

TAX SEASON 2025

Tax Season is upon us. Are you ready? Or are you still trying to get everything together and the tax deadlines are looming?

Implement a 12 x 12 system

Instead of waiting for tax season to begin preparing, plan your taxes year-round to maximize savings. Doing so ensures that your business always has its important financial documents in order and isn't rushing during the tax season to produce all the necessary receipts and paperwork.

Take a more proactive approach to ensuring your business is always ready with a strategy like the 12 x 12 system. This process involves conducting 12 financial check-ins — one every month — for 12 months.

"Instead of waiting until tax season to gather receipts, invoices, and statements, business owners review and organize their records at the end of each month [in a 12 by 12 system]," explained Karla Dennis, an enrolled agent and the CEO and Founder of tax strategy agency KDA Inc. "This system turns tax prep into a manageable, year-round process instead of an overwhelming last-minute scramble."

As Dennis explains, this strategy reduces small businesses' audit risk by encouraging proper, well-organized recordkeeping. It can also improve cash flow by requiring monthly company financial reviews and continually reevaluating strategies.

"By implementing the 12 by 12 system, small businesses can stay ahead of their tax obligations, claim every deduction they deserve, and ultimately keep more money in their pockets in 2025 and beyond," Dennis said.

The New York Electronic & Life Safety Association

New York Electronic & Life Safety Association

(formerly the New York State Electronic Security Association, Inc.)
(formerly the New York Burglar & Fire Alarm Association, Inc.)

1971 Western Avenue
PMB # 1105
Albany, NY 12203

800-556-9232 (NY)

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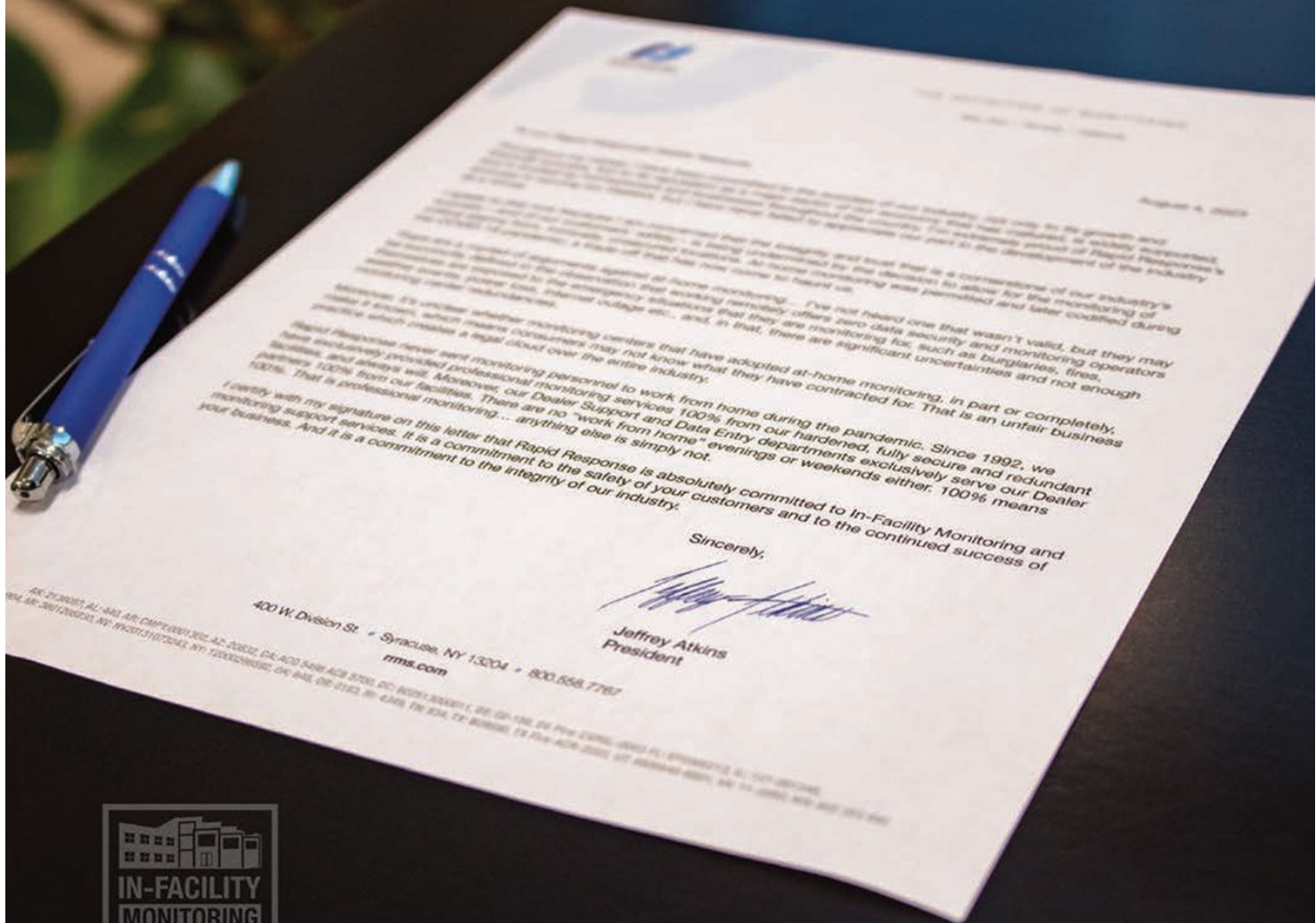
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How Joining The NYELSA Can Help Your Business...

