

The AvTek Chronicle



Wayne's World Where in the world is WAYNE?

Join Wayne and BlackPoint for his weekly webinar series:

Webinar #1:

Exploring the Current Landscape of Hacking and Its Implications for Businesses. Jon Murchison – Founder & CEO. Jon spent 12 years at the NSA conducting high level operations. He was part of a group called Tailored Access Operations. This group only makes up about 1% of the NSA. For a better but simple grasp of what his role was with tailored access ops, imagine an expert hacker/cyber attacker but allied with the good guys.

For more info, go: [HERE](#)

Webinar #2:

How do I evaluate a SOC before investing? Is a SOC team worth it for a small-sized business like mine? Eric Schmidt – Blackpoint SOC Concierge. Eric is a former probation officer turned cyber detective and technical advisor. His passion is teaching other investigators how to leverage technology to solve crimes. He's trained thousands of students on cyber security, digital forensics/incident response, OSINT, social media investigations, undercover operations, and human trafficking.

For more info, go: [HERE](#)

Webinar #3

Why AvTek has Blackpoint Cyber in Our Clients Security Arsenal: Winning the unfair fight with a trusted stack. Melizza Bedrossi – Blackpoint Partner Manager. Shawn Massey an IT veteran for nearly 30 years, has been in numerous roles such as IT Director, Technical Trainer, Data Center Manager, Director of MSP, field services and sales. Melizza's background is Open Source and Security. She started her career in tech as a server admin and has since developed a keen interest in working with technology partners to create and implement top-notch tech and security stacks.

For more info, go: [HERE](#)

Wayne did a presentation at the TXCPA CPE By The Sea on June 14, check out the information on their website:

[Check it out!](#)



Wayne will be a guest speaker on a podcast, stay tuned!

August 2023



Wayne Hunter is the President and CEO of AvTek Solutions, Inc. where he concentrates his efforts on providing the best solution to customers.

Wayne has over 30 years of experience in Information Technology, focusing on implementing storage and data systems, IT management, and systems integration.



Start The School Year Strong

Parental Tech Tips To Ensure Academic Excellence

In the coming weeks, kids from around the country will return to school to continue their academic journey. It's an exciting time in their lives, and many begin the school year with high hopes and expectations. Do you remember how enthusiastic (or disappointed) you were when the first day of a new school year arrived? Now that we're parents, we can put specific strategies and techniques in place to help our children find success when school resumes.

It's interesting to see how much has changed since many of us were in school, especially from a technological standpoint. Nearly every kid starts middle school with a smartphone, tablet and laptop. While this has provided them with access to more information and opportunities, there are things that parents should do to keep their children protected and out of trouble.

If you have a kid returning to school this month, try utilizing some of the following strategies to help your child start the year strong. You may even help yourself along the way!

Create Guidelines

Electronic devices like smartphones, tablets and video game consoles can be fun for kids but can also be distracting. You shouldn't want your children to be on screens all day, as it can damage their mental health. There's no one-size-fits-all approach to screen time, so you must determine what works best for your situation.

The American Academy of Child and Adolescent Psychiatry reports that, on average, children ages 8 to 12 in

the United States spend four to six hours a day watching or using screens, and teens spend up to nine hours. Getting your kids to use their screens less can be difficult if they're already watching for multiple hours a day, but it's necessary in helping their development. Set specific hours they can use their screens for personal use or make them log the time when using their devices. If you're worried they won't be honest about their screen use, create a rule that they can only use the devices in public areas of the house, not their room. Put guidelines in place as soon as possible. If you wait until school starts, you will be looking at an argument and further disruption to their studies.

Monitor What They're Doing And Set Website Restrictions

Does your child do their homework on a computer? If so, how do you know they're actually working on their homework? Keep a watchful eye on your children when they're using their devices to ensure they're using them properly. They may trick you to get a few more minutes of screen time. Continually check on them while they're using a screen to do their homework, and don't be afraid to take a closer look.

You should also look into setting up website restrictions on your network. You don't want your child stumbling upon an inappropriate website, and you don't want them on an unsecured website that could put your network and personal information at risk. Set up website restrictions through your network and each device to ensure

your child doesn't go where they shouldn't be.

Talk With Them About The Dangers Of Social Media

If your child doesn't have one already, at some point they will create a social media account so they can stay up-to-date with everything going on with their friends and family. Social media can be harmless when used cautiously; you must explain that to your children. Let them know other people can see everything they post, so they need to think carefully before posting anything, especially pictures. As a best practice, turn off all social media applications' geolocation and messaging features. That way, your child won't receive

message requests from strangers or inform strangers of their location.

