



*Security Management in a
New Decade...*

You Make The Difference!

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Let's Not Survive...Let's Thrive!

- What do we learn from our past...

*In times like these it is good to remember
there have always been times like these.*

Paul Harvey

- What lies ahead...

*The difficulty lies not so much in developing
new ideas as in escaping from the old ones.*

John Maynard Keyes



Managing Security for Success

- Where are we today
 - The essential skills– time tested and proven
- Looking ahead
 - What will the job require of in this new decade
- Your own **STAR** Assessment as we go...

*Your **STAR**
Assessment...*



A Big Thank You...

- About 25 colleagues who contributed their thoughts...
- Some great reading too...
- A resource list and this briefing available to you
@ www.nstii.org





The Essential Skills

The only job security you have today is your commitment to continuous personal improvement.

“Getting better all the time.”

Kenneth Blanchard





#1 Integrity

- Walk the talk
- Be a leader of character, with a strong ethical foundation seen daily
- People of integrity – you trust them and they put your mind at ease

There is no pillow as soft as a clear conscience.

John Wooden



#2 *Communication*

- Interpersonal
- Chain of command
- Team building
- Selling an idea
- Problem solving
- Delivering good/bad news
- Written
- CEO to the factory room floor
- Being a good LISTENER permeates all of this...



Communication

- Effective security managers take something complicated and make it simple.
 - Tact, forthrightness
 - Commitment, conviction & passion
 - Clarity in delivery

Every time you talk to people, give them something to feel, something to remember, and something to do.

John C. Maxwell



Listening!

*If God had wanted us to talk more than listen,
He would have given us two mouths
rather than two ears. 😊*

Kenneth Blanchard

- We learn more by listening rather than talking
 - Reach out and understand the customer perspective
 - It is foundational to building relationships

*Your **STAR**
Assessment...*

Integrity

Communication





#3 *People Department*

- Show your humanity to people

*People with humility don't think less of themselves,
they just think of themselves less.*

Kenneth Blanchard & Norman Vincent Peale

- It's all about relationships...
 - Know who you serve and serve them well
 - Secure leaders give power to others
 - Maximize your strengths, staff your weaknesses



#3 *People Department*

- Build the network...
- Find someone to pour your life into – mentor!

*All that we send into the lives of others
comes back into our own.*

Edwin Markham

*We cannot hold a torch to light another's path
without brightening our own.*

Ben Sweetland



#4 *Business Mindset*

- You know the disciplines of security...
 - ...Now enable the mission
 - Get out and see what you are building
- Problem solving at a strategic business level
 - Prompts you to ask the right questions
 - Reduces margin of error
 - Understand tactical impacts
 - Resource management – people, money
 - Politically astute



Business Mindset

- Return on Security Investment (ROSI)
 - Ensure you are managing risk, not avoiding it
 - Use language your customers understand
- Discernment
 - Use your experiences, and trust your instincts
- Our responsiveness is one measure of success
 - Revisit Essential #2 – Communication!

*Your **STAR**
Assessment...*

Integrity

Communication

Business mindset

*People
Department*





#5 *Imagination & Creativity*

- Security managers need to develop a fascination for what *doesn't work*
- Develop an *anticipatory vision*
 - Instincts, gut checks, connecting the dots before the crisis hits
 - Expect the best, prepare for the worst and be flexible with whatever comes

Imagination is more important than knowledge.

Albert Einstein

*Total
Your **STAR**
Assessment...*

Integrity

Communication

*Imagination
& Creativity*

*People
Department*

Business mindset





Looking Ahead...

*I would rather live in a world where my life is surrounded
by mystery than live in a world so small
that my mind could comprehend it.*

Harry E. Fosdick





Words of Wisdom...

*Now is no time to think of what you do not have.
Think of what you can do with what there is.*

Ernest Hemingway

*Things turn out best for people who make the best of the
ways things turn out.*

John Wooden

In life, what you resist, persists.

Werner Erhard



The New Decade

- **Information Assurance/Technology**
 - Continually changing our threat environment
- **Cyber-Security**
 - A main priority in our national security
 - Prompts us as security professionals to get smarter as well
- **International Security**
 - An increasingly complicated landscape



The New Decade

- **New today, obsolete tomorrow**
 - Surround yourself with people who have the answers if you do not
 - Opening the door for expertise to help you!
- **Working smarter with limited resources**

*We have been asked to do more with less
and Les just got laid off.*

Mitch Lawrence



Countering the Threat

We live in a world where we don't provide guarantees.

In the security profession we have the ability to identify and minimize risk, and respond quickly should a risk materialize.

But if something happens, as security professionals, we have full confidence that we'll be able to respond!



Wrapping It Up...

People will forget what you said...

People will forget what you did...


But people will never forget how you made them feel!





Managing Security for Success

- We looked at where we are today
 - The essential skills– time tested and proven
- We looked ahead
 - What will the job require of in this new decade
- Now a couple of thoughts to close...



*Do all the good you can, to all the people you can,
in all the ways you can, as long as you can.*

Dwight L. Moody

*Show Mercy
Act Justly
Walk Humbly
Micah 6:8*



The background features a dark blue gradient with dynamic, flowing red streaks that resemble light trails or energy. Numerous white, five-pointed stars of varying sizes are scattered throughout, some appearing to be in motion or glowing. The overall aesthetic is patriotic and energetic.

*Remember That
You Make the Difference!*





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