



INTELLENET QUARTERLY

MARCH 2011

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Carino’s Corner
James P. Carino, CPP, VSM
Executive Director

Winter always means the start of in-depth planning for the next Intellenet Conference. The locations, however, are always selected at least a year or two in advance, with our 2012 set for Vancouver, British Columbia and the selection for 2013, our 30th Anniversary already in the advanced discussion stage.

Washington DC was the choice for 2011. Since many of our US members have previously served in the Armed Forces it was time to pay homage with a visit to the war memorial monuments on the tenth anniversary year of 9/11. Group outings with special briefings include the Library of Congress and the Newseum. Many will also pay tribute to other significant historical and cold war locations that abound the nation’s capital.

Our program agenda includes 16 hours of qualifying CEU credits by leading subject matter experts over a 3 day period. As usual, outstanding guest speakers will complement our in-house presenters. For the spouses we have planned an all day outing to that quaint town of Annapolis, home of the US Naval Academy. Our attendance is expected to be about 125-130 with members from at least 8 other countries. Visit our Conference website (www.intellenetagm.com) for additional information and details.

Intellenet membership now totals over 500 with those on the investigative roster numbering about 425 members located in all 50 states and over 50 foreign countries. Our resources can cover virtually every location in the world of interest to our client base and others in need of investigations and security

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assistance. Selective worldwide expansion is an on-going process. Membership criteria include a minimum of 10 years verifiable investigative experience and recommendation from an active member. Due care is taken to ensure we do not over saturate any location with members at both US and international locations.

Know Your Fellow Members



Anne Styren
Profile Intelligence AB
Stockholm, Sweden

Ms. Styren started working as researcher for InterFact, a subsidiary of the Svenska Dagladet newspaper in 1987. She became a part owner of the company in 1996 and sole owner in 2000. The company originally processed requests for information on products, markets and countries. In the mid-1990s, along with the increased presence of the Internet, the company moved into personal due diligence inquiries which continues to be their primary focus.

She has an educational degree in economics and marketing. Anne is a Norwegian citizen but has resided in Sweden for years and is a self-proclaimed golf addict who plays too many rounds of golf each year.

New Members

Susan Carlson, Carlson Investigations, LLC, Evanston, Illinois; **Tom Lewin**, Harris and Lewin Investigations, LLC, North Haven, Connecticut; **Anthony (Tony) Otero**, Top-Notch Investigations, Hollywood, Florida; **Richard (Dick) Ross**, Verisec, LTD, Bangkok, Thailand;

Members in the News

David Ziegler, Trenton, New Jersey, was re-elected as President of the Tri-State Association of Criminal Investigators, as an officer of the New Jersey Licensed Private Investigator's Association and was honored to give the invocation for the November 2010 meeting of the Vidocq Society.

On February 14, 2011, **Eileen Law**, CIA, Inc. Kennett Square, Pennsylvania was featured on the NBC Television Series, *Disappeared* on a case that she had been working pro bono (without fees) for over a year. The segment *The Darkest Night* involved a 29 year old nurse and mother from Chester County, Pennsylvania, who went with a female friend to some nightclubs in Philadelphia, Pennsylvania on August 23, 2009. The friends were asked to go to the home of a basketball player in Gladwyne, Pennsylvania. Following an argument with her friend, she left his home with an almost empty tank of gas and never returned home.

The series, owned by NBC and sponsored by "Peacock Productions", shadowed Eileen for two days and interviewed her by telephone for over 15 hours. Several Intellenet members also provided assistance to Eileen on this case.

Paul Jaeb, Minneapolis, Minnesota, and **Reggie Montgomery**, Allendale, New Jersey, were speakers at the Mid-Winter TALI Conference in San Antonio, Texas on February 18-19, 2001.

DID YOU KNOW...?
Nicole Bocra
Infinity Investigative Solutions
Arlington, Virginia

- ▶ There are one hundred and seventy-two offices of the foreign embassies located in Washington, DC.
- ▶ Construction of the Washington Monument actual began in 1848 but was not completed until 1884, almost 30 years after the architect's death. This hiatus in construction happened because of co-option by the Know Nothing party, a lack of funds, and the intervention of the American Civil War. A difference in shading of the marble, visible approximately 150 feet (46 m or 27%) up, shows where construction was halted for a number of years. The cornerstone was laid on July 4, 1848; the capstone was set on December 6, 1884, and the completed monument was dedicated on February 21, 1885. It officially opened October 9, 1888.

You are invited to the Intellenet conference on April 12-17, 2011, where you will have an opportunity to visit foreign embassies, view the Washington Monument, see old friends (that is not necessarily in terms of age but in length of friendships), network with new friends, and experience history first hand. Visit www.intellenetagm.com for additional information. Reasonably priced hotel rooms are going quickly so don't delay in making your reservations. More than 125 attendees are expected from all over the United States and many international countries.

**ANOTHER CASUALTY OF THE
ECONOMIC DOWNTURN:
THE "SENTINEL EFFECT"**
Bill Marshall
Veritas Intelligence
Fairfax, Virginia

The insurance industry, like most of the rest of America's private sector, has taken a severe battering over the past few years. Not surprisingly, insurance executives are under pressure to reduce expenses wherever possible. One area in which cutbacks are being made is claims investigation. While this strategy will bolster a company's bottom line in the short run by reducing operating expenses, it is counterproductive in the longer run. It is akin to a policy of deferred maintenance: short-term modest savings, long term massive costs.

From a mid-term perspective, cutting back the on investigative resources to validate claims properly will inevitably allow many fraudulent claims to go undetected. Claims investigation is an unwanted overhead, just as insurance itself is too many policyholders. Both reflect an unpleasant reality of the human condition – that bad things happen, and bad people happen. Just as a policyholder hopes that an insurance policy will not be needed, and in some corner of his mind, wishes he did not have to pay for it, the insurance company hopes that its customers will only submit legitimate claims. In an ideal world, insurance investigations would reveal nothing untoward. The customers submit claims that are as pure as the driven snow, and, in conducting claims investigations, the insurance company is wasting scarce

resources. In the real world, claims investigation sometimes reveal that policyholders are exaggerating their losses, that the company is a target of corrupt individuals, and that, perhaps, underwriting standards are not up to par. Looked at that way, claims investigation is painful, but necessary, overhead.

Properly viewed, however, claims investigation is a profit center. It recognizes the unavoidable reality that in offering their risk-transference products to honest individuals and companies, insurance companies are also presenting themselves as a vehicle to those looking to enrich themselves through nefarious means. It is simply a fact of life. The same human condition which makes insurance companies a profitable enterprise for their shareholders also makes them a target for fraud.

Given these conditions, high quality claims investigation will inevitably result in positive return on investment for insurance companies. Let's assume a hypothetical average investigative fee of \$2,500 on Life Insurance policies with a face value of \$500,000. While four in five such claims investigated may show no evidence of fraud, and cost a company \$10,000 (total) in investigative expenses, the fifth investigation may reveal a faked death, or misrepresentation at application regarding a pre-existing medical condition on a contestable policy, resulting in denial of the claim or rescission of the policy. The resulting savings of \$497,500 represents a 19,900% return on investment.

In the long-term, another, less tangible, benefit of a robust and high-quality investigative program, which may be of greater importance to the insurance company, is the creation of the "sentinel effect." Insurance companies, like any entities subject to fraud, develop reputations as softer or harder targets for those wishing to take advantage of them. It is understandable that there is a natural desire to process claims expeditiously and to move them along by accepting documentation at face value. But, if a company has a process-oriented, check-the-box claims department, which does not question documents presented to it, and does not validate information through second or third sources, this fact becomes known. Skillful insurance fraud perpetrators become wise to these companies and will target them in their schemes. Companies with diligent claims handlers, who employ thorough investigators, on the other hand, also become known, and are less likely to be victimized. The amount of fraud such a company avoids, simply through its reputation for due diligence, although difficult to quantify, represents a very real savings. This is the true value of the sentinel effect.

**When is it Smart to Outsource
Your Investigations?**

*William F. Blake, CPP, CFE
Blake and Associates, Inc.
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One of the areas of growing concern for business is the increase in civil litigation over incidents involving corporate personnel or entities. These matters can have a severe impact on financial resources and especially on the reputation of the corporation and its staff members. Expedient investigation of potential causes for litigation and identification of corrective countermeasures is vital in protecting corporate resources and reputations. The adverse aspects of an incident are quickly amplified where there are allegations of prejudice, favoritism or inadequacy in the conduct of an inquiry by internal resources.

Regardless of who is conducting the inquiry it will be necessary to coordinate actions with internal resources with information or knowledge beyond that of the investigator. This coordination does not necessarily compromise the integrity of the investigation as long as the information provided is impartially considered by the investigator and the decision maker. An investigation cannot be conducted in a vacuum but each information source must be evaluated for accuracy, relevance and impartiality.

A further discussion of the factors impacting the development of an impartial and legally adequate investigation is beneficial. The selection of the investigator must consider the person's objectivity,

investigative skills, resources and other influences brought to bear on the investigator. The internal investigator will be subject to pressure brought by loyalty to the company and his fellow employees, conscious and unconscious prejudices developed through long-term association with the business entity, its operations and staff members. At trial, the prejudices and skills of the investigator will be subject to scrutiny. In this context the independent outside investigator will have a greater influence on the jury's evaluation of the investigation.

Another important factor is the financial cost of employing an in-house investigative staff. Unless the investigative case load is sufficient to keep all investigators working at full capacity at all times, there will be times when the investigative staff is not productively utilized, causing a financial cost without a return in production. An in-house investigator that is only fully utilized on a 30-hour a week basis should not require the cost of a 40-hour employee—basically this person receives ten hours of salary and benefits without providing a return on your salary investment. At times, the investigative requirements may exceed the amount of available personnel resources. The possible shortage of investigative staff will delay the completion of an inquiry and therefore may affect the desired outcomes.

Another consideration is the expertise of the in-house investigators. During an in-house inquiry they may not have the requisite ancillary skills to complete all matters necessary to produce an impartial and complete investigation. When a specialized skill, such as computer forensics is required, there is no investigator that has all of the individual and technical skills that may be necessary for the completion of an appropriate investigation. This is the point at which the employment of an external investigative resource should be considered.

It is also necessary to consider the investigative financial cost. If an in-house investigator is required to conduct inquiries beyond their local work location, the payment of travel, hotel and per diem costs can be expensive. At the same time, this individual is not available for work at his normal location. The utilization of an outsourced investigative agency can reduce these costs as many have pre-identified resources in other areas where the local investigator is familiar with the local area, idiosyncrasies of the local courts and law enforcement agencies, culture, and local laws and requirements. The local agency investigator can accomplish inquiries in a more expeditious manner, resulting in a lesser cost.

When considering the employment of an independent investigator, it is necessary to ensure that you are employing a highly qualified person with the requisite experience and qualifications. It is not wise to employ a person whose entire experience is conducting surveillances for an insurance company when a person with prior experience conducting internal investigations is required.

When determining the adequacy of a person's experience and skills it is necessary to evaluate several factors. Membership in a professional investigative association is not a unilateral determination of qualifications. Membership in many investigative organizations is contingent upon the individual meeting a variety of minimum membership qualifications and paying a membership fee. State licensing requirements are also not a determiner of qualifications. Some states, including Colorado, have no minimum experience, licensing, or insurance requirements to become a private investigator. Minimum requirements in other states range from a requirement of passing a basic investigative skills exam to requiring a minimum of three years experience under the supervision of a qualified and licensed investigator.

Intellenet (www.intellenetwork.org) is a national and international private investigation and security consulting association with the highest minimum membership qualifications in that the prospective member must have a minimum of ten years of verifiable investigative experience and be able to successfully pass a background investigation. This has resulted in a membership with an average of about 35 years of progressive experience. Many members have many years of experience in technical investigative processes and have experience as expert witnesses in civil litigation matters. Intellenet has resources in virtually every major United States city and international locations.

In summary, the use of an external investigative agency can quell allegations of prejudice, partiality and favoritism. The outsource agency must be vetted to adequately determine their qualifications, experience and reliability. The financial costs and benefits will also be a determining factor. In essence, the return on your investment will play a significant role in your decision. Low cost is not necessarily the best value!

***Geoff Hughes, PCI—Intellenet
Member Extraordinaire and UK
Ambassador
Jell
Woodstock, Cousley Wood
East Sussex***

Geoff Hughes is the consummate Intellenet member. His contributions to Intellenet as an organization and its individual members have been a driving force in making Intellenet the prestigious association that it is. Geoff is the founder and CEO of Jell, a risk management consultancy in Tunbridge Wells, just outside of London. He originally wanted to be a sailor. He graduated from King Edward VII College in London where he majored in marine studies and served with the British Customs Service. He had a gift for investigations which led to a 20-year career with British Customs, where he investigated everything from counterfeit goods to Value-Added Tax fraud to drugs. Following service with British Customs, he worked as an investigator for a large British firm. In 1993, he founded his own firm and specialized in discreet personal service for his clients.

Geoff has been a valuable member of the Intellenet Board of Directors. In 1998, he hosted the annual conference in Tunbridge Wells, UK. In 2005, he was the driving force for a very successful Intellenet Annual Conference in Arundel, UK. At the 2010 Annual Conference, in support of Intellenet's initiative with the Philadelphia Veterans Hospital, he donated the use of his yacht and services as Captain of the vessel for a one-week cruise around the Mediterranean for a contribution to support this initiative.

One area in which Geoff is an extremely valuable resource is providing information to Intellenet members on issues encountered when US members need to conduct inquiries in the UK, European Union or Africa. Data protection and other safeguards in these areas are more restrictive and cause concerns for the US investigator who operates under less restrictive United States laws. He has conducted numerous investigations in Africa, particularly Nigeria, and is a valuable information resource for that area. Geoff's services to Intellenet have contributed significantly to Intellenet's efforts to be the premier private investigation association. His efforts are greatly acknowledged and appreciated. His only cost for information is an appreciated "thank you".

***Thought Leadership: From Chaos
to Clarity in Financial
Investigations***

*Tracy L. Coenen, CPA, CFE
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The financial part of a case can become overwhelming very quickly. Particularly in cases involving white collar crime, securities fraud, Ponzi schemes, or other fraud recoveries, the trail of financial documentation is often very long. A forensic accountant needs to examine the financial documents and piece together the evidence in a way that attorneys, judges, and juries can understand.

When there are mountains of data, the investigator needs a way to quickly examine the data, assemble it in a format that is usable, find connections between transactions, and quantify results. Traditional forensic accounting techniques are no longer effective in these types of investigations. The volume of data can quickly overwhelm the investigator, and this affects the quality of the results

Size Matters

When the volume of financial documentation exceeds the bandwidth of the forensic accounting firm, the professionals will use a technique called "scoping" or "sampling." The investigator selects a threshold below which no transactions are examined. For example, he might decide that all transactions under \$1,000 are too small and insignificant to the investigation, and will only examine transactions larger than this threshold. Alternatively, the investigator might examine only transactions of a certain type or involving certain parties.

There is an obvious problem with employing a scoping or sampling technique: important information can be overlooked. The thresholds used by forensic accountants are usually arbitrary, and there is always a chance that a small transaction might yield valuable information in a financial investigation. One small transaction might point to a previously unidentified bank account, person, or entity.

Ignoring small transactions is often a necessity when investigating using traditional techniques. The "old" way of doing a forensic accounting engagement involves a lot of manual examination of transactions and tabulation of data. The time required to manually examine all transactions often exceeds the capacity of the forensic accounting team.

Technological innovations have made it possible for financial investigators to examine 100% of data, making their investigations more accurate and more thorough. The technology also allows the investigator to spend less time manually matching transactions and entering data into a database, and more time doing the actual investigation.

Dissecting the Numbers

The secret to quickly getting to the heart of the financial analysis is the technology's ability to extract data from databases, electronic images, or paper documents (even those of questionable quality). The software doesn't just capture the data, however. It also reconciles it to guarantee accuracy. The data is organized in a way that is useful to the financial investigator, and the software runs advanced analytics to immediately identify anomalies and transactions of interest.

The ability to quickly and accurately examine financial data is especially helpful in cases involving large volumes of banking data. Often in fraud cases, bank statements, check copies, ACH reports, and deposit tickets need to be examined in detail to determine the flow of funds. Traditionally, this has been a time-consuming and expensive process, with varying results.

With the technology eliminating manual data entry, the forensic accountant can quickly begin the real investigative work of:

- Examining and mapping the flow of funds
- Identifying transaction patterns
- Applying advanced analytics to detect anomalies in data
- Identifying co-conspirators, hidden assets, and additional financial accounts
- Proving or disproving investigative theories
- Detecting and proving the elements of a fraud
- Creating understandable charts and graphs to demonstrate the fraud

Paradigm Shift

The use of such sophisticated software in financial investigations represents a major paradigm shift for forensic accountants and their clients. No longer do we need forensic accountants to spend hundreds of billable hours manually examining transactions, entering them into a database, and checking the data for accuracy. This “busy work” has been all but eliminated in favor of the more accurate data capture and reconciliation done by the software.

The financial investigators can quickly get to the business of investigating, and their clients benefit from much quicker answers. What initially may have looked chaotic—tens of thousands of pages of financial data between hundreds of accounts and entities—is reduced to a usable format allowing the investigator (and the client) to gain clarity rapidly.

Don’t be fooled. Technology alone cannot replace the forensic accountant. A keen investigator is still needed to make the data meaningful and identify the smoking gun. But financial investigators can quickly get down to the real business of investigating with the help of computers and intelligent software. Not only can the clients get faster results, they can also get a better work product that is free from arbitrary sampling and data input errors.

Tracy L. Coenen, CPA, CFF is a forensic accountant and fraud investigator with Sequence Inc. in Milwaukee and Chicago. She has conducted hundreds of high-stakes investigations involving financial statement fraud, securities fraud, investment fraud, bankruptcy and receivership, and criminal defense. Tracy is the author of Expert Fraud Investigation: A Step-by-Step Guide and Essentials of Corporate Fraud, and has been qualified as an expert witness in both state and federal courts. She can be reached at tracy@sequenceinc.com or 312.498.3661.

A Summary of Your Rights Under The Fair Credit Reporting Act

*William F. Blake, CPP, CFE
Blake and Associates, Inc.
Littleton, Colorado*

The Federal Fair Credit Reporting Act (FCRA) promotes the accuracy, fairness, and privacy of information in the files of consumer reporting agencies. There are many types of consumer reporting agencies, including credit bureaus that gather and sell information about your creditworthiness to creditors, employers, landlords, and other businesses. The FCRA gives you specific rights, which are summarized below. You may have additional rights under state law.

For more information, go to www.ftc.gov/credit, or write to: Consumer Response Center, Federal Trade Commission, 600 Pennsylvania Ave. N.W., Washington, D.C. 20580.

You must be told if information in your file has been used against you. Anyone who uses information from a consumer reporting agency to deny your application for credit, insurance, or employment – or take another adverse action against you – must tell you and give you the name, address, and phone number of the agency that provided the information.

You can find out what is in your file. At any time, you may request and obtain your report from a consumer reporting agency. You will be asked to provide proper identification, which may include your Social Security number. In many cases the report will be free. You are entitled to free reports if a person has taken adverse action against you because of information in a report; if you are the victim of identity theft; if you are the victim of fraud; if you are on public assistance; or if you are unemployed but expect to apply for employment within 60 days. In addition, you are entitled to one free report every twelve months from each of the nationwide credit bureaus and from some specialized consumer reporting agencies. See www.ftc.gov/credit for details about how to obtain your free report.

You have a right to know your credit score. Credit scores are numerical summaries of a consumer's creditworthiness based on information from consumer reports. For a fee, you may get your credit score. For more information click on www.ftc.gov/credit. In some mortgage transactions, you will get credit score information without charge.

You can dispute inaccurate information with the consumer reporting agency. If you tell a consumer reporting agency that your file has inaccurate information, the agency must take certain steps to investigate unless your dispute is frivolous. For an explanation of dispute procedures, go to www.ftc.gov/credit.

Inaccurate information must be corrected or deleted. A consumer reporting agency or furnisher must remove or correct information verified as inaccurate, usually within 30 days after you dispute it. However, a consumer reporting agency may continue to report negative data that it verifies as being accurate.

Outdated negative information may not be reported. In most cases, a consumer reporting agency may not report negative information that is more than seven years old, or bankruptcies that are more than 10 years old.

Access to your file is limited. A consumer reporting agency may provide information about you only to people with a valid need as determined by the FCRA -- usually to consider an application with a creditor, insurer, employer, landlord, or other business.

Identity theft victims and active duty military personnel have additional rights. Victims of identity theft have new rights under the FCRA. Active-duty military personnel who are away from their regular duty station may file "active duty" alerts to help prevent identity theft. For more information, visit www.ftc.gov/credit.

Your consent is required for reports that are provided to employers. A consumer reporting agency may not give out information about you to your employer, or potential employer, without your written consent. Blanket consent may be given at the time of employment or later.

You may choose to remove your name from consumer reporting agency lists for unsolicited credit and insurance offers. These offers must include a toll-free phone number you can call if you choose to take your name and address off lists in the future. You may opt-out at the major credit bureaus by calling 1-800-XXXXXXX.

You may seek damages from violators. If a consumer reporting agency, a user of consumer reports, or, in some cases, a furnisher of information to a consumer reporting agency violates the FCRA, you may sue them in state or federal court. The FCRA gives several federal agencies authority to enforce the FCRA.

Extracted from www.ftc.gov/os/2004/07/040709fcraappxf.pdf

Worker's Comp—Who Needs It?

*William F. Blake, CPP, CFE
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That may be the first important question that a business needs to address, because not every business is required to purchase workers' compensation insurance. Generally speaking, sole proprietors and partnerships aren't required to purchase workers' compensation insurance unless and until they have employees who aren't owners. Most states will allow sole proprietors and partners to cover themselves for workers' compensation if they choose to, but it isn't required. (An important note, though—these rules vary from state to state and can change over time. So it's always a good idea to check with your particular state's regulatory agency to make sure what the rules are for your state jurisdiction.)

Some states don't require an employee to be covered if he or she is paid solely by commission. Again, check with the workers' compensation regulators in your particular state to see how they handle this.

Interestingly, a few states even give employers the option to not purchase workers' compensation insurance at all. These states are few and far between: Texas and (at least in theory) New Jersey. Remember, though, that just because the state may allow an employer to go without workers' compensation insurance, the employer is still liable under the state's workers' compensation laws for injured workers. Not having workers' compensation insurance, even if allowed by a particular state, does not relieve the employer of financial responsibility for injured workers.

Most states also allow large employers to self-insure for workers' compensation, but the rules about who can and cannot self-insure again vary significantly from state to state. Typically, your state department of insurance can help you determine if your business is required to purchase workers' compensation insurance. A general rule is that if you have employees who aren't owners of the company, you probably need workers' compensation insurance. Speaking of employees, here's a potential trap to be aware of and avoid: under most state's workers' compensation laws, you might have employees you don't know about. That's because ***most states will treat an uninsured contractor or subcontractor as your employee if he or she is injured while doing work for your company.***

Let's say you're operating as a sole proprietor and your state doesn't require you to purchase workers' compensation insurance on yourself. Then you hire a painter to paint your office. If that painter doesn't have workers' compensation insurance on himself and gets hurt working on your premises, he may well be able to make a claim against you. The same holds for a roofer, or a glazer, or a cleaning contractor. Anyone you hire to do work for your company could be eligible for workers' compensation benefits from your company.

That's why many larger companies will contractually require anyone doing work for them to show proof of workers' compensation insurance. A cleaning service operating as a sole proprietor may not be required by the state to purchase workers' compensation insurance, but its clients would be wise to insist on it before hiring that service.

Russia Travel Risk Guide
Dimity Budanov and Mark Bradshaw
O'Key Group
Moscow, Russia

Foreword

This document was assembled from consultations with business security professionals, local law enforcement officials and foreigners who have visited, lived and worked in Russia and a review of current security bulletins in print for the region. The scope of this briefing includes relevant and significant safety and security related incidents that visitors to Russia's major cities would most likely encounter or should be aware of.

Introduction

British statesman, Sir Winston Churchill, said that "Russia is a riddle wrapped in a mystery, inside an enigma." Many things in Russia are not what they seem, so be careful not to be deceived by appearances in the world's largest country. If you pack for variably poor weather, keep an open mind, are flexible, empathetic to cultural differences and able to tolerate the lacking infrastructure of this country, home to over 141 million Russians, Central Asians, Caucasians, Tatars (& > 100 other nationalities) professing Orthodox Christian, Muslim, Jewish, Catholic, Buddhist and other faiths.

Before you go

Arrange for transfer to your hotel from reliable, established transportation provider. Agree on plan to "meet and greet" (how to recognize, where to wait if you miss each other or if late arrival). Prepare 3 "files" (for home, office and suitcase) with copies of: passport, visa, credit card, and contact numbers for: local English speaking medical service provider, hotel, transportation provider, embassy, medical insurance provider, local partner's office and local security advisor (if available). Do try to learn the Cyrillic alphabet before visiting. It's not as hard as it looks, and it's helpful if you plan to travel independently.

Learn Russian for "hello", "excuse me", "please", "I do/don't understand", "thank you", "help me" and "goodbye". USD/ Euro/ GBP taken with you should be new, untorn bills. Check with mobile phone provider for rates and compatibility (option: buy/use a local phone & number in Moscow. Consider setting a daily limit on ATM withdrawals allowed. Pack medicines you may need. Leave costly jewelry at home. Bring small gifts and souvenirs of your hometown/company for your hosts and bring a few photos of your family/company/colleagues, etc.

Check the Russian Customs website for current information about required declarations on arrival:

<http://www.customs.ru/en/ftravelers/Undergoingcustomsinspectionproceduresforairtransportconveyance/>

On Arrival

As you leave the Customs zone, you will be pestered by drivers offering you taxi rides which you should ignore or refuse by silently shaking your head "no". (Talking to them increases their persistence.) Stick to the pre arranged "meet and greet" plan. If you're forced to hire a taxi on the spot, do so only after finding an official taxi stand and get a cash register receipt in advance. If you must exchange money at the airport, use a bank branch or an official exchange office.

In the hotel

When checking in, request that your visa and migration card be registered and returned to you ASAP so that you have it when you go outside. Store valuables in a safe. Use discretion in giving out personal and business information to strangers. Politely hang up if you receive a harassing phone call and report it to the manager. Refrain from inviting strangers to your room. Always inquire before opening your door. Beware of vulnerability of information when using business centers and WiFi networks - industrial espionage, hacking, etc. is common.

Out and about - general information

Most problems can be avoided by being constantly aware of the changes occurring in your surroundings, thinking defensively and using common sense, just as you would if visiting your first time any unfamiliar large world capital city. Most major cities are relatively safe for sensible visitors who realize "they aren't in Kansas anymore".

Beggars - Usually "controlled" by organized criminal groups and best not to patronize.

Communications - Keep a cell phone with you at all times. If without a cellphone, in an emergency, offer to pay rubles to someone with a mobile phone & ask them to make the call for you. Overcome language barriers by speaking English slowly with vivid gestures and/or using pen and paper. Do not speak loudly in public and attract unnecessary attention to yourself as a foreigner unless you're in danger.

Civil unrest - Low risk since the economic & political environments are stable and under government control.

Crime - Following basic common sense rules will reduce the risk of crime. Individuals must be briefed about potential local dangers, particularly if visiting Russia for the first time and staying long. On the whole, the criminal environment has been continuously improving over the last decade. For comparison, the total number of registered crimes in Russia is comparable to France and Italy.

Dealing with authorities - Bureaucratic procedures can be cumbersome and the level of corruption can be appalling. Be firm but patient and respectful; it is an offence to insult an official. Keep with you at all times: passport, visa, registration, and phone numbers of your security consultant, hotel, transportation provider, colleagues, host company, business partner and embassy/consulate.

Female travelers - There are no specific security threats facing foreign women visitors. However, they should always maintain standard security precautions, especially when traveling alone. In particular, they should order taxis through their hotels, as they have been vetted. Women have been assaulted by the drivers of taxis hailed in the street.

Although foreign women are generally safe in international hotels, when traveling alone they run the risk of being mistakenly identified as a prostitute by other hotel guests. A similar view may be taken of women visiting bars or restaurants alone. While unpleasant and possibly intimidating, it is unlikely to lead to security problems.

Female travelers may find that male colleagues and associates go out of their way to open doors and help women out of cars and trams. This social courtesy should be understood as just that, and no offence should be taken.

Fire safety - Poor implementation of regulations results in hazardous situations in many buildings. This means that many fire exits, windows and access doors are locked unexpectedly.

Health and Hygiene - Although Russia does not require any vaccinations to enter the country, consult your physician about updating your diphtheria, tetanus and tuberculosis vaccinations. Some doctors

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recommend protection against hepatitis as well. Air pollution can be a health concern in Moscow and in other large cities and the winter months are fraught with colds and influenza.

Sanitation levels vary. They are equal to Western standards in major hotels but are inferior in public restrooms and some restaurants. Keeping sanitary wipes handy is advisable. Avoid tap water: bottled water is readily available.

Make sure you have good medical insurance that uses Western run clinics (American Medical Center, European Medical Center, etc.) and allows for evacuation in the event of a serious medical emergency. Western standard health-care costs are astronomically high in large cities and the standard Russian medical system is unreliable and not prepared to treat foreigners in English.

Hotels – International hotel chains such as Marriott, Hyatt, Radisson, Ritz, Holiday Inn, Novotel, Kempinski etc., are only in large cities, in high demand and can be expensive. Make reservations well in advance. These hotels have Wi-Fi, business centers with computers, telex and fax machines. Less modern hotels lack central switchboards, and each room may have a direct telephone number. Mafia-run prostitutes seeking hard-currency clients frequent all Russian hotels: prostitutes have been known to drug clients before robbing them.

Kiosks – Best to avoid. Food quality may be suspect, and stopping here would increase your chance of an encounter with pickpockets or undesirable local residents

Local police – Can be corrupt and unreliable on occasion. Few police officers speak even basic English (or other foreign languages). Officers are underpaid, and frequently take bribes in exchange for dropping cases or releasing criminals. They sometimes stop foreigners to verify that your visa has been registered. Police officers are obligated to identify themselves when addressing you. Be polite and try to assist, but if their behavior is suspect, let them know that you must contact the embassy to request assistance/instructions. You may also want to ask them to show you their police ID card, which will have the following info which you can write down: name, rank, badge number & supervising officer (technically, you are entitled to request such.)

Local transportation – Use a reliable and established transportation provider or a vehicle provided by the hotel. Even official looking taxis near clubs/restaurants should be avoided. Never enter a cab which has a passenger. Mass transit is inexpensive yet difficult/more risky with no language skills. Traffic jams can eat up considerable time. Do give up your seat on a bus or the metro to an elderly or handicapped person or if there's a woman standing with young children.

Major events/concerts/public holidays - Best to avoid events that attract large crowds.

Money/credit cards/ATMs – Do not flash contents of your wallet. Ruble is official currency (Central Bank rates usually fluctuate around 30 RUB=\$1, 45 RUB=Euro1, 50 RUB=GBP1). Exchange hard currency for rubles in hotel or bank as independent exchange offices can defraud; ALWAYS check and recount money received BEFORE walking away! Keep credit card in sight when making purchases. Use ATMs in hotel/reputable bank; block view of keyboard when entering PIN and check that the ATM has not been modified with a faux façade/card reader.

Visitors should ensure that they have sufficient hard currency cash with them to cover all contingencies if necessary but should take extra security precautions when carrying large amounts of cash. Visitors should note that it is illegal to pay for goods and services with foreign currencies – only rubles may be used.

Museums - Do be aware that museums and other attractions often have two fee scales, one for Russians and a more expensive one for foreigners. If you're charged the higher price, you aren't necessarily being cheated.

Organized crime – Kidnappings, contract murders, extortion still occur in Russia (Western businessmen are very rarely targeted). If presented with an illegal proposition or faced with an extortion attempt, advise threatening party that you will pass along his request to decision maker in your company. Immediately contact your local security advisor and/ or embassy.

Passenger safety - Buckle up and sit in the back seat as many drivers on the road are incompetent/reckless/carefree. To save time, have the address of your destination written down to show the driver, presuming he won't speak English.

Pedestrian safety - Cross only in official crosswalks (often underground) where indicated and never trust a vehicle to stop, even if it's "supposed" to. Sidewalks are sometimes used by vehicles: PEDESTRIANS BEWARE! In winter and spring, beware of falling icicles, which kill several people every year.

Post – The national postal system is inefficient and unreliable. Correspondence can be opened without your knowledge by law enforcement.

Racial violence – Racially motivated violent attacks on people of color from local "skinhead" groups are growing, usually in public places frequented by lower income wage earners (e.g. metro, outdoor markets). Moscow, St. Petersburg and Voronezh have witnessed the most incidents.

Restaurants/discos/cafes – Remove valuables from coats before removing. Do not leave your drink unattended or you may wake up the next morning in a stupor without your valuables. Secure any WiFi traffic. Ask for advice from concierge/local host for establishments with a "good reputation" do not go alone and do not leave with strangers. Don't be surprised by low standards of services in shops and restaurants. Employees are frequently brusque to the point of being impolite.

Don't expect smoke-free restaurants. As Moscow becomes more westernized, many newer establishments are setting aside areas for non smokers, but the Russians frequently ignore such distinctions.

Tipping is typically from 5% to 15%, depending on the quality of service.

Scams to avoid - Street gambling (Ponzi scheme), deaf/mute "beggars" (pickpockets) or a dropped wad of money found by a "passerby" who then offers to split with you. Keep walking and ignore those attempting to lure you into these costly traps

Shopping – A calculator helps convert ruble prices to your currency. Never leave valuables in changing room unattended. Returns possible for 2 weeks with check. Many warranties invalid outside Russia. Avoid art/antiques (require special export permit & many frauds). Counterfeits are rampant (designer clothes/pharmaceuticals /music/DVD/FMCGs).

Social etiquette - Best to keep relationships/friendships within the group of people related to your business visit, as unsolicited interactions with strangers may be misunderstood/misused. Don't speak loudly in public places—it's considered rude. Russian men and women fill traditional roles for their respective genders. Small gifts and gratuities are accepted and expected. Birthday celebrations and holidays are important to acknowledge and celebrate.

Stray dogs – Current animal control policy discourages extermination of stray dogs, which are becoming more of a problem in large cities. They gather in packs, live in parks and near outdoor markets and can attack unexpectedly, so best to avoid if observed.

Street crimes – Theft is a serious problem for the underground metro, bars, big shopping malls, cafés and medium class restaurants. Criminals usually act in groups preying on large crowds. Thefts are aimed at getting money, personal belongings and even car keys. Secure your valuables and passport at all times. Avoid close contact with strangers and those who approach suddenly & attempt to engage you in a conversation or who attempt to touch/stand near you.

Robberies are not limited to specific areas of large cities and are usually committed in the evening or at night. To avoid robbery, minimize walking at night and stay on main, well lit streets with more traffic.

While less of a problem than it once was, every large city (often around train stations) still has its share of "gypsies." These children or adults (who may not be of Gypsy origin) may approach you, offering to tell your fortune, begging or simply swarming around you. If this happens, while continuing to walk away, hold tightly to your valuables, keeping in mind that their aim is to distract you momentarily (perhaps by getting you to push them away), at which point they will snatch your valuables and be gone.

Taking photographs - Do be careful when photographing governmental buildings or private houses. If a guard approaches you and asks you to leave or stop, it's best to do so. Don't take photos in the metro (subway) or train stations without an official permit—while tourists often take photos, it is officially prohibited and could result in a fine.

Terrorism – some large cities have seen some deadly terrorist acts (including hostage taking and suicide bombers) in the past few years, mostly related to violent Chechen based groups. Police are constantly on alert for such activity.

Thieves and pickpockets - Avoid close contact with strangers and those who approach suddenly & attempt to engage you in a conversation or who attempt to touch/stand near you. Secure valuables and passport.

Threat of physical violence - If you are threatened by a violent person, it is best to move away as quickly as possible to defuse the situation. If necessary, start yelling for help to call attention to your situation.

Getting around the country

By Air - Security procedures for internal flights are flawed. Lack of funding and poor maintenance make travel with Aeroflot, Transaero, S7, Krasair and other airline operators less safe inside Russia than on international flights. Transaero is the best alternative to Aeroflot. Travelers should avoid unscheduled charter flights where possible. Particularly dangerous are regional helicopter services, common in remote areas of Siberia and North Russia.

Indicator boards at regional airports are written in Cyrillic, and the information may not be continually updated. Information about flights is usually announced (in Russian) by staff who often do not have public address systems. As a result, non Russian-speaking visitors can get confused and sometimes miss flights. A useful tip is to keep your eye on someone you have identified as a fellow passenger and board the plane at the same time.

By hired (rental) car - Short-term visitors should not drive hired cars themselves for many reasons: it is easy to commit driving offences by mistake, driver behavior can be aggressive, some traffic laws are obscure, signs can be half-hidden, and traffic police often stop cars to extract bribes and fines on trumped-up charges.

By public transport - Public transport in main cities is reasonably efficient, clean and safe during the day, though it is busy during peak hours. Do not travel late at night on near-empty vehicles: visitors are occasionally mugged.

Underground metro trains, buses, trams and trolley-buses operate a flat fare regardless of destination. You can buy tickets for buses, trams and trolley buses from the driver or from kiosks near the stops. On the underground metro (subway) in Moscow, St Petersburg and some other large cities, magnetic cards available at station counters are used in automated gates. Monthly magnetic passes that cover all forms of transport are very convenient, even for short-stay visitors. Underground metro and buses normally run from 06.00 until 01.00. Many underground metro stations in Moscow and St. Petersburg are tourist attractions. Secure valuables while traveling to avoid being victimized by professional pickpockets.

By Taxi - Where possible, travelers should use only official taxis or their own transport provider. Most major hotels in Russia run their own taxi services, which are expensive, reliable and the safest means of transport after dark. Avoid offers for a ride from drivers who congregate outside international hotels; they are more expensive and usually less safe than even taxis hailed in the street. If no "safe" transport is available, it is possible to hail a taxi on the street by standing on the side of the road and holding out your arm. Taxis and private cars (and sometimes ambulances or other vehicles) will stop. Do not get into a vehicle if the driver makes you feel nervous or if the vehicle is already carrying passengers. Visitors using taxis hailed in the street should agree the price before getting in: taxi drivers ignore their meters, which in any case are usually broken. Find out the going rate from local residents. Prices are usually higher at night and when traveling to and from airports. It's safer to sit in the back seat. Have the address of your destination written down to show the driver, presuming he won't speak English.

By Train - The railway network is extensive, but trains to most destinations are painfully slow. However, overnight services to St Petersburg, Nizhniy Novgorod and other destinations 8-10 hours from Moscow can be a quite pleasant alternative to flying. Sleeping cars are relatively comfortable, but sanitary facilities do not meet Western standards: take toilet paper, soap and drinking-water for long journeys. On international routes, expect long delays at borders for customs and border control procedures.

Robbery is an increasing problem on longer journeys, particularly on the Moscow - St. Petersburg route: passengers on night trains should take strong chains to lock their compartment doors. In general, it is inadvisable to travel alone on train services.

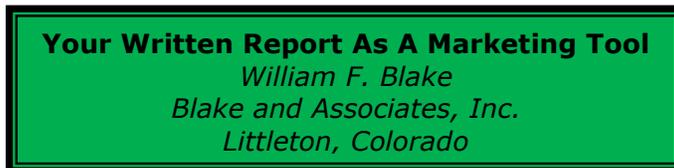
Note: Security situation in the breakaway republic of Chechnya makes travel there unacceptably dangerous. The threat of kidnapping in Chechnya is too high for any company to conduct operations involving expatriate staff. Whatever assurances Chechen officials may offer, nobody in Chechnya is capable of guaranteeing security for foreign visitors. Repeated kidnappings indicate that even high-level political contacts and teams of bodyguards are not sufficient protection against kidnapping.

Chechen groups are also capable of mounting kidnapping operations in other parts of the North Caucasus region, especially Dagestan, Ingushetia, South and North Ossetia, Kabardino-Balkaria. Expatriate personnel should avoid all travel to these regions.

On Departing

Check the Russian Customs website for current information about required declarations on departure:

<http://www.customs.ru/en/ftravelers/Undergoingcustomsinspectionproceduresforairtransportconveyance/>



Professional report writing is a skill that can be a *killer* for some private investigators. It must be composed only of facts and not contain wording that can be misleading or requiring interpretation. Our everyday conversations contain words that have an implied meaning other than the intended factual meanings.

The value of your report can be dramatically damaged unless extreme care is taken to ensure accuracy. A substantive error can be very damaging to your reputation. In an assault, if the actions of the perpetrator are erroneously attributed to the victim, everything else in the report is suspect.

Poor English or grammar is a reputation killer. Improper capitalization and punctuation are, unfortunately, a common error in many reports.

In the era of modern computers with a spell-check feature, there is no excuse for misspelled words or typographical errors. Such errors clearly demonstrate carelessness and apathy. The use of a spell-check feature does not guarantee accuracy. How many ways can you spell the liquid substance that comes from the sky that have the same pronunciation? While you meant to say "the rain came at an inopportune time", spell-check may not identify an error if you used the words "rein" or "reign".

The best written report can be easily destroyed by dirt and extraneous markings on the pages. Keep your coffee cup away from your computer!

A well-written report is an example of your work that will be seen by many people for many different purposes. It signals to all the quality of your work. The highest quality work with a poorly written report will always be viewed as poor quality work.

State things clearly and directly. You are compensated for the quality of your investigative effort--not for the number of words in your report. Brevity with completeness and clarity are the keys to a well-written report.

Do not speculate or guess. You have been tasked to determine facts and provide accurate data. Anyone can guess and speculate! Why spend money for an investigation just to have someone else do what you can do: Guess!

Don't use boilerplate language. Boilerplate language indicates that all situations have common facts that can be expressed in terms that do not differentiate your situation from all others. Each situation is different and should be described in terms unique to the situation.

Avoid absolute words--"always" and "never." It is the rare situation where absolute words can be used without being subject to question. Before using these words, make sure you can justify their use.

Make sure the report is not vague, equivocal, or uncertain. Any report should be factual and specific in detail. If for some reason there is justification for using vague or uncertain terminology, the reasons should be spelled out in your report.

Avoid emphatic language, exclamation points, bold face, italics, and capital letters to emphasize findings or conclusions. Unnecessary emphasis within a report can indicate your personal opinions, bias, and prejudices when your role as an investigator is to simply collect factual data and let others make their own judgment.

Use the active voice--"John hit Joe", not "Joe was hit by John." This shows assertiveness and that you are comfortable with the information you have developed. The active voice is strong as opposed to passive and weak.

Use precise (specific, clear cut) language. This is another indicator of your confidence in the work produced and reduces the probability of others misunderstanding the facts.

Define technical terms and language. You can never assume that the reader will be familiar with technical terminology. The excessive use of unfamiliar technical terminology confuses the reader and may lead to an assumption that the writer is attempting to display his technical knowledge and belittle the reader--the person who is paying for the report.

Avoid evidence of bias. Nothing will call your report into question quicker than evidence of bias. You have been retained to report facts and not express your personal opinion through apparent biases in your report.

Use confident language--not hedge words--"it seems," "could," "apparently," or "I believe." Failure to use confident language may appear to the reader that you question some of the information being presented as facts.

Use objective (unbiased) language and avoid subjective (prejudiced) characterizations. You cannot be impartial when you use wording such as "Joe Smith, the perpetrator" in your report. Remember you do not provide legal advice. You provide facts and let the reader arrive at their own conclusions.

Avoid commenting on the credibility of witnesses. This is another example of inserting your opinions into the data and not letting the reader evaluate the source of your information. In some cases, this could lead to legal difficulties for the writer.

Insure internal consistency. Make sure that if "Smith shot Jones" at the beginning of your report that it does not change to "Jones shot Smith" or "Smith shot Johnson" in latter parts of the report. This could be embarrassing at the least and devastating to your reputation at the extreme.

REPORT "NO-NO'S"

Never use the words "legal" or "legally". Remember you are an investigator and not an attorney, unless you have a law degree, and then be careful.

"Draft". When you annotate a report with this title, it announces to others that there are other versions of this report. They will be reviewed for consistency between the reports and you may be required to explain the differences.

"Probable," "substantially," or "possible" are ambiguous words. These words may show that you are not sure of the information contained in your report and should be avoided except in very rare circumstances.

"Obviously" or "clearly" are patronizing, condescending and presumptive words. To many it would indicate that you question the reader's ability to recognize obvious facts. Insulted clients do not return for additional insults.

"Appears," "presumably," "supposedly," "is said," or "evidently" imply uncertainty. This is another example of letting others know that you do not have complete confidence in the information in your report. If information is questionable, state that fact in clear cut language.

"He," "she," "it" or "they": These words are confusing and uncertain as to identity. It is better to use proper names such as "Mr. Jones," or "Mrs. Smith" to reduce misunderstanding.

Royal "we": One person is writing the report and "we" suggests more than one report writer. Using "we" to attribute success as a combination of individual collaborative efforts is commendable but not acceptable when writing a report that you will be signing.

"Complete," "thorough," meticulous," and "exhaustive": These words are self-serving and hold the investigator to extremely high standards. During the review of your report, other ideas and investigative leads may be identified, thus bringing your "exhaustive" report into question.

Report writing skills are extremely important to your professional and personal reputation. When you do things correctly your reputation will remain intact. If you do things incorrectly, it may cost you clients.

**Veterans' Charity Auction
and Raffle**

*Nancy Poss-Hatchl
Helios Investigations, Inc.
Santa Ana, California*

Intellenet's official charity is the *Philadelphia Veterans' Affairs Medical Services Palliative Care Service*. It directly benefits the dying veterans of all wars who are in the Palliative Care Wing of the hospital. All donations are tax deductible for U.S. taxpayers.

The auction and raffle will be held at the conclusion of the Welcome Dinner on April 13, 2011. Jerry Adams, aka "Stud Muffin" will be the auctioneer and he is expecting generous support for this effort. Additional donations will be accepted until the time of the auction. All donations should be sent to Nicole Bocra, Infinity Investigative Solutions, 10428 Business Center Court, Manassas, Virginia 20110, 703-528-5882.

As of February 15, 2011, the following items have been donated:

For the Raffle

Two copies of *The Murder Room*, a best seller by Michael Capuzzo, autographed by the author and donated by Jim Carino.

One copy each of *Basic Private Investigation: Business Organization and Management and Basic Investigation Skills* and *Advanced Private Investigation: A Manual of Advanced Investigative Skills for the Private Investigator*, edited by Bill Blake based on individual chapters provided by Intellenet members.

One free admission to the IAAR Annual Conference at Planet Hollywood, Las Vegas, Nevada, in November 2011, an \$800 value donated by Charles Intriago, President of IAAR.

For the Auction

One National Collector's Mint Gold Coin commemorative of 9/11 with Certificate of Authenticity, donated by Jim Carino.

One autographed copy of Jeff Leen's Pulitzer Prize winning novel *Queen of the Ring* who will be one of our dinner speakers.

One Uniden Bearcat Scanner used by the Clinton Administration Press Corps in 1994 with Certificate of Authenticity, donated by George Michael Newman.

One large size blue jacket with the Intellenet logo donated by Don Johnson.

An original oil painting *After the Rain* and several packages of blank note cards with Dorian Caldwell's artwork, donated by Greg and Dorian Caldwell.

One Day Cruise on the Chesapeake Bay on the 38 foot Mariner Motor Yacht *Sea Angel* for a party of four, including a luxury lunch for use between May and September, donated by Eileen Law.

One updated copy of *Private Investigator Software Management Program*, a \$379.00 value donated by Harvey Morse.

One free admission to the CSAR Certificate Exam to be taken at any of 560 IAAR-Kryterion Testing Centers Worldwide: a passing grade gets the Certified Specialist in Asset Recovery, donated by Charles Intriago, President of IAAR.



Investigative & Security Professionals for Legislative Action (ISPLA) thanks the officers, board, and general membership of INTELLENET for the strong support we have received since our formation just two years ago.

Last year INTELLENET amended its bylaws granting us authority to carry out our mission on behalf of INTELLENET's interest in legislative and regulatory matters. (Pertinent portions of the agreement between the two organizations appear at the end of this report.) We hope we have met your expectations with our lobbying efforts in Washington.

During the 111th Congress (a two-year term), which concluded this past December, every bill of concern to our organizations either failed to pass or was amended favorably. If you review prior issues of this INTELLENET newsletter, which are also available online, you will find ISPLA reports on these bills.

As we now address legislation being offered in the 112th Congress, we seek to continue achieving similar results during 2011 and 2012. Bills introduced thus far in 2011 that are of interest to investigative and security professionals are identified on ISPLA's website at www.ISPLA.org.

ISPLA hopes to duplicate on the state level the success it has attained at the federal level. We have received requests from various state professional organizations as well as individual members of both INTELLENET and ISPLA to utilize our expertise and resources to address state issues. Of note is ISPLA's daily state bill tracking system, which gives INTELLENET and ISPLA'S state professional association members immediate news updates regarding adverse legislation and regulations being offered throughout the U.S.

"Good work! It's gratifying to see your aggressiveness and the direction you guys are taking."

- Alan M. Kaplan, ACE - Attorneys' Investigative Consultants - Las Vegas, Nevada

The proactive legislative agenda of ISPLA has not gone unnoticed. Emerging state issues have caused professional associations to seek the support of ISPLA. As an example, ISPLA is actively addressing the issue of legislation regarding GPS tracking in a variety of ways. In Michigan, ISPLA executive committee chairman and INTELLENET board member Peter Psarouthakis was instrumental in gaining an exception for professional investigators to utilize GPS tracking while conducting lawful investigations. He also assisted organizations in Georgia and Ohio regarding this same issue.

INTELLENET and ISPLA executive committee member Nicole Bocra helped organize lobbying efforts to hold back an ill-conceived GPS bill offered in the Virginia legislature, an ongoing legislative initiative in that state. In the near future, ISPLA also expects to deal with similar GPS tracking bills in New York and some New England states. If we do not win every battle, it will not be for a lack of trying!

Another current example of ISPLA offering state assistance is on the issue of private investigator licensing in Colorado. After numerous unsuccessful attempts, the Colorado legislature has now offered what appears to have an excellent chance of becoming a viable State licensing bill. HB 11-1195, "Concerning

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the Voluntary Licensure of Private Investigators," warrants the backing of all investigative and security professionals. ISPLA supports the passage of this voluntary PI licensing bill, and we congratulate the fine work of Colorado investigators who testified before that state's House Judiciary Committee and the positive results that they helped to obtain.

For more than a decade, Colorado has provided a safe haven for private investigators that have lost their PI licenses in other states only to set up shop in Colorado. The proposed voluntary PI licensing bill is at least a first step in the right direction.

As ISPLA anticipated from the time of its initial review of this proposed legislation, there was opposition to provisions of the bill which granted the licensed investigator unredacted access to records not necessarily open to the general public. Such exceptions are routinely opposed by First Amendment organizations, and this was the case in testimony before the Colorado House Judiciary Committee. ISPLA conferred with that state's Department of Regulatory Agencies, expressing our support of the efforts of Colorado investigators to pass a licensing bill.

Hopefully, Colorado's ultimate success will be an example for the remaining unlicensed states to follow. Our hope is that one day in the near future we will be able to tell Congress that PIs in all states are licensed, vetted, and regulated. Many times when ISPLA is meeting with members of Congress to carve out an exception to restrictive legislation, we are confronted with the question about the five states that have no state licensing or regulation. Passage of a voluntary licensing scheme in Colorado is a first step towards addressing this issue. State associations that intend to implement state licensing of private investigators can count on ISPLA's support and lobbying experience to help achieve their goal. (More on ISPLA's lobbying for passage of this Colorado legislation may be found on a page dedicated to this issue on the ISPLA website.)

ISPLA has and will continue to provide what input we can to secure the support of the International Association of Security and Investigative Regulators. As you may know, ISPLA director of government affairs, Bruce Hulme, represents the private investigation sector as a non-voting member of their board. IASIR, an organization of state and provincial regulators of our profession in the U.S. and Canada, has long favored licensing, regulation, and enforcement of laws and regulations affecting our industry.

"INTELLENET Guideline Letter 2003-4 pertaining to the INTELLENET Select Committee for Legislative Matters, established April 23, 2003, is hereby amended by Resolution of the Board, stipulating that the functions of this committee will be hereafter solely assigned to Investigative & Security Professionals for Legislative Action, also referred to as ISPLA, which will periodically confer with the INTELLENET Legislative Liaison Board member. ISPLA will be retained to independently handle legislative and regulatory monitoring, government affairs, advocacy programs, and report on significant proposals, acts, treaties, agency and commission rulings, court decisions and laws which may affect INTELLENET members and the private investigations profession and the security industry. ...ISPLA and/or the INTELLENET Legislative Liaison Board member will be the sole authorized entities to provide information concerning legislative and regulatory issues to the listservs and publications of INTELLENET. ISPLA will have authority to conduct political action activity of INTELLENET members through ISPLA-PAC and through its government relations work on behalf of INTELLENET..."

ISPLA Executive Committee

H. Ellis Armistead, Nicole Bocra, Jim Carino, Jr., Alfred P. Cavasin, Paul Dank, Alan E. Goodman, Richard Horowitz, Esq., Bruce H. Hulme, Paul Jaeb, James H. Olsen, Peter Psarouthakis and Ed Spicer