VyRal

A LeakReceipts Field Guide

LeakReceipts for Low-Voltage, Security & Fire Alarm

The Field Guide: where the money leaks, how to prove it, and how to close it

For: Low-Voltage, Security and Fire Alarm — Device and Recurring

by VyRal Dynasty

LeakReceipts for Low-Voltage, Security & Fire Alarm The Field Guide: where the money leaks, how to prove it, and how to close it

First edition, November 2026, revised 12 November 2026. Built from VyRal's lane research as it stood on 11 November 2026.

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How every number in this book is labeled.

- **VERIFIED** means the figure comes from a named, dated source, and the source is printed next to it.
- **CALCULATED** means it is arithmetic on verified numbers or on your own numbers, and the math is shown.
- **ESTIMATE** means a reasoned range, and it is always called one.
- **STRUCTURAL** marks a standing rule of the trade (a law, a contract term, how the paperwork works), not a market figure.
- **STILL BEING MEASURED** means VyRal has not verified a figure yet, so no number is printed.

If a number is not labeled, it is a blank for you to fill from your own paper.

What this book is not. This is education, not legal, tax, accounting or financial advice. Where a fix says a professional decides, a professional decides. Nothing here says that any company, customer or person did anything wrong. The fixes show you how to check your own paper and ask in writing.

About how this book was made. This book was assembled with AI from VyRal's sourced research on this trade and checked against those sources. AI can make mistakes. Before you act on a figure, check it against the source printed beside it. Rules and rates change, and every figure carries its date for that reason.

Before you share any document with anyone, Vera included, black out account numbers, Social Security numbers and anything else you would not hand a stranger.

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The short answer for your trade

This trade runs on two separate ledgers that almost never get checked against each other. The install side gets billed off the original bid instead of the as-built record NFPA 72 already requires you to produce — so every device, cable drop, and programming hour added in the field beyond what was quoted goes unbilled. The recurring side is worse, because it's silent: a monitoring account gets activated on the central-station platform, which charges you a wholesale fee every month it's live, while the same account may never get set up in your own billing system to charge the customer — leaking your own money every month until someone reconciles the platform's active-account list against actual invoices.

Your leak map

Every leak this book covers, biggest first. The size grade is VyRal's research grade for how much money a leak tends to move in this trade. It is a grade, not a dollar figure. Your own paper sets the dollars.

#	Leak	Size grade	Evidence	Fixes
1	The Life-Safety Integrity Line (Never Bill a Dead Account)	Major	VERIFIED	1
2	NFPA 72 Completion Documentation Duty	Significant	VERIFIED	1
3	Local Alarm Ordinance Authority	Moderate	VERIFIED	1
4	State Licensing and Certification Patchwork	Moderate	VERIFIED	1
5	Self-Employment Tax (SECA) Boundary	Not graded	STRUCTURAL	1
6	The Service Vehicle and Tools (Pride Economy)	Not graded	STRUCTURAL	1
7	The RMR Reconciliation Gap	Major	STILL BEING MEASURED	1
8	Recurring Revenue as the Business's Real Value (RMR Multiple)	Moderate	STILL BEING MEASURED	1

Then there are 4 more leaks to check, each with its own fixes, in the chapter called More leaks to check.

What people in your trade say hurts

Before we built a single fix, we went and read what people in this trade say out loud: forums, trade press, regulators' complaint files and court records. These are the pains that kept coming up, the ones with the most sources first. If one of them is yours, you're not imagining it.

Finding and keeping certified techs is the top business problem, delaying installs and pushing wages up.

Sold jobs sit waiting for installers. When techs are scarce, the owner pays more or loses them to bigger companies. NICET-certified fire alarm techs are the hardest to find.

Found in 4 public sources; newest dated 2026-04-22. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Monthly monitoring accounts quietly cancel every year, and each lost dollar also cuts what the book would sell for.

Every month some customers move, stop paying, or switch to someone cheaper. The owner sees it as a few cancelled accounts, but the numbers show a slice of the monthly check disappearing every year that has to be replaced just to stay even. Because books sell on a multiple of monthly revenue, each lost dollar costs many dollars of sale value.

Found in 3 public sources; newest dated 2026-04-30. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Self-install brands and private-equity-backed competitors cap what a small dealer can charge for installs and monitoring.

Customers can buy a kit and monitor it for a low monthly price, and bigger funded companies bid commercial jobs at thin margins. The small dealer ends up discounting install labor or monitoring to win or keep work.

Found in 2 public sources; newest dated 2026-01-05. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Service vans and install trucks burn more fuel per week, and flat-rate service plans and signed bids can't pass it on.

A dealer's techs drive all day to installs, service calls and inspections. Fuel costs rose sharply and the price on a monitoring plan or signed bid doesn't

change. Contracts with a fuel clause pass most of it along; most small dealer contracts have none.

Found in 2 public sources; newest dated 2026-11-02. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Get your paper together

Every fix in this book starts with paper, not memory. Memory rounds in the other side's favor. Paper doesn't.

Pull the last 90 days. Put it all in one folder, paper or phone, and label each piece with its date. Black out account numbers and Social Security numbers before you share anything with anyone.

The paper that proves each leak:

- Your contracts, invoices, statements, pay records and the messages around them.

My folder checklist

Last 90 days of statements or pay records _____

Every contract or agreement I work under _____

Every invoice, ticket or settlement for the same 90 days _____

The messages that changed a price, a scope or a date _____

Leak 1: The Life-Safety Integrity Line (Never Bill a Dead Account)

Size grade: Major · Evidence: VERIFIED

What it is. Billing a customer for monitoring service on an account that isn't actually active and communicating with the monitoring station is both a life-safety failure and a false billing claim — "monitored" is a defined, supervised, and auditable status under NFPA 72 Chapter 26 and UL 827's central-station listing standard, not just a line on an invoice.

Why it leaks. Not a leak — the one line that must never be crossed for margin: representing a system as monitored when it isn't communicating endangers the people the system is supposed to protect and constitutes fraud on a life-safety record, not a billing shortcut.

The number to hold it against. Industry standard: NFPA 72 Chapter 26 treats 'monitored' as a supervised, auditable function, and UL 827 requires an initial evaluation plus annual audits of central-station operations. Source: NFPA 72-2025, Chapter 26; UL 827, 9th edition (2022).

VERIFIED · Primary — the organisation's own figure

> **Ask yourself:** Has an account ever stayed on your billing as 'monitored' after you knew — or should have known — it stopped communicating with the central station?

1. Billed as monitored after the panel stopped communicating (integrity line, not a leak)

Fix approved · leak evidence: Verified

Fix 1 — Do it yourself (free).

1. This is the line you never cross, not money to chase.
2. Pull your central station's communication-failure or no-signal report every month.
3. For every account on it, call the customer and schedule a service visit to restore communication.
4. Tell the customer in writing the date their system stopped reporting.
5. Until it is restored, decide with your own policy whether to pause or credit the monitoring charge — but never tell the customer or any record that the account is monitored when it isn't.
6. Log what you did and when.

Fix 2 — The words to send, under your own name. Fill in the brackets, keep a copy, and send it from your own email or by mail. Nobody sends it for you.

> Notice to the customer:
>
> Subject: Your alarm system is not communicating with the monitoring center
>
> Hi [CUSTOMER NAME],
>
> This is [YOUR NAME] with [COMPANY]. Our monitoring center has not received signals from your system at [ADDRESS] since [DATE]. That means alarms from your system may not be reaching the monitoring center right now.
>
> We'd like to send a technician to restore communication. Available times: [TIMES]. Please call [PHONE] or reply to book.
>
> [Your monitoring charge for the period your system was not communicating will be: CREDITED / PAUSED / as per your agreement — choose one.]
>
> Thank you,
> [YOUR NAME]
> [COMPANY] — [LICENSE #]

Fix 3 — Done for you. LeakReceipts

WE DO: match your central station's no-signal list against your billing list every month, flag every account billed as monitored that isn't communicating, and draft the customer notice. YOU DO: send the notice, dispatch the tech, and decide the billing adjustment.

Keep it closed. Run the no-signal report against billing on the same day every month.

What this fix can't decide for you. Whether a past billing period must be refunded depends on his agreement and state law — not our call. We never describe any account as fraud; we flag the mismatch.

My receipt for this leak			
Owed by my paper	Paid or billed	Gap (CALCULATED: owed − paid)	Fix 2 sent · answer

FREE FIRST CHAPTER

That's Leak 1 of 8.

The full Field Guide for Low-Voltage, Security & Fire Alarm walks through every leak on the map you just read: why it happens, the paper that proves it, and three fixes for each one — one you do yourself for free, the words to send under your own name, and what LeakReceipts can do for you while the decision stays yours.

Get the full guide:
leakreceipts.com/ebooks/low-voltage-security-and-fire-alarm

Run it on your own numbers:
leakreceipts.com

WE WALK BY FAITH NOT BY SIGHT — 2 Corinthians 5:7