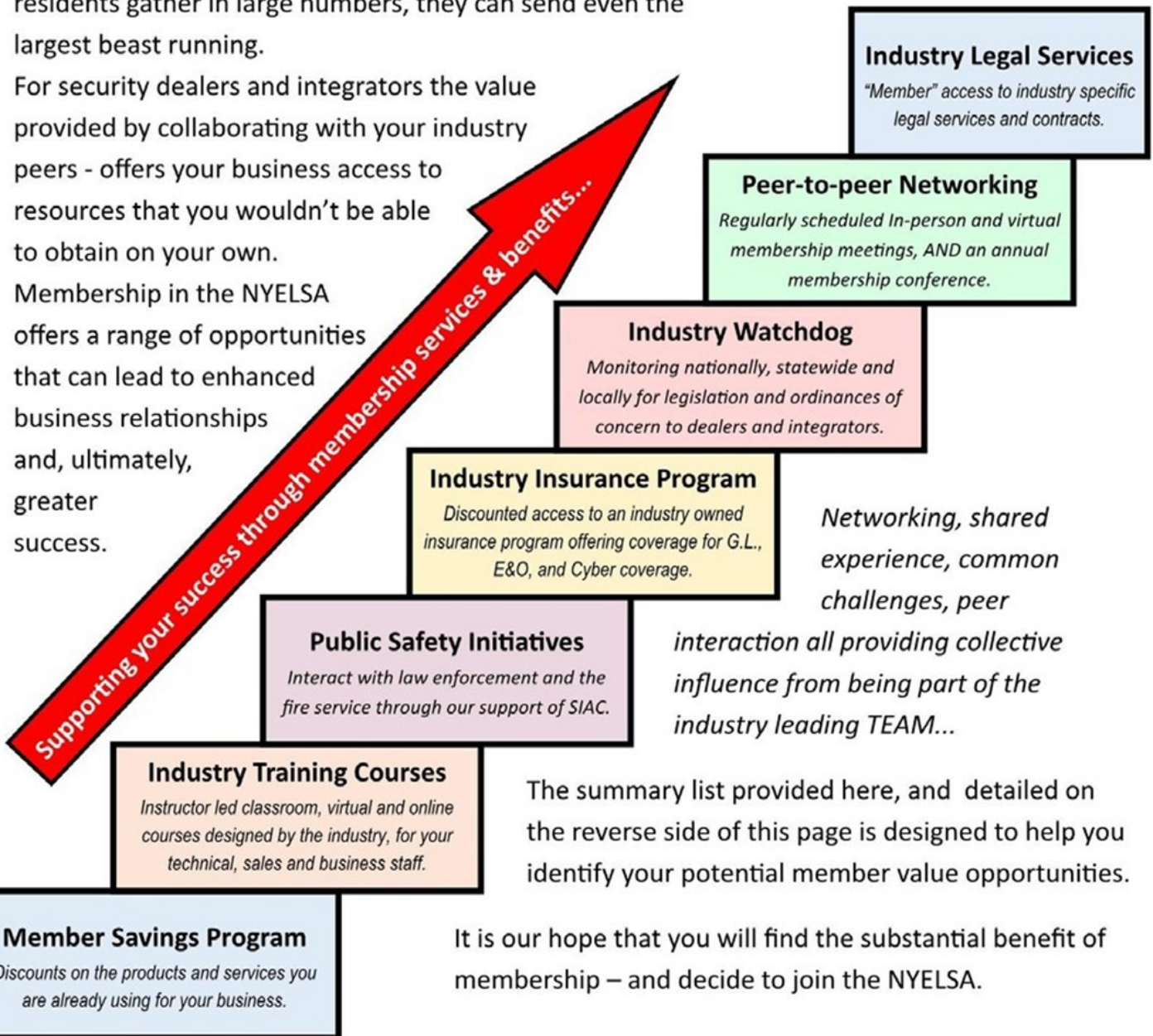
The NYELSA is committed to supporting you in building a successful business by providing a return on your membership investment through value-added services.

