

The Nashville Chapter  
of  
The Association of Information  
Technology Professionals

January 2012  
Chapter Newsletter

## Cyber Liability Insurance

We are aware of the threat of identity theft, hacking of our personal and business E-Mails, and the potential loss of business and trade secrets via illegal access to our computers. We have been trained how to protect our data via passwords, encryption, firewalls, etc. All of which is not foolproof. When we develop a new safeguard, the bad guys respond with new tricks.

The insurance industry has established cyber liability insurance. Our January program is a presentation on the in's and out's of cyber liability insurance. Our speaker is Janet E. Smith, President of Bailey Special Risks, Inc.

Janet will discuss the exposures, coverages, and exclusions of a cyber liability policy. She will also give examples of claims. Janet will also give us an idea of policy costs and under what conditions a cyber policy is worthwhile.

Janet will discuss insurance coverage for Executives and Officers of technology organizations. This includes exposures, coverages, and exclusions. She will give us some examples of Technology E & O claims.

Janet Smith became President of Bailey Special Risks, Inc. (BSR) in 2009 when she and two other long-term associates purchased the company. BSR was established in 1989 and is a locally owned specialty insurance wholesaler offering brokerage and program business facilities in Professional Liability, Management Liability, and Cyber Liability.



Their business is written with licensed/contracted Retail Insurance Agencies throughout the United States. As an example of their wide range of products, they list Kidnap & Ransom as a policy.

Janet Smith started her career in insurance in 1986. She has filled the roles from account manager to managing underwriter to her present position. As President of BSR, Janet continues to market the company products and strives to educate the retail agents and potential insureds by teaching coverage features, sales

strategies, and in-depth continuing education credit on Employment Practices Liability and Data privacy & Security coverages. She is a certified Continuing Education instructor in a number of states and is a widely known public speaker.

Janet attended the Austin Peay State University and started her business career as a Buyer for the Cain-Sloan Department Store. Janet has been in the insurance field for about 25 years. Janet and her family live in the Hendersonville area where she likes to walk and play tennis and golf. She likes to travel and says their best family vacation was to Hawaii.

This should be an interesting session about insurance for cyber threats. You, and your company, should be aware of possible insurance in this area. You may want to invite your boss.

### REMEMBER

**Dinner Cost Reduced With Early Registration:  
\$15 – Members, \$25 - Guests**

#### IN THIS ISSUE:

Message from the President	_____	Pg 3
AITP Article	_____	Pg 4
Calendar of Upcoming Events	_____	Pg 5
AITP Business Information	_____	Pg 6

## AITP Nashville Roster

## Dinner Reservation and Cancellation Policy

<b>President:</b>	<b>JP White</b> jpwhite3@bellsouth.net 615/417-7543
<b>Vice President:</b>	<b>Walker Morrow</b> Laser One Inc. Nashville, TN 37210 wmarrow@laserone.com
<b>Secretary:</b>	<b>Ella McGill</b> American General 615/749-1346 fax: 615/749-2840 Ella.McGill@agla.com
<b>Treasurer:</b>	<b>Beverly Gibson</b> beverlygibson04@comcast.net 615/424-0135
<b>Chapter Liaison:</b>	<b>Dr. Gerald Marquis</b> Tennessee State University 615/ 963-7096 gpmarquis@yahoo.com
<b>Membership Director:</b>	<b>Joan Julius</b> InfoWorks JMJulius@bellsouth.net
<b>Director of Programs:</b>	<b>Paul Saunders, CCP</b> Saunders Systems Corp. 615/367-1717 paul@saunderssystems.com
<b>Student Chapter Coordinator:</b>	<b>Marshall Messamore</b> Vanderbilt University Medical Center 615/936-7935 fax: 615/875-7924 marshall.messamore@vanderbilt.edu
<b>Newsletter Director:</b>	<b>Robert Wright</b> Vanderbilt University 615/936-6847 r.n.right@gmail.com
<b>Director of Meeting Arrangements:</b>	<b>Mary Simpson</b> Genesco Inc. 615/367-8083 fax: 615/367-7775 msimpson@genesco.com
<b>Website Coordinator:</b>	<b>Mike Eischen</b> Genesco Inc. 615/367-7068 meischen@genesco.com
<b>Director of Publicity</b>	<b>Walker Morrow</b> Laser One Inc. Nashville, TN 37210 wmarrow@laserone.com
<b>Past President:</b>	<b>Tom Clark</b> Star Physical Therapy (615) 591-6590 clarktw2001@hotmail.com
<b>Internet Information —</b>	<b>Web Sites</b>
Chapter:	<a href="http://www.aitpnashville.org">http://www.aitpnashville.org</a>
Headquarters:	<a href="http://www.aitp.org">http://www.aitp.org</a>
Region 7:	<a href="http://members.tripod.com/aitpregion7">http://members.tripod.com/aitpregion7</a>

**AITP**  
**P. O. Box 22038**  
**Nashville TN 37202**

AITP members will be notified by electronic mail one week prior to the Chapter meeting. Reservations can be made by responding to the electronic notice or by calling **Mary Simpson at 615/367-8083 fax: 615/367-7775** Dinner reservations can be canceled up to 24-hours prior to the meeting without cost.

**Since the Chapter pays for reserved meals, No Shows will be billed at the reservation price of \$20.00 for Members, and \$30.00 for Guests.**

Members are responsible for their guests' reservations. *If you are a member and have not been receiving this notification, please contact Mary Simpson at:*

**615/367-8083 fax: 615/367-7775**  
[msimpson@genesco.com](mailto:msimpson@genesco.com).

### January Chapter Meeting

**Holiday Inn Vanderbilt**  
**2613 West End Ave.**  
**Nashville, TN 37203**  
**615-327-4707**

## MANAGERS TRAINING in PROJECT MANAGEMENT

*Need a refresher on how to run projects?*

### ONE ON ONE SESSIONS

*Will tailor to suit your needs and schedule*

### WORK WITH A PROFESSIONAL AND IMPROVE YOUR SKILLS

*Call for information*

### SAUNDERS SYSTEMS

**615-367-1717**

*P.S. Tell your boss about this.*

## President's Message



Patsy Hatfield Lawson and Hunter Carmen

December was one of the most entertaining Christmas programs we have had at AITP. We were entertained with Blues Music and stories from the mountains of East Tennessee. It was a great way to round out the year and we hope your Christmas and New Year celebrations were both relaxing and rejuvenating.

This coming new year several things will change and many will remain the same. The board has approved remaining at the Holiday Inn Vanderbilt for 2012. It was also decided that we will **reduce the monthly meeting fee by \$5** to encourage attendance during the down economy and into its recovery. We hope to see more of you all this coming year, and we can be assured of more splendid programs throughout 2012.

At each change of year we both look back and also look forward. We had some great programs in 2011 and we are assured that will continue all through 2012. Further afield we lost some leaders in 2011 such as Steve Jobs who revolutionized consumer electronics by defining new products and new markets for them. I am listening to the Steve Jobs biography via audible.com and I suggest that you either pick up the book at the book sellers or download the audio version as I have done. It is a fascinating look into how the big computer companies evolved over the last 20+ years and offers us a unique view into Steve Jobs character, values and morals. Others that passed away are Kenneth Olsen of DEC. We also lost John McCarthy who invented early programming language Lisp and coined the term 'artificial intelligence'. Another early programming language expert to pass away is Daniel McCracken who was the authoritative figure for Fortran. The C programming was invented by Dennis Ritchie, alas he is gone also. We can look forward to huge changes in technology, will Google continue to make strides or stumble? Will Facebook overshadow all other tech companies? Which new company will threaten all of these as we go through the year?



Preview of Windows 8 Desktop

Windows 8 is slated for release in the Fall of 2012. If you have the time, download the developer preview, it is so different from anything that has come before it will both delight and disturb us all. Will this be the last hurrah for Windows before mobile devices make the PC and its operating system irrelevant?

Technology is influencing other more traditional markets. 12 Electric car models will be on the road by the end of 2012 which use technology borrowed from laptops to power them; the lithium-ion battery. Here in Tennessee thousands of jobs will be created in building some of these next generation automobiles at Nissan in Smyrna. We toured the Nissan Plant in 2011 and the year began

with a program from a Nissan technologist, Chris Curtis. BTW did you know that the Holiday Inn Vanderbilt has 2 charging stations for Electric Cars? Technology is all around us.

**AITP is determined to continue bringing technology from all walks of life to our monthly gatherings. Don't miss out!!**

**JP White**

**President, AITP Nashville Chapter**

<http://www.aitpnashville.org>

**HOW NOT TO WASTE TIME ON TELEPHONE**

Many of us spend a great deal of time on the telephone. To avoid wasting time, consider the following points:

**Making a Call**

- ◆ Jot down or list the points you want to cover. Leave space on your list to write the answers or short comments about each point.
- ◆ When you have your party on the line, and have identified yourself and greeted them, advise them that you have several points to discuss.
- ◆ Let them know you do not have much time.
- ◆ If you have a long list of points, consider asking the other party if this is a good time to discuss this subject(s).

**Receiving a Call**

- ◆ Advise the caller right away as to your time constraints.
- ◆ If not ready to discuss a subject, say so, and set a time and date for a call back.
- ◆ Stay on the purpose of the call or the points that the caller mentioned. Beware of questions. They may be used to introduce new topics. If you ask questions, they also may introduce new topics.
- ◆ Avoid shifts of topic. Get back to the purpose of the call.
- ◆ When you have achieved your goals for the call, or have answered the caller's question, initiate a "closing sequence". Make it clear that the conversation is over.

**Avoiding Unwanted Calls**

- ◆ Although screening your phone calls may upset the caller, it does avoid unwanted calls. If you return your calls within a reasonable period, people will accept that you screen your calls. A reasonable time to return calls is probably within 24 hours.
- ◆ When leaving a message or using voice mail, it does help to state your purpose in calling and the urgency of a response.
- ◆ Using e-mail may also reduce the phone calls you receive, especially if you state to people that e-mail is your preferred means of communication.

\* \* \* \* \*

The above "mini" article was submitted by AITP member Paul Saunders. If you have an article appropriate for the AITP Newsletter, please forward it to Robert Wright, Newsletter Editor.

# Calendar of Upcoming Events 2012

## AITP Calendar of Upcoming Events - 2012

Date	Event	Location	Information
January 5	AITP Board Meeting	TBA	JP White, President
January 12	Chapter Meeting	Holiday Inn Vanderbilt	Cyber Liability Insurance, Janet Smith, President Bailey Special Risks, Inc.
January 26	Folding party	Saunders' House	Come network with other AITP folks
February 9	Chapter Meeting	Holiday Inn Vanderbilt	TBA
February 14	Valentine's Day	U.S.A.	Bring Flowers

### SPEAKERS

We are always interested in good speakers to make presentations at our AITP Chapter Meetings. If you know someone who is interested in making a presentation on a topic, on their company, or company's products, please contact Paul Saunders at (615) 367-1717 or [Paul@SaundersSystems.com](mailto:Paul@SaundersSystems.com).



**Offices**  
**Warehouses**  
**Retail Spaces**  
**Emergency Cooling**  
**Industrial Work Areas**  
**Computer Server Rooms**

***Portable Air Conditioner***  
***Sales & Rentals***



**615-794-8070**  
**1-800-807-5798**

[www.portablecooling.com](http://www.portablecooling.com)



## AITP Business

**AITP has membership discounts for everyone! Please read through our various programs at [www.aitp.org/join](http://www.aitp.org/join) and try to take advantage of them. AITP is a valuable resource for any IT professional or student and a great investment in their own career, both now and in the future!**

**Multi-Year Professional Membership Discount:** Save money by joining or renewing for 2, 3 or 5 years.

**Unemployed Member Initiative:** Reduced association dues for those members who are temporarily unemployed, on family leave, on medical leave or on education leave.

