assure the result is in alignment with your individualized goals. As an BFAAM member, you receive our 2 times guarantee on tax planning; meaning whatever fee is paid, you receive double the fee in returned tax savings. Also, if you hire us for ongoing administration services, such as tax preparation and bookkeeping, you will receive a 10% discount on those services for life. Contact Valley Oak at 800.237.5166.

## DEBT COLLECTION



TekCollect programs include custom verbal and written contracts, electronic database skip tracing, credit bureau reporting, plus optional advanced recovery efforts for hard-to-collect accounts. Our service is securely web-based, with access to every collection effort plus real-time reports. And every effort is designed to preserve the integrity of your customer relationships. Our fees are typically less than 10%. Best of all, results are guaranteed! Contact Lance Rhutasel at [lrhutasel@tekcollect.com](mailto:lrhutasel@tekcollect.com) or call 314.308.6853 ext. 1411.

## FINANCIAL PLANNING



Gasaway Investment Advisors, Inc. is an investment advisory firm with a unique expertise in working with small and medium sized companies on qualified retirement plans for their employees. Our team of experienced professionals will work with your company's leaders to develop a plan that is tailored to meet your company's goals and then periodically review the plan to meet the needs of your company. This benefit provides discounted third party administration fees. Contact us at 800.237.5166.

## HEALTH INSURANCE



Our agency has put together a team of Insurance, Human Resources and Technology professionals to provide our clients with the necessary resources to survive in today's world of Employee Benefits. Our background, education, knowledge and experience puts us in a unique position to suggest solutions that are proven to work. Contact Vantage Pointe today at 800.237.5166.

## INSURANCE & FINANCIAL PLANNING



BFAAM has teamed with Beyond Financial Planning to offer you complete insurance and financial planning services. Formerly known as Beckwith Financial Group; The team at Beyond Financial Planning works with clients daily to help families Create, Protect, and Keep Multigenerational Wealth. Simply visit us online at [www.beyond-fp.com](http://www.beyond-fp.com) and find out how we go "Beyond" to help you enjoy exclusive benefits offered only to BFAAM members. Contact Beyond Financial Planning at 800.237.5166 for more information.

## INSURANCE PROGRAM



BFAAM has partnered with Ron Jackson Insurance to provide you a customized solution for your insurance needs. Whether it is your business or your family, you have worked hard for what you have. Choosing us as your insurance advisor, you will find great protection that comes at the best value for you, the member. How long has it been since you've reviewed your insurance program? Call us, 800.237.5166, today to discuss your opportunities. [www.ronjacksonins.com](http://www.ronjacksonins.com).

## BFAAM LEGISLATIVE SPOTLIGHT

# Q&A WITH REP. WILL SNYDER



State Rep. Will Snyder is serving his first term representing the 87th House District. He is a proud lifelong resident of the city of Muskegon, currently residing in the Glenside Neighborhood, and has long been dedicated to community activism in the Greater Muskegon area.

Prior to his work as a legislator, Rep. Snyder spent six years working as a legislative aide

and district director for his predecessor, Rep. Sabo. He also served on the Board of Directors of Read Muskegon, where he worked to break the generational cycle of illiteracy in Muskegon County. Serving as building association president for a local Knights of Columbus, Dan M. Kennedy council also gave him the opportunity to carry out his commitment to community service.

Rep. Snyder always puts the voice of residents first, and strongly believes no economic decision should be made in Michigan without residents having a say. He advocates for investments in workforce training development programs to grow Michigan's labor force, to give people access to high-paying, quality jobs, and to attract businesses by having a strong, skilled workforce. He brings his Muskegon roots and Lansing experience to the Capitol, as he advocates for working families, stands up for quality health care and reproductive rights, fights for top-notch, affordable education, and works for infrastructure improvements in West Michigan and across the entire state. He understands that strengthening the connections between the people in local communities and the policymakers in Lansing is an essential ingredient in reinforcing Michigan's today and investing in its tomorrow.

### WHAT'S YOUR NUMBER ONE LEGISLATIVE PRIORITY?

My biggest legislative priority is workforce development initiatives that will propel our state's economy forward. Michigan has seen its growth stagnate in the past, and if we want to attract more

jobs to our state, we need to invest in a robust, talented workforce that can meet the demands of the 21<sup>st</sup> century. As the Chair of the House Appropriations Subcommittee on Labor, Economic Development, and Lifelong Learning, I am constantly working to craft a state budget that supports Michiganders in achieving their dreams.

### WHAT'S THE BEST PART OF YOUR JOB?

The best part of my job is working on behalf of the great people of Muskegon. As a lifelong resident of the community, it is especially rewarding to represent the town that raised me and the people who made me who I am today.

### WHAT'S THE BIGGEST HIDDEN GEM IN YOUR DISTRICT?

Muskegon State Park and its wide offerings are an underrecognized gem in my district. Including a campground, lovely lighthouse, spectacular beach, and the iconic block house, you could easily spend an entire day exploring all that this park has to offer. Not to mention, it is home to one of only four luge tracks in the United States.

### WHO'S YOUR MODERN DAY HERO?

As a big fan of golf, I cannot deny the legacy of Tiger Woods. He is the greatest golfer to ever play. I admire the dedication it takes to remain dominate for as long as he has. Outside of his impressive record of winning, he revolutionized the sport. Before Tiger, many people viewed golf as a sport for older men. If it wasn't for him, I probably would not be the golfer I am today. Tiger brings excitement and thrill to a game that can seem boring to others. He has a charisma to him that has attracted countless new players and established the golf industry we know today.

I often find myself reflecting on Tiger's dedication and drive when I want to understand my own work. Many days in Lansing feel like a sprint, rushing from one thing to another and working long hours. Like Tiger, I try to slow down and maintain my focus on what is important. Tiger has been able to keep his dominance for decades by understanding the bigger picture, and I hope I can replicate that level of commitment throughout my time as State Representative. 🏌️





# 2024 CODE UPDATE COURSES

This course is designed to provide code updates for code inspection officials and fire alarm specialty technicians, in accordance with the requirements of the Michigan Skilled Trades Act of 2016. The course primarily covers the three main codes affecting fire alarm system design and installation, including the 2021 Michigan Building Code, the 2019 National Fire Alarm Code and the 2023 Michigan Electrical Code. In addition, to satisfy the National Institute for Certification in Engineering Technologies (NICET) requirements for Continuing Professional Development credits, the course has been designed to meet the **18 contact hours** required to obtain a certificate of completion.

## 2024 Training Schedule

September 13–14  
Livonia

November 8-9  
Grand Rapids

[Register Now](#)





**BURGLAR** ESTABLISHED 1981  
**& FIRE ALARM**  
ASSOCIATION OF MICHIGAN

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## 2024 SCHEDULE OF EVENTS

### BOARD OF DIRECTORS MEETING

September 11, 2024

Virtual

### CODE UPDATE COURSE

September 13-14, 2024

Livonia

### ANNUAL CONFERENCE

October 25, 2024

Lansing

### BOARD OF DIRECTORS MEETING

October 25, 2024

Lansing

### CODE UPDATE COURSE

November 8-9, 2024

Grand Rapids

### BOARD OF DIRECTORS MEETING

December 4, 2024

Virtual