If you have a social media account, you should also be cautious about your posts. Your child will look at your account for direction, and if you post questionable content, there will be some confusion. It might even cause them to ignore your rules.

The start of a new school year is an exciting time in your child's life. You can help set them up for even greater success by implementing a few tech strategies to help them focus and keep them out of trouble!



Theme Of The Month Part 2: 6 Essential Elements of An Effective Compliance Program

You could consider your compliance program to be an internal insurance policy. One which creates evidence of compliance with regulations and instills a culture of compliance. Establishing a foundation for compliance and accountability with regard to legal or contractual requirements is a company's best protection against catastrophic financial setbacks and public embarrassment that arise from non-compliance.

2. CONDUCT RISK ASSESSMENTS & BIA

Regular risk assessments help detect, estimate and prioritize risks to an organization's individuals, assets and operations. A Business Impact Analysis (BIA) helps quantify the impact of a disruption (due to an accident, disaster, data breach, ransomware attack, etc.) on critical business operations. These must be repeated because, like your health, compliance can be good one day and bad the next.

Please note that while a risk assessment identifies vulnerabilities and threats, a BIA helps you prioritize your recovery and prepare to quickly get back on track after an incident. Both help to avoid severe damage (from a security or compliance shortcoming).

6 Essential Elements of an Effective Compliance Program

Listed below are six foundational elements to consider for your compliance program:

1. Executive Sponsorship and Commitment to Compliance
2. Conduct Risk Assessments and BIA
3. Appointing a Chief Compliance Officer (CCO)
4. Establish or Refresh Your Data Governance Strategies
5. Monitoring, Testing and Updating
6. Routine Employee Training

How can AvTek help?

One Million Dollar Guarantee Offer Against Ransomware! - End users are exposed to many points of attack by hackers today. This is especially true with today's "Work from Home" environment! We offer a cybersecurity approach with a **GUARANTEE** to stop **RANSOMWARE!**

The guarantee provides that IF ransomware manages to get past our defenses and causes a ransom request, payment of \$1,000 per endpoint will be distributed - up to \$1,000,000.00 USD!

To book a call with Wayne to get more information go to :

<https://www.avteksolutions.com/discoverycall/>

Cyber Insurance Focus

Dont Fall For These Cyber Insurance Myths

There are many myths and misconceptions surrounding cyber insurance even though the value of cyber insurance is being recognized more and more. Knowing the real facts regarding cyber insurance is crucial if you want to maximize your chances of being accepted for coverage and receiving a payout in the event of a breach.

Let's look at the top three myths:

Myth #1: All my small business needs is a cyber insurance plan to cover the costs of a cyber incident

Truth: A cyber insurance policy will only cover you if you have the cybersecurity measures stipulated in the contract, so it's highly unlikely your application will be accepted if you aren't compliant. Also, if you get coverage and fall out of compliance later, your insurance provider can deny your claims in the event of a breach.

Myth #2: Cyber insurance is easy to get

Truth: With the rate that cybercrime is spreading and the amount it is costing organizations, insurers are understandably becoming reluctant to take on so much risk. While receiving cyber insurance coverage is not impossible, it's tough and growing more expensive and harder to obtain.

Myth #3: If I have a cyber insurance policy, my claims will be covered if I experience an incident

Truth: If you can't prove you've adhered to your policy's terms prior to, during and after a cybersecurity event, it's very likely that your claim will be denied. You can't just "set it and forget it" when it comes to cyber insurance coverage.



The 5 Degrees of Listening Become The Listener Everyone Wants To Talk To

Listening is a skill we can build on and improve, but many leaders consider it a non-skill. However, what could be a more fundamental skill for hiring talented teams, leading people or closing the next big sale? And what skill is more important in getting hired for your dream job and achieving career success? Listening is much more important than many of us like to think.

Beginning during my PhD training as a psychologist, and over the following two decades as a leadership advisor, I observed five degrees of listening skills. Here they are, from worst to best:

You Talk Instead Of Listen. It's tough to listen when you are the one making all of the sounds in the room. Don't be the one doing all the talking.

You Just Listen And Never Respond. Your future boss may think you are not smart enough to keep up or you don't care, if you just sit there and don't talk. Not talking is not the same thing as actively listening.

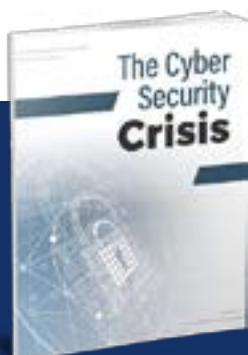
You Nod And Say, "Mmm-Hmm." Oh good, at least there is a pulse in you. But just nodding and making noises is not insightful and does not build rapport.

You Reflect On What You Heard. Just say what they said. If they said, "Our growth strategy is primarily through international expansion," then a pure reflection would be to say, "So, your growth strategy is international." Your future boss will say, "Yep," and will be only mildly impressed with you.

You Reflect On The Emotion Behind The Statement. Imagine if your future boss just told you the industry is changing fast and the company has been struggling to match that pace. She told you this with a frown on her face.

With degree five listening, you can respond by saying, "It sounds like everything is changing quickly. It must be stressful keeping up." Your future boss will say, "Yes, it is." Then you add, "You need to count on your team and know they can keep up with the speed of change." Your future boss will say, "Exactly."

Once you first hear the word "exactly," the probability you will receive a job offer is at least 80%. That is because your future boss feels you understand them, you care and you are the person to deliver them something good (like results) or to remove something bad (like stress).



Free Guide: The Cyber Security Crisis

The Cyber Security Crisis Urgent And Critical Protections Every Business Must Have In Place NOW To Protect Their Bank Accounts, Client Data, Confidential Information And Reputation From The Tsunami Of Cybercrime
Get your copy here: www.avteksolutions.com



Start Investing Today With This 4-Step Process

Many of us are looking for a secondary source of income to supplement our lifestyles or support our families. Some have started working part-time jobs, while others have attempted to play the stock market to try striking it big.

If you've attempted this yourself and felt confused, don't worry –you're not alone! Here's a four -step process you can utilize to invest in the right stocks for your situation.

1. Determine Investment Goals

Before investing, you must figure out what you want from your stocks. Do you want long-term gains or a quick turnaround? And how much are you willing to invest?

2. Research

Don't blindly buy stocks. Find companies that have a stable financial standing in a prosperous industry.

3. Diversify

Avoid putting all your eggs in one basket. Spread your investments across various businesses, industries and countries.

4. Monitor

Keep an eye on your stocks after you've invested in them. Pay attention to how the company is doing so you can determine the best time to sell.

Building Better Client Relationships In A Remote Setting

Does your business operate remotely? Do you work with clients you've never met in person? If so, you might have wondered how you could build more meaningful long-term relationships with your clients. In most cases, it all boils down to communication. Your clients want clear and consistent interactions with you and your team, so be transparent and up-front when talking with them.

You should also find out how your client prefers to communicate. Some may exclusively want to talk through

e-mail, while others might prefer text or phone calls.

If you really want to exceed your clients' expectations, be proactive. Don't wait for them to contact you for every little thing; reach out weekly or monthly to ensure you're meeting all their needs. Possibly, the most crucial aspect of communication is reliability. People want to work with someone they can trust and rely on.

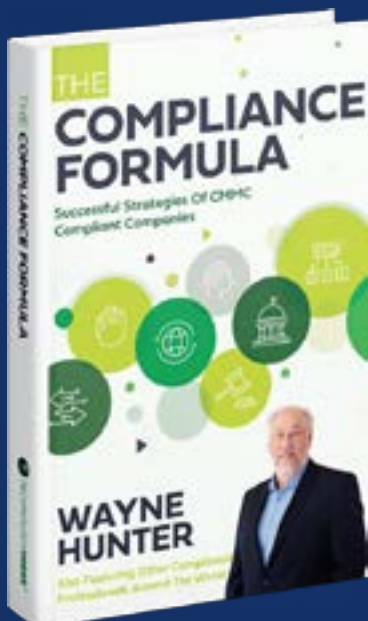
Don't give them a reason to doubt working with your business. By improving communication, you'll have a much easier time building strong, long-term relationships with your clients.

The book is OUT NOW, and we'll give you over \$1000 in **FREE IT Consulting Services**, templates, resources, and information.

Go to:

www.avteksolutions.com/The-compliance-formula_pre/ for more details

The Compliance Formula: Successful Strategies Of CMMC Compliant Companies



The definitive guide to understanding and implementing CMMC: everything you need to know to win DoD contracts and squash your company's vulnerabilities from hackers, data theft, and ransomware.

You must make implementing CMMC a priority. Right now, crime organizations are paying up to \$90,000 a month plus full benefits to people who will hack into your business. Without CMMC compliance, you will lose DoD contracts, stunt future business growth, and risk your business survival. We've gathered 21 top CMMC compliance experts to help you figure out which level of CMMC compliance is right for you and provide a blueprint to make it easier to put these standards in place, so you can secure your company against criminals, win more business, and create a powerful, competitive advantage.

This Amazon Best Seller book titled The Compliance Formula...Successful Strategies Of CMMC Compliant Companies co-authored by Wayne Hunter gives businesses like yours the knowledge, strategies and action steps protect your business from hackers.

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