Ever feel like an ant crawling through a landscape of giant competitors?

If so, consider this: The average anthill packs plenty of collective power, and when its residents gather in large numbers, they can send even the largest beast running.

For security dealers and integrators the value provided by collaborating with your industry peers - offers your business access to resources that you wouldn't be able to obtain on your own.

Membership in the NYELSA offers a range of opportunities that can lead to enhanced business relationships and, ultimately, greater success.



Benefits of NYELSA Membership

Member Savings Program

Discounts on the products and services you are already using for your business.

NYELSA member have access to the buying power of the collective group which numerous businesses and their employees with tremendous spending clout.

We provide valuable savings programs in the many business categories including:

- Health Insurance,
- Business Insurance,
- Retirement Planning, 401K / MEP,
- Gasoline,
- Credit Card Processing,
- Payroll Processing,
- Facilities/ Maintenance & Operations,
- Office Supplies,
- Shipping,
- Technology,
- Telecommunications,
- Uniform Services,
- Wireless Services,
- and more.



Plus, consumer discounts are also available as an extended benefit you can provide for your family AND staff members...

Industry Insurance Program

Discounted access to an industry owned insurance program offering coverage for G.L., E&O, and Cyber coverage.



Peer-to-peer Networking

Regularly scheduled In-person and virtual membership meetings, AND an annual membership conference.

- Regional In-person Membership Meetings
- Virtual (Zoom Video) Membership Meetings
- Annual Membership Conference, with vendor exhibits, seminars sessions, social activities and membership meeting and elections...

Industry Legal Services

"Member" access to industry specific legal services and contracts.

Public Safety Initiatives

Interact with law enforcement and the fire service through our support of SIAC.

Supporter



Security Industry Alarm Coalition

Industry Watchdog

Monitoring nationally, statewide and locally for legislation and ordinances of concern to dealers and integrators.

Industry Training Courses

Instructor led classroom, virtual and online courses designed by the industry, for your technical, sales and business staff.

COURSES | Technical

- Certified Alarm Technician Level 1
- Electronic Access Control
- Advanced Intrusion Systems
- Troubleshooting, Service and Maintenance
- Video System Technologies
- Residential Fire Alarm
- Fire Alarm Installation Methods
- Professional Fire Alarm Design
- Life Safety Code
- International Building Code

COURSES | Non-Technical

- Security Sales Essentials
- Understanding Electronic Security Systems

CERTIFICATIONS

- Alarm Technician Level 1 and 2
- Video Technician and Systems Specialist
- Systems Integrator (CSI or CSSI)
- Service Technician
- Intrusion Technician Level 2
- Residential Fire Alarm Inspector
- Fire Alarm Technician Level 2 & 3
- Security Salesperson



Industry News

Theodore "Ted" Curtin - April 27th, 1946 - March 19th, 2025

We are saddened to report the passing of Ted Curtin, founder of Repworks. Ted was a great supporter of NYELSA and a fixture in the industry for nearly 40 years.

He will be missed!



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I am Cory Henry, Dealer Relations Specialist. I am the voice of our dealers at Securitas Technology for contract monitoring.

We are a leader in contract central station monitoring services offering customized solutions to independent alarm installers with a personalized approach.

Industry Happenings

Industry Calendar

NJELSA Annual Symposium

March 19 - 21, 2025

Harrah's Resort, Atlantic City, New Jersey

ISC West

March 31 - April 4, 2025

Venetian Expo, Las Vegas, Nevada

ISC West is the security industry's premier international tradeshow. This can't-miss event brings together professionals from across the physical security and cybersecurity landscape to showcase the latest technologies driving the future of security.

SIA Education @ ISC: March 31 - April 3, 2025

Exhibit Hall: April 2 - April 4, 2025

Learn and evaluate the latest technologies and solutions from 700+ exhibiting companies, network with peers at our special industry events, and enhance your knowledge with our expanded SIA Education @ ISC Program.

New 2025, ISC West has added an extra day of education creating a 4-Day SIA Education@ISC Passport Program!