**Enterprise Membership Program:** Significant dues discount for companies with 3 or more employees as AITP members.

**Student to Professional Membership:** Upon graduation, students are able to join AITP with all the rights and privileges of a Professional Member at a significantly discounted rate for 3 years.

**Student Membership Dues Reduced to \$30:** Take advantage of the new lower rate to join and participate in an AITP Student chapter, attend the National Collegiate Conference, and apply for scholarships exclusively for AITP student members.

**Faculty Advisor Membership Initiative:** Significant reduction in Association dues for faculty members who agree to serve as a student chapter faculty advisor for a year.

On June 22nd, the Association Board of Directors unanimously approved renewal of the popular Unemployed Professional Discount to be effective for a full year - from 9/1/11 until 8/31/12. To qualify for this discount a person must have been previously employed in the IT profession and must now be unemployed.

Current AITP members may use the discount when their membership comes up for renewal anytime in the coming year, but new members are welcome at any time, provided they meet the qualifications above. The discount of \$50 reduces the Association dues to \$55. Chapter and Region dues (if applicable) must also be paid and are not discounted.

Last year, over 200 individuals took advantage of the program and extended or joined AITP. Naturally the association leadership wishes that all IT Professionals regain and retain full employment, but we also realize that there is currently a nationwide unemployment rate hovering around 10%, and the economy has been slow to recover.

What better way to network among your peers, than at a chapter, region or national event? Most chapters meet every month from September through June, and some meet throughout the entire calendar year. The opportunity to network and share your professional interests and talents could assist you in getting back on track to gain full time employment.

The association dues have been reduced to \$55; which is a savings of \$50 off of the normal amount. Local Chapter and Region dues if applicable must be paid and are not reduced. Members who previously took advantage of this Unemployed Membership Discount will be eligible for this promotion as long as they are able to validate that they are still unemployed. This membership discount will not be available online.

Be sure to take advantage of this limited offering. The total membership or renewal for the Nashville chapter will be \$85, compared to the regular \$135 membership fee.

For more information, email [memberservices@aitp.org](mailto:memberservices@aitp.org).



## Bring order to your output chaos.

We specialize in simplifying the chaotic world of printing and copying. By providing cost-per-page document management solutions we can centralize and simplify your print, copy, fax, imaging and digital storage.

Let us show you how our managed print solutions can help you communicate more effectively, improve your workflow and substantially reduce your printing costs. Call us at **615-726-1111** or visit **www.laserone.com** and bring order to your output chaos.



AITP Nashville is located on



You can find us in the Group Directory. If you have a question, please contact Walker Morrow at

[wmorrow@laserone.com](mailto:wmorrow@laserone.com)

Thanks to our advertisers:

Portable Cooling & Heating Systems

LaserOne Saunders Systems Richards & Richards

BSR

Promote your Company's Products or Services

The Printout (this Newsletter)

Half Page	(5" x 8")	\$300 for 12 issues
Quarter Page	(4" x 5")	\$150 for 12 issues
Business Card	(2" x 4")	\$ 50 for 12 issues

Contact Mike Eischen for more information! 367-7068

# RICHARDS & RICHARDS

## OFFICE RECORDS MANAGEMENT

NASHVILLE'S OLDEST & MOST TRUSTED NAME IN RECORDS & INFORMATION MANAGEMENT

### SCANNING



### OFF-SITE DATA PROTECTION



1741 ELM HILL PIKE, NASHVILLE, TN 37210  
(615) 242-9600  
[WWW.RICHARDSANDRICHARDS.COM](http://WWW.RICHARDSANDRICHARDS.COM)

