

# How to Choose a Security Consultant

The two most important things to consider when choosing a security consultant are **experience** and **independence**. Many people who identify as “Security Consultants” are just salesmen trying to make commission for a product or service he or she is recommending. It is important to verify the experience and independence of the consultant you are looking to hire, because anyone can call themselves a “consultant”. The best security consultants are industry approved and recognized by the International Association of Professional Security Consultants (IAPSC), who verify the independence, experience and education of the “consultant”. The experience of the consultant, whether independent or not, is the most important factor to consider, because when all is said and done, consultants are in the business of selling advice and should have actual experience in their field of expertise.

## 1. Experience

Independent Security Consultants who consider themselves “**specialists**” are always *laser-focused* and offer services for which they have actual experience - while those offering a broad range of services; i.e., the “Jack-of-all-trades”, may have limited experience and only basic knowledge necessary to consult. It is important to find a security partner whose services are backed by real-life experience, training and education.

The most professional security consultants demonstrate experience based on actual (real-life) exposure, drawn from past careers, college and professional education, professional and technical certifications and his or her affiliation with professional security associations. Additionally, while there are many good certificates for consultants, it’s important not to be distracted by consultants who mention every class/seminar attended - as seen with unusually long titles and numerous acronyms after their name - this may be used as a distraction from a lack of experience and can confuse clients.

## 2. Independence

An **Independent Security Consultant** is a professional consultant who sells advice, provides guidance and makes recommendations based on your needs, the client – not the need to sell a product.

Most people looking to hire outside assistance [consultants] are doing so because they are interested in having a comprehensive review of existing conditions, second opinions or developing new security and receiving training. Therefore, independence is *essential to the integrity* of your project.



**BluLine Security Consulting** specializes in “**Threat Readiness**”. We help our clients achieve *security excellence* with physical security risk management, security risk assessments, procedures and training. Our goal is safeguarding businesses from exposure to liability and negligent-security related to premise liability, crime and violence - active shooters and workplace violence. Specifically, we focus on “active shooter readiness” which includes optimizing physical security conditions and employee training. Our clients become active shooter and threat ready with practical solutions for addressing vulnerabilities and mitigating exposures – helping clients maintain their legal compliance and show the due-diligence/due-regard necessary for defending against negligence. Our consultants have a proven track record in their field of expertise and annually pledge their independence as members of IAPSC. Clients without internal security departments often take advantage of BluLine’s **Security Advising** and management services. BluLine provides solutions for security operations, security plans and training, which helps eliminate distractions from security tasks so you can stay focused on your bottom line – promoting continued growth and success.

Security Advisors or Chief Security Officers (CSO) and consultants from BluLine help you develop and maintain a culture centered on preparedness, reputation for safety and positive public image. We also become your law-enforcement liaison for local police and emergency services – bridging the gap between the police-citizen relationship and promotes community policing.

A Few of Many Benefits and the Value in a Partnership with BluLine.

1. **Manage security incidents** and Exposures
2. **Write security reports**, press releases and memorandums
3. **Make decisions** and provide recommendations as needed
4. **Maintain excellent physical security conditions**, security systems and prevention/detection equipment
5. Provide opinions and feedback for **security operating procedures** and daily operations
6. Train employees and employers on **active shooters, workplace violence** and Lock-Down
7. Develop comprehensive and structured **security master plans**
8. Be available during the **day, night and weekends** for calls, email and travel
9. Help ensure your **compliance with OSHA**, Federal and State Laws
10. Conduct **security risk assessments** and provide written reports with findings/recommendations



*\* Guidance:*

Independent security consultants do NOT directly sell security equipment, products, or guarding services. Therefore, the advice and recommendations made by an independent security consultant are based on your needs only. The independent security consultant specializes in "security advice" drawing on his or her experience, training and individual qualifications. They are qualified to act as "security advisors", "chief security officers" and/or "security directors". A good security consultant can complete comprehensive consulting assignments; utilizing his or her skills in threat detection, mitigating hazards and calculating risk - investigation and interview skills, research and development, training, report writing and management.

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