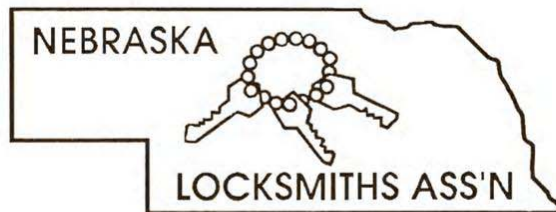

April 2009



**New Brass
Key News**

Nebraska Locksmith Association

**Elmer Howard, President
3101 South 121 St.
Omaha, NE 68144**

Nebraska Locksmith Association Officers

PRESIDENT

Elmer Howard
((402)676-8973
safeman@cox.net

VICE PRESIDENT

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HOSPITALITY

Joyce Howard
(402) 657-0246
joysee@cox.net

Nebraska Chapter



Associated Locksmiths of America , Inc.

PRESIDENT:	Elmer Howard
VICE PRESIDENT:	Dale Voigt
SECRETARY:	John Firestine
TREASURER:	Ryan Andersen,CRL

SICK AND RECOVERING SECTION

LOCK SHOP MANAGEMENT 101

April 25, 2009
8:00 A.M.

Hy-Vee Grocery Store
115 Wilmar Ave., Grand Island, NE
308-381-3678

CLASSROOM IS LOCATED ON THE SECOND LEVEL OF THE STORE

THIS BUSINESS MEETING WE VOTE ON NEW ACE ALOA CLASSES 2010

INSTRUCTOR : Mark E. Blum, CML, CPS

Mark Blum, CML, CPL has been working in the locksmithing industry since 1958, having worked in distribution and retail locksmith establishments. He has been an active member of ALOA since 1973. Mark has taught at the ALOA Conventions since 1987 and has also instructed for ASIS, as well as many regional locksmiths associations. He was the recipient of the 1990 ACE Award which is presented to the outstanding ALOA instructor of the year.

This is a must class for the business professional of the 21st Century. This class will begin with the company's "Employee Handbook or Shop Manual" otherwise called the rulebook. Interactive discussion will cover paperwork routing techniques to ensure proper billing. Compensation Schedules as Hourly, Salary and Commission Schemes will be discussed. The Laws of Marketing will be listed to demonstrate how the employment of even a few can advance a small group to a position of leadership within their Competitive environment. This class is not for locksmith's with walk in shops only but for everyone that Owns a business.

A sample Handbook will be presented to each Participant. Note taking will be highly encouraged as this will be a intense part of the Student's Participation. At the end of the presentation, the student will be able to calculate estimated cost of hiring an employee, the rules of operation covering the workplace Environment, monitoring the workload assumed and the direction in which the company is headed.

Find out how other locksmiths in NLA are pricing their products to be able to be successful.

ALOA members may take the PRP elective for the class for a additional \$15.00 per elective paid to Mark E. Blum, CML, CPS

Make checks Payable to NLA & send to : Elmer Howard, 3101 So. 121 St., Omaha, NE 68144 or call 402-676-8973 and inform me how many are coming.

Name: _____ Ph. _____

Name: _____ Ph. _____

Total cost of \$55.00 per person & Lunch is included. Amount enclosed _____

**FRIDAY NIGHT EVENING CLASS 7:30 P.M. HY-VEE CLASSROOM
SPEAKER SHELLIE TROTTA**

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new ideas to benefit
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THE PRODUCT	THE BENEFIT	THE NECESSITY
Accident/Sickness/Disability Policy	Helps provide a financial cushion beyond an accident to include sickness and off-the-job disability riders	According to the National Safety Council, ¹ over 23,200,000 unintentional disabling injuries in 2004 alone negatively impacted the economy by nearly \$575 billion! With over 40 million visits to hospital emergency rooms (in 2003), accidents continue to be one of the leading causes of death and disability in this country.
Short-Term Disability Policy	Helps with the loss of pay resulting from a sickness or off-the-job injury through monthly benefits	According to the National Safety Council, an average of 2,650 disabling injuries occurs every hour during the year. ¹
Cancer/Specified-Disease/Limited Benefit Health Policy	Helps with the medical expenses related to cancer treatment	In the United States, men have a little less than a 1-in-2 lifetime risk of developing cancer; for women, the risk is a little more than 1-in-3. About 1,399,790 new cancer cases are expected to be diagnosed in 2006. ²
Hospital Intensive Care Policy	Covers confinement in hospital intensive care	ICU costs can soar well above those of a general room as well as above the benefit levels of standard health insurance policies.
Hospital Confinement Indemnity Policy	Helps with the noncovered expenses of a hospital stay	In 2004, the average hospital expense, adjusted per inpatient day, was \$1,450.35. ³
Term Life Insurance Policy	Combines individually owned, economical protection now with the ability to switch later to permanent coverage	Growing families are most at risk if one or both of the breadwinners suffer an untimely death.
Specified Health Event Policy	Helps with the medical expenses related to a covered life-threatening health event	Certain life-threatening events pose special financial risks because of their statistically high levels of incidence and cost.
Dental/Dental Indemnity Policy	A portable, "no deductible" plan that offers freedom of choice and no coordination of benefits	Good oral care—including periodic wellness visits—helps reduce the likelihood of expensive treatment and work disruption later on.
Hospital Confinement Sickness Indemnity Policy	Provides a physician feature that covers sickness, accident, and wellness visits in addition to the plan's basic sickness-only benefits	Illness rather than injury is the leading cause of emergency room visits. ⁴
Vision Now SM	Helps with the expenses of covered eye diseases and disorders as well as the expenses of eye care	According to the Vision Council of America, 135 million Americans, or 62 percent of the adult population, wear prescription eyewear. About 48 percent of the U.S. adult population has an eye exam every year or less, with women 43 percent more likely to have vision problems than men. ⁵