NYELSA Training Calendar

March 5-7, 2025

Fire Alarm Installation Methods

March 19-21, 2025

Troubleshooting, Service, and Maintenance

April 23-25, 2025

Level One Certified Alarm Technician

May 7-9, 2025

Advanced Intrusion Systems

May 21-23, 2025

Fire Alarm Installation Methods

June 4-6 2025

Troubleshooting, Service, and Maintenance

Visit the NYELSA.ORG website for more details and to register. The full calendar and registration form or also available in this newsletter on pages 10 and 11.

What's Inside the Security Signal

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Many thanks to our valued advertisers

IMPORTANT UPDATE FROM FinCEN

FinCEN Removes Beneficial Ownership Reporting Requirements for U.S. Companies and U.S. Persons, Sets New Deadlines for Foreign Companies

WASHINGTON—Consistent with the U.S. Department of the Treasury’s March 2, 2025 announcement, the Financial Crimes Enforcement Network (FinCEN) is issuing an interim final rule that removes the requirement for U.S. companies and U.S. persons to report beneficial ownership information (BOI) to FinCEN under the Corporate Transparency Act.

In that interim final rule, FinCEN revises the definition of “reporting company” in its implementing regulations to mean only those entities that are formed under the law of a foreign country and that have registered to do business in any U.S. State or Tribal jurisdiction by the filing of a document with a secretary of state or similar office (formerly known as “foreign reporting companies”). FinCEN also exempts entities previously known as “domestic reporting companies” from BOI reporting requirements.

Thus, through this interim final rule, all entities created in the United States — including those previously known as “domestic reporting companies” — and their beneficial owners will be exempt from the requirement to report BOI to FinCEN. Foreign entities that meet the new definition of a “reporting company” and do not qualify for an exemption from the reporting requirements must report their BOI to FinCEN under new deadlines, detailed below. These foreign entities, however, will not be required to report any U.S. persons as beneficial owners, and U.S. persons will not be required to report BOI with respect to any such entity for which they are a beneficial owner.

For more information, see <https://fincen.gov/news/news-releases/fincen-removes-beneficial-ownership-reporting-requirements-us-companies-and-us>.

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**Please Support Those Who Support
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Life Safety Association**



**WE NEED
YOUR SUPPORT**

**TO FIGHT ADVERSE
ALARM ORDINANCES**

We bring together law enforcement and alarm associations to fight against alarm ordinances that if passed, could seriously jeopardize your business!

**If you neglect the problem until it reaches
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NYELSA / NTS TRAINING

NYELSA 2025 "Virtual" Training Course Schedule(s)

Course Part	81 Hour Security / Fire Alarm Installer License Course	Course Dates
Part 1	Level One Certified Alarm Technician	February 12 - 14
		April 23 - 25
		June 18 - 20
		October 8 - 10
Part 2	Advanced Intrusion Systems	February 19 - 21
		May 7 - 9
		July 9 - 11
		October 22 - 24
Part 3	Fire Alarm Installation Methods	March 5 - 7
		May 21 - 23
		July 23 - 25
		November 5 - 7
Part 4	Troubleshooting, Service & Maintenance	March 19 - 21
		June 4 - 6
		August 6 - 8
		November 19 - 21

Month	Continuing Education Courses (non-license related)	Course Dates
September	Residential Fire Alarm	September 4
CALL	Video System Technology	CALL
CALL	Electronic Access Control	CALL
October	Professional Fire Alarm Design	October 16 - 17

Additional course topics available. Private classes available for 10+

Understanding the NYS Security / Fire Alarm Installer License Requirements:

Need for license: An individual, firm, company partnership or corporation must be licensed if it installs, maintains or services alarm systems, including, but not limited to, such items as detectors, control devices and alarm communication systems, conduits and associated wires of alarm systems; or if it holds itself out to the public as being able to do so. **This shall include, but not be limited to,** selling alarm systems to consumers when the installation, maintenance or servicing of the alarm system will be subcontracted to or otherwise performed by another;

A **security and fire alarm installers license is required for the installation, maintenance or servicing** of a closed circuit television system (CCTV), or video surveillance system, if such system is used, either full-time or part-time, for the detection or monitoring of intrusion, break-in, theft, movement, sound or fire; and electrical entry systems which detect and/or provide notification of intrusion, break-in, theft, movement, sound or fire regardless of the number of entry points.

Who Should Attend? *Technicians, service personnel, installation personnel, sales staff, and business owners.*



(800) 556-9232

Email: info@nyelsa.org

Website: NYELSA.ORG

Registration Form on other side



12/1/24



New York Electronic & Life Safety Association

APPLICATION FOR NYELSA MEMBERSHIP

(Please print or type)

Regular Member

Regular Applicant Member

Associate Member

COMPANY INFORMATION

Company Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: (_____) _____

Website: _____

NY Alarm License #: _____

Year Company Started: _____ Total Number of Other Locations: _____ *(Attach list on separate sheet)*

COMPANY CONTACT

Designated Voting Rep: _____ Title: _____

Email: _____

- **Regular Member:** shall have as its major activity in the electronic security industry, the installation, servicing or monitoring of burglar alarms, fire alarms, supervisory systems, and other electronic security systems; and holds a current New York State Alarm License as per Article 6D of the General Business Law of New York State.
- **Regular Applicant Member:** shall have as its major activity in the electronic security industry, the installation, servicing or monitoring of burglar alarms, fire alarms, supervisory systems, and other electronic security systems; and is currently completing the process or applying for a New York State Alarm License as per Article 6D of the General Business Law of New York State.
- **Associate Member:** shall have as its major activity in the electronic security industry, the business of manufacturing, distributing, supplying products or services generally used by the members of the Association.

MEMBERSHIP DUES = \$295.00 per year * ASSOCIATE MEMBERSHIP DUES = \$395.00 per year

* Regular Membership Dues are based on applicant location. Companies with multiple NY locations are encouraged to apply for membership for each NY branch location.

Applicant agrees to abide by all by-laws & code of ethics as adopted by the membership of the NYELSA.

Payment Type:	Master Card	VISA	American Express	Check Payable to NYELSA	_____
Card #:	_____			Expiration Date:	_____
Card Holder Name:	_____	Card Security Code:	_____	Card Zip Code:	_____
Card Holders signature:	_____				

Please submit this application and first full year dues payment to the NYELSA at the address listed below.

Membership is not transferable. Dues are not refundable. Membership is based on a calendar year (January 1 thru December 31). New members joining throughout the year will receive a pro-rated credit of their dues applied towards the subsequent year's dues renewal.

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NYELSA 2025 Training Course Registration Form

Enter ## of Students Registering	Course Name	Course Dates <i>(circle selected date)</i>	NYELSA Member Price	Non - Member Price	TOTAL COURSE FEES
	Level One Certified Alarm Technician	February 12 - 14	\$395.00	\$495.00	
		April 23 - 25	\$395.00	\$495.00	
		June 18 - 20	\$395.00	\$495.00	
		October 8 - 10	\$395.00	\$495.00	
	Advanced Intrusion Systems	February 19 - 21	\$395.00	\$495.00	
		May 7 - 9	\$395.00	\$495.00	
		July 9 - 11	\$395.00	\$495.00	
		October 22 - 24	\$395.00	\$495.00	
	Fire Alarm Installation Methods	March 5 - 7	\$395.00	\$495.00	
		May 21 - 23	\$395.00	\$495.00	
		July 23 - 25	\$395.00	\$495.00	
		November 5 - 7	\$395.00	\$495.00	
	Troubleshooting, Service & Maintenance	March 19 - 21	\$395.00	\$495.00	
		June 4 - 6	\$395.00	\$495.00	
		August 6 - 8	\$395.00	\$495.00	
		November 19 - 21	\$395.00	\$495.00	
	81 Hour Security / Fire Alarm Installer License Course "Bundle"	February - March	\$1,495.00	\$1,895.00	
		April - June	\$1,495.00	\$1,895.00	
		June - August	\$1,495.00	\$1,895.00	
		October - November	\$1,495.00	\$1,895.00	
	Residential Fire Alarm	September 4	\$275.00	\$375.00	
	Video System Technology	CALL	\$375.00	\$475.00	
	Electronic Access Control	CALL	\$375.00	\$475.00	
	Professional Fire Alarm Design	October 16 - 17	\$375.00	\$475.00	

= Total # of Students

Total Course Fees =

Contact: _____	Student Name: _____
Email: _____	Student Email: _____
Phone: _____	Student Phone: _____
Company: _____	
Address: _____	
City: _____	State: _____ Zipcode: _____
Payment Type: Check () <i>Payable to NYELSA</i> Master Card () Visa () Amex ()	
Credit Card #: _____	
Expiration: _____	Sec. Code: _____ Zip Code: _____
Signature: _____	
<p>One form per student or provide a sheet with student info. You may register online or scan and email this form.</p> <p>NYELSA - 1971 Western Avenue PMB#1105, Albany, NY 12203 (800) 556-9232 info@nyelsa.org www.NYELSA.org</p>	