



P.O. Box 836635
Richardson, TX 75083-6635

Your Key Source
for
**LEGISLATION
EDUCATION
TECHNOLOGY
TRENDS**

****October****



Guest Speakers:
KMS Consulting, Inc.

New NTAA Associate Member Demonstrates Alarm Industry Specific Software

AFLAC

Discusses Benefits for Small Companies & Supplemental Insurance

What: Monthly General Membership Meeting

When: Wednesday, October 20th 2004 11:30 a.m.*

Where: **Old San Francisco Steakhouse**
10965 Composite Dr.
Dallas, TX 75220
214-357-0484

- Fire Update - Tommy Henson
- TBFAA Annual Convention Update – JP Shull
- False Alarms - Whats Happening Around the Country
- NEW NTAA Committees - Volunteers Needed

***** Please note this meeting will start promptly at 11:30.*****



With over 20 years of combined experience in service related industries including Security and Telecom, we are uniquely poised to provide you with the personalized care that you deserve. Providing your company with the most effective and cost-efficient services will always remain our goal.

Software - EASI CRM

Enables small businesses to increase the value of their companies by fully optimizing access to their customer information.

How it can help you:

- 1.) Track customer notes and information permanently.
- 2.) Track customer payment history.
- 3.) Keep track of contract anniversary dates to solicit renewals & system upgrades.
- 4.) Review service call history and revenue.
- 5.) Schedule maintenance (i.e. battery replacement, smoke detector test, etc.).
- 6.) Create a snapshot of data for bulk sales.
- 7.) Review attrition.
- 8.) Review Sales History.
- 9.) Schedule Service Calls and New Installations.
- 10.) Integrates with Quickbooks for Recurring Billing and Inventory Control.



AFLAC is a leading provider of insurance sold on a

voluntary basis at the worksite in the United States and the largest foreign insurer in Japan. Insuring more than 40 million people worldwide, AFLAC is the principal subsidiary of AFLAC Incorporated, an international holding company based in Georgia. At year-end 2003, the corporation's total assets were more than \$45 billion, with annual revenues of more than \$11.4 billion.

A Fortune 500 Company, AFLAC is a leading writer of voluntary insurance coverage marketed at the worksite in the United States, offering policies to employees at more than 300,000 payroll accounts. *Fortune* magazine named AFLAC to its list of "The 100 Best Companies to Work for in America" for the sixth consecutive year in January 2004 and to its list of "America's Most Admired Companies" in the life and health insurance industry in March 2004.