Ask us about our long-term care and other plans for seniors and retirees. All policies may not be available in each state.

SPECIAL WORKSITE SERVICES

Flex One [®] Section 125 (Cafeteria Plan)	Provides a way to apply for a range of Aflac policies through the workplace (including many of those previously listed) on a pre-tax basis that may increase take-home pay.	This program frees up dollars to fund a variety of benefits the average American family needs to more fully protect the lives, health, and income of family members.
Corporate Alliances	<ul style="list-style-type: none"> • Web-based invoicing that facilitates real-time statement changes and updates on an easy-to-use basis • Single-Point Billing services that allow our corporate clients to pay all insurance providers with one check • COBRA/HIPAA administration and PEO services 	

Sources for statistical information mentioned above include: ¹Injury Facts, 2005-2006 Edition, National Safety Council; ²Cancer Facts & Figures 2006, American Cancer Society; ³Hospital Statistics™, 2006 Edition, Health Forum, L.L.C., an affiliate of the American Hospital Association Company; ⁴Advance Data, CDC, March 2004; ⁵Vision Council of America, Vision Facts and Statistics.

EDUCATIONAL CLASSES FOR 2009

January 23,2009 7:30 P.M. Ruth Karlsson, with Nebraska Dept. of Revenue.

New Victorian Inns, 216 N. 48th St., Lincoln, NE

January 24, 2009 8:00 A.M. Electronic Safe Lock Servicing, Instructor James Jeffries.

April 24, 2009 7:30 P.M. Aflac Insurance Presentation Hy-Vee 2nd floor classroom.

April 25, 2009 8:00 A.M. Lock Shop Management 101. Hy-Vee at Grand Island, NE.

July 24, 2009 7:00 P.M. Swap meet in the parking lot Roadway Inn, Norfolk, NE

July 25, 2009 8:00 A.M. Exit devices and Exit Alarms BU002, Roadway Inn, Norfolk, NE

October (first week) ALOA Convention

October 24, 2009 8:00 A.M. Professional Lock Picking BO10 , New Victorian Inn,

Lincoln, NE

NEW CHANGES IN LODGING

We are changing a few procedures on the lodging for April. Hotel pricing with gratuity has sky rocketed. Below will be listed several places you can call and get rooms and it can be your choice where you stay since our April class is at the Hy-Vee store in Grand Island. Be sure to tell them if you are AAA or anything else that will get you any discounts.

THESE ARE NOT EXACT PRICES

They are close but be sure to use your discounts

HY-VEE ADDRESS 115 Wilmar Ave. Grand Island, NE

Elmer & Joyce Howard are staying at the Sleep Inn

See PRESIDENTS NOTES.

Motel	Address	Phone	Distance to Hy-Vee	2 Queen bed	King bed
Sleep Inn	1617 N. Diers Ave	308-381-8111	1/2 mile	\$67.46	\$ 69.00
	No Pets have smoking and non smoking rooms				
Days Inn	2620 N. Diers Ave	866-235-0976	1 mile	Single \$59.95	Queen \$69.95
	No king beds				
Comfort Inn	3535 West State St.	308-381-7788	1 1/2 miles	1 Queen \$74.95	2 Queens \$71.95
	No smoking hotel No pets.				
Hampton Inn	504 N. Diers Ave.	308-384-9777	3/4 mile	2 Queens \$129.00	1 king \$139.00

NLA Associate Members

LOCKMASTERS

5085 Danville Rd.
Nicholasville, KY 40356-9531
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Jim Stanton, Branch Mgr.
Mary Kerber, Assistant

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