



INTELLENET QUARTERLY

SEPTEMBER 2011

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Carino's Corner

*James P. Carino, CPP, VSM
Executive Director*

The third Intellenet Private Investigative book is about ready to be sent to the Publisher. It is tentatively titled: Advanced Private Investigation, More Advanced Skills for the Private Investigator. Each of the Chapters in all three volumes has been authored by Intellenet members. Many of the subjects address an investigative niche.

What is, and why is an investigative niche important one might ask? One definition and the one applicable to us as investigators is: "A situation or activity specialty suited to a person's interests, abilities, or nature". Thus, through our education, training and experience in the broader sense of the definition we have chosen our career in the investigative/security profession. But as investigators in today's society with such emphasis being placed on privacy issues, legislation may curtail access and availability to database information essential to our survival as an investigator. Also negatively impacting on our livelihood is the current economic climate where the lack of billable time is threatening the survival of many. This two headed threat of the economy and legislation is thus, suggestive of developing a legislative and recession proof niche.

Various subjects in both the published Intellenet books and the third scheduled for spring 2012 release, suggest and address many areas of investigative activity that are both recession and legislative niches offering opportunities to survive in an ever changing climate facing the private investigator. Each of us will be well served to re-evaluate our credentials and expertise and the ever present threat of adverse legislation with a view toward re-assessing our business model to determine if our business plan needs either only fine tuning or a major re-write.

Most state, national and international associations hold their annual seminars/conferences during the traditional September to June academic year. Does your "planning for survival" include keeping current in job knowledge? If so, attendance at appropriate conferences is one approach. Perhaps pursuance of an academic degree or merely enrolling in an academic course in a non-degree status may help development of a niche. Also, two published Intellenet books can offer suggestions and provide stimulus for developing a recessional legislative proof niche.

Members in the News

Rob Granzow, D-list, Tyco Electronics, Pennsylvania, **Rick Panske**, D-list, Oshkosh Corporation, **Cynthia Herrington**, Wayne, NJ, were speakers at the 2011 ACFE Conference in San Diego, CA, and **Dave Williams**, Huntington Beach, CA, was an exhibiter at the same conference; **Nicole Bocra**, Arlington, Virginia, was appointed to the Virginia Private Security Services Advisory Board, and recently earned her CFE designation; **Jeff Stein**, West Chester, PA was elected as Vice President of the West Chester University Board of Directors; **Jeff Stein** and **Brenda Beyersdoerfer**, Cincinnati, OH, were recently certified as Certified Criminal Defense Investigators (CCDI). **Kelly Riddle**, San Antonio, TX, was the Texas Association of Licensed Investigators Conference Chairman for the TALI annual conference on August 18-20, 2011 in Fort Worth TX. **Kevin McClain**, Centralia, IL, **Reggie Montgomery**, Allendale, NJ, **Brian Ingram**, Waxahachie, TX, **Jim Carino**, Gladwyne, PA, **Steven Rambam**, Brooklyn, NY, **Edmond Martin**, Austin, TX, and **Jimmie Mesis**, Freehold, NJ, were presenters at the TALI Conference; **Don Johnson**, Bloomington, