

# InTech Intelligencer

"Insider Tips To Make Your Business Run Faster, Easier And More Profitably"



"As a business owner, you don't have time to waste on technical and issues. That's where we *shine!* Call us and put an end to your IT problems finally and forever!"

- Leia Shilobod,  
President & I.T. Princess of Power

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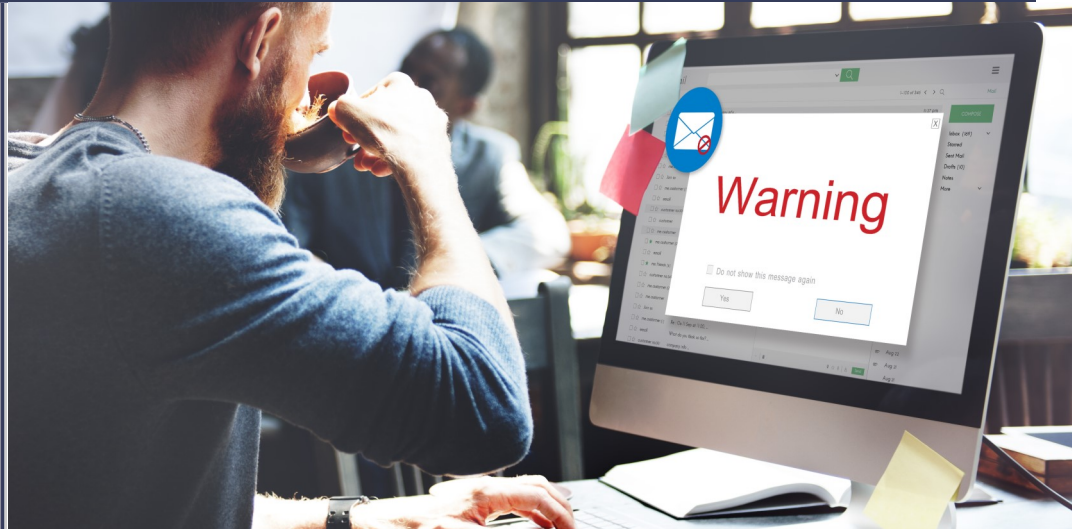
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## Employees Are Letting Hackers Into Your Network ... What You Can Do To Stop It

Cyberthreats are everywhere these days. Hackers, scammers and cybercriminals are working overtime to break into your network – and the network of just about every business out there. They have a huge arsenal of tools at their disposal, from automated bots to malicious advertising networks, to make it possible.

But there is one "tool" that you may be putting directly into their hands: your employees. Specifically, **your employees' lack of IT security training.**

While most of us expect hackers to attack from the outside using malware or brute-force attacks (hacking, in a more traditional sense), the truth is that most hackers love it when they can get others to do their work for them.

In other words, if they can fool your employees into clicking on a link in an e-mail or downloading unapproved software onto a company device, all the hackers have to do is sit back while your employees wreak havoc. The worst part is that your employees may not even realize that their actions are

compromising your network. And that's a problem.

Even if you have other forms of network security in place – malware protection, firewalls, secure cloud backup, etc. – it won't be enough if your employees lack good IT security training. In fact, a lack of training is the single biggest threat to your network!

It's time to do something about it. Comprehensive network security training accomplishes several things, including:

**1. Identifying Phishing E-Mails** Phishing e-mails are constantly evolving. It used to be that the average phishing e-mail included a message littered with bad grammar and misspelled words. Plus, it was generally from someone you'd never heard of.

These days, phishing e-mails are a lot more clever. Hackers can spoof legitimate e-mail addresses and websites and make their e-mails look like they're coming from a sender you actually know. They can disguise these e-mails as messages from your bank or other

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employees within your business.

You can still identify these fake e-mails by paying attention to little details that give them away, such as inconsistencies in URLs in the body of the e-mail. Inconsistencies can include odd strings of numbers in the web address or links to YourBank.net instead of YourBank.com. Good training can help your employees recognize these types of red flags.

**2. Avoiding Malware Or Ransomware Attacks** One reason why malware attacks work is because an employee clicks a link or downloads a program they shouldn't. They might think they're about to download a useful new program to their company computer, but the reality is very different.

Malware comes from many different sources. It can come from phishing e-mails, but it also comes from malicious ads on the Internet or by connecting an infected device to your network. For example, an employee might be using their USB thumb drive from home to transfer files (don't let this happen!), and that thumb drive happens to be carrying a virus. The next thing you know, it's on your network and spreading.

This is why endpoint protection across the board is so important. Every device on your network should be firewalled and have updated malware and ransomware protection in place. If you have remote employees, they should only use verified and protected devices to connect to your network. (They should also be using a VPN, or virtual private network, for even more security.) But more importantly, your employees should be trained on this security. They should understand why it's in place and why they should only connect to your network using secured devices.

**3. Updating Poor Or Outdated Passwords** If you want to make a hacker's job easier than ever, all you have to do is never change your password. Or use a weak password, like "QWERTY" or "PASSWORD." Even in enterprise, people still use bad passwords that never get changed. Don't let this be you!

A good IT security training program stresses the importance of updating passwords regularly. Even better, it shows employees the best practices in updating the passwords and in choosing secure passwords that will offer an extra layer of protection between your business and the outside world.

If you or your employees haven't updated their passwords recently, a good rule of thumb is to consider all current passwords compromised. When hackers attack your network, two of the big things they look for are usernames and passwords. It doesn't matter what they're for – hackers just want this information. Why? Because most people do not change their passwords regularly, and because many people are in the habit of reusing passwords for multiple applications, hackers will try to use these passwords in other places, including bank accounts.

Don't let your employees become your biggest liability. These are just a few examples of how comprehensive IT and network security training can give your employees the knowledge and resources they need to help protect themselves and your business. **Just remember, you do not have to do this by yourself! Good IT training programs are hard to find, and we are here to help.**

Call today to discuss a Security Audit of your IT Systems so you can close the gaps and fortify your business. 724.235.8750 or email [Leia@intechit.net](mailto:Leia@intechit.net).

**"Every device on your network should be firewalled and have updated malware and ransomware protection in place."**

### Free Report Download:

## Questions You Should Ask Any IT "Expert" Before Letting Them Touch Your Network



How can you tell if you are going to receive poor or substandard service? How do you know if your computer guy or network consultant is doing everything possible to secure your network from downtime, viruses, data loss or other frustrating and expensive disasters? Could your current provider actually be jeopardizing your network?

**This valuable Free Report helps you avoid common pitfalls of choosing an IT Provider. Download yours today!**

**Claim Your FREE Copy Today at [www.intechit.net/whattoask](http://www.intechit.net/whattoask)**

## Shiny New Gadget Of The Month:



### Ovo Portable Steam Iron And Garment Steamer

The Ovo Portable Steam Iron And Garment Steamer is much smaller than your average iron and yet capable of so much more. It's an iron and a steamer and the perfect companion for when you're traveling and want to look sharp. Or keep the Ovo at home to save space!

The Ovo fits easily in your hand. It's lightweight and won't take up much space in your luggage. Plus, it holds enough water to create up to 10 minutes of steam. You can quickly switch from the metal ironing plate to the brush attachment to add finishing touches to delicate fabrics (and remove any lint or pet hair). It even comes with a heat-resistant travel case. Learn more about this mini-marvel at [bit.ly/2CgQzJG](http://bit.ly/2CgQzJG)!

## The Leader's Most Important Job

Can you guess what the most important trait is for effective leaders? You can probably guess all sorts of things: relationship building, communication, awareness, positivity, innovation ... The list goes on. And you probably do a lot of those things too.

When I speak with leaders, I emphasize that a person's success as a leader doesn't come from what they do or how they do it – it's about *how often they do these important things*.

### The Most Important Thing For Leaders: Focus Your Team

A leader's most important job is taking the time and effort to focus their team. Leaders must help their team members focus their time and expertise to complete the organization's most important work.

The most successful businesses are driven by **profit, innovation, efficiency and effectiveness**.

Your team's revenue and results are all driven by how people spend their time (effort) and expertise (knowledge and skills), and these are the keys to elevating your team's success. By doing these things and being a role model for your team, you can experience amazing results.

### How To Elevate Your Team

**1. Passion** Creating a vision requires passion. This passion elevates your own commitment and helps both you and your team be productive. It's unlikely that a leader will be fully immersed in their role, their organization or their team if they are not passionate about what they are doing.

**2. Time, Expertise And Motivation** Everything is the by-product of time and expertise. When a leader invests both time and expertise into their team, the team grows. When time and expertise are invested wisely, the organization also achieves great success. By putting the time and expertise into your team members, you can motivate them to improve in their roles.



*Mark Sanborn, CSP, CPAE, is the President of Sanborn & Associates, Inc., an "idea studio" that seeks to motivate and develop leaders in and outside of business. He's the best-selling author of books like Fred Factor and The Potential Principle and a noted expert on leadership, team building, customer service and company change. He holds the Certified Speaking Professional designation from the National Speakers Association and is a member of the Speaker Hall of Fame. Check out any of his excellent books, his video series "Team Building: How To Motivate And Manage People" or his website, [marksanborn.com](http://marksanborn.com), to learn more.*



**3. Focus** This goes hand in hand with time and expertise. By focusing on the strengths (and weaknesses) of a team and learning how to constantly improve and grow, an organization can produce positive results. When a leader doesn't have this focus, the organization suffers. Mediocrity becomes the norm.

A great deal of time and expertise is wasted in companies where employees are doing low-priority work or work that shouldn't be done at all. When a team lacks an effective leader, it is difficult for them to know what they should be doing instead.

When a leader takes the time to show their team the importance of their work and how their work will achieve success, the whole organization grows. This commitment is what creates remarkable performances. You can learn more about this in my book *The Encore Effect: How To Achieve Remarkable Performance In Anything You Do*.

At the end of the day, it's most important for leaders to regularly take the time to focus on and elevate their team. Just as a conductor makes sure members of an orchestra are all playing the right music to the best of their ability, so does an effective leader do their job.

### Need NIST 800-171/DFARS Compliance?

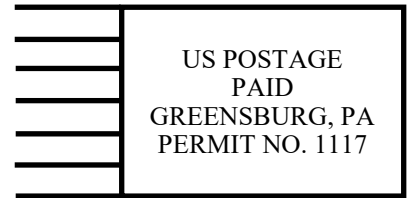
For businesses in the DoD Supply Chain who need to comply with DFARS/ NIST 800-171 Security Protocols, InTech provides Risk Assessments, Security Audits, Compliance Audits, Plans of Action, and Remediation to bring YOU into compliance and assure you keep your contracts. Start the process today with a free, no obligation survey to get an idea of what you need to do to come into compliance. Go to [www.intechit.net/NISTassessment](http://www.intechit.net/NISTassessment) and take just 5 minutes to jump start compliance.

## Who Else Wants To Win A \$25 Gift Card?

You can be the Grand Prize Winner of this month's Trivia Challenge Quiz! Just be the first person to correctly answer this month's trivia question and receive a \$25 Visa gift card Ready?



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- RETURN SERVICE REQUESTED -

What technology is used to record cryptocurrency transactions?

- A) Digital wallet
- B) Mining
- C) Blockchain
- D) Token

Email us right now with your answer!  
[info@intechit.net](mailto:info@intechit.net)



## “Be Totally And Absolutely Unapologetic”

That's what David Rendall, author of “Freak Factor,” told me on our zoom call on a Friday in October 2020 when I told him about our 3 Non-Negotiables: Security is Paramount. Detailed Documentation. High-Touch Excellent Communication. “You've got to tell people that sometimes your service is going to take longer and cost more because you're going for the better outcomes. You believe so strongly about what you do, you refuse to do it poorly... and you should not apologize for that.”

WOW. Here we are, 6 months into COVID disrupting our lives and businesses, and David tells me to stop saying sorry and instead FLAUNT what some may see as weaknesses. That takes some hutzpah. But it really got me thinking...

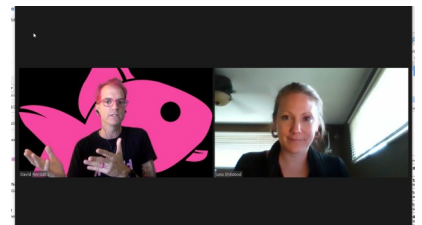
...on more than one occasion I've had a client call me up and complain about a bill because they see a charge for our communication to them, or to a vendor on their behalf (mind you, these are the clients who already opted for the cheaper, lower-touch service where they do get billed for every touch – under their agreement). I apologized. I obliged them by removing those charges. And didn't get paid for the EXACT REASON people come to work with us: Security, Documentation, Communication.

Madness? Yes. And David called that out. The fact of the matter is, we should get compensated for the high level of service we offer. And guess what? So, should YOU.

What are your “Non-Negotiables” for your business? Are you REALLY making them non-negotiable? Are you getting compensated for consistently delivering (or over delivering) on your promises?

If not, maybe its time to make a change. Don't be afraid. Right now, businesses want to do business with people who think like them MORE THAN EVER. Adopting this position of being unapologetic about your non-negotiables, your brand promise, will REPEL the people you do not want to do business with and ATTRACT the people you do. Trust it. From now on, I certainly intend to.

To Your Success,



Author David Rendell and InTech CEO, Leia Shilobod, talking about being unapologetic.