Executive Protection Buyer's Guide

The definitive guide to evaluating, selecting, and engaging a professional executive protection firm — from the experts who built their careers protecting the President of the United States.

CONFIDENTIAL RESOURCE

1. Why This Guide Exists

Hiring executive protection is one of the most consequential security decisions you will make. The wrong choice doesn't just waste money — it creates a dangerous false sense of security. This guide gives you the framework to evaluate firms objectively and avoid the most common mistakes.

2. When Do You Need Executive Protection?

Executive protection is appropriate when any of the following conditions exist:

- ✓ You or your family have received credible threats
- ✓ Your net worth, public profile, or position creates inherent risk
- ✓ You travel internationally to destinations with elevated security concerns

✓ You are involved in contentious litigation, divorce, or business disputes

✓ Your company has duty-of-care obligations for traveling executives

✓ You attend high-profile events or have a public-facing role

✓ Your children attend school, travel, or participate in activities with security implications

3. Types of Executive Protection Firms

Firm Type	Strengths	Watch Out For
Boutique EP Firms (e.g., AMERINE)	Senior leadership involvement, personalized service, elite operator quality	May have limited geographic presence without global partnerships
Large Security Conglomerates	Global offices, corporate contracts, brand recognition	Operator quality varies widely; junior agents common; impersonal
Freelance/Gig Platforms	Potentially flexible scheduling	Verify supervision, advance planning, credentials, insurance, and accountability
Local Security Companies	Local knowledge	Often security guard companies marketing as EP; limited training

4. The 10-Point Evaluation Checklist

Use this checklist when evaluating any executive protection provider:

✓ **Government Protective Credentials:** Do operators have Secret Service, DSS, military SOF, or FBI protective backgrounds?

✓ **Advance Planning Methodology:** Does the firm conduct site advances and route planning before every engagement?

✓ **Threat Assessment Capability:** Does the firm provide threat assessments, or just deploy bodies?

✓ **Communications and coordination:** What support hours, escalation roles, and response procedures are written into the scope?

✓ **Licensing & Insurance:** Is the firm properly licensed in every jurisdiction of operation? Adequate liability coverage?

✓ **Medical Training:** Are operators certified in emergency medical response (EMT, TCCC)?

✓ **Secure Transportation:** Does the firm provide integrated protective drivers and vetted vehicles?

✓ **International Capability:** Can the firm coordinate protection in multiple countries through vetted networks?

✓ **References:** Can the firm provide verifiable client references (while maintaining confidentiality)?

✓ **Cultural Fit:** Are operators selected for emotional intelligence, discretion, and lifestyle compatibility?

5. Red Flags — When to Walk Away

✓ **No advance planning:** "We'll just send a guy" is a disqualifying answer

✓ **Operator backgrounds are vague:** If they can't specify government or military credentials, they likely don't have them

✓ **Undefined coordination:** Support hours, communications, supervision, and escalation responsibilities should be clear

✓ **No medical training:** If an operator can't manage a medical emergency, they are not qualified for close protection

✓ **Flashy, aggressive demeanor:** Elite operators are invisible. If the agent draws attention, they're the wrong agent

6. What Shapes the Scope

The scope of an executive protection program is shaped by several key factors:

Factor	What It Shapes
Operator background (government vs. private)	The experience and credentials the program requires
Team size (single agent vs. full PSD)	Personnel, shifts and supervision
Duration (single event vs. ongoing)	One-time engagement or ongoing agreement
Location (domestic vs. international)	Coordination, logistics, licensing and local support
Threat level (routine vs. elevated)	Number of operators and resources
Specialty requirements (armored vehicles, counter-surveillance)	Specialized capabilities that must be expressly scoped

Ask for a written proposal that identifies personnel, schedule, assumptions, exclusions, and cancellation terms. Scope and terms are confirmed in writing.

7. Questions to Ask Every Prospective Firm

- What government or military protective programs have your operators served in?
- What does your advance planning process look like for a typical engagement?
- What communications, supervision, escalation, and after-hours responsibilities are included?
- How do you vet and select individual operators for each engagement?
- What is your protocol for medical emergencies?
- Can you provide references from clients with similar profiles to mine?
- How do you handle international operations — own staff or subcontractors?
- What does your threat assessment process include?
- How do you ensure confidentiality?
- What is your cancellation policy and minimum engagement terms?

8. The Engagement Process — What to Expect

Step 1: Confidential Consultation

A reputable firm will begin with a detailed consultation to understand your situation, threat environment, lifestyle, and security objectives — before quoting a price.

Step 2: Threat Assessment

The firm should conduct a formal threat and vulnerability assessment covering your residences, offices, travel patterns, digital exposure, and family activities.

Step 3: Program Design

Based on the assessment, the firm proposes a tailored protection program — not a one-size-fits-all package.

Step 4: Operator Assignment

Operators are selected based on your specific requirements — personality fit, skillset, and cultural compatibility matter as much as tactical capability.

Step 5: Advance Work

Before the first day of coverage, the assigned team conducts advances of your primary locations, routes, and upcoming events.

Step 6: Ongoing Operations

Any active protection, briefings, coordination support, and program reviews should follow the written scope and schedule.

9. Scope-of-Work Template

Use this fill-in template to put an engagement in writing before coverage begins. Ask every provider you are comparing to complete the same fields so proposals can be compared line by line.

Section	What to fill in
1. Engagement overview	Principal(s) covered, purpose of the engagement, client point of contact.
2. Dates and schedule	Start and end dates, daily coverage hours, known events or travel days.
3. Locations	Residences, offices, venues, cities and countries included.

4. Assessment basis	Threat and vulnerability assessment completed before coverage: who performed it, when, and key findings that shaped the plan.
5. Personnel and roles	Number of personnel, role of each (detail lead, close protection, advance, driver), and the background summary provided for each.
6. Advance work	Which sites, routes and events will be advanced, and by when.
7. Transportation	Vehicles, drivers, primary and alternate routes, who provides each.
8. Communications and escalation	Support hours, check-in schedule, escalation contacts, after-hours procedure.
9. Medical and emergency plan	Nearest appropriate medical facilities, emergency procedures, personnel medical training.
10. Reporting	Briefings, daily or post-engagement reports, and who receives them.
11. Licensing and insurance	License numbers for each jurisdiction of operation; insurance certificates provided.

12. Confidentiality	NDA terms, data handling, photography and social media rules for personnel.
13. Commercial terms	Scope and terms are confirmed in writing in the signed agreement.
14. Assumptions and exclusions	What is not included, and conditions that would change the scope.
15. Changes and cancellation	How scope changes are approved, engagement term, cancellation terms.
16. Approval	Client name, title, signature and date; provider name, title, signature and date.

Ready for a Confidential Consultation?

AMERINE Executive Logistics offers a confidential consultation to understand the request and determine an appropriate next step.

Schedule a Consultation

Or call directly: **(281) 799-1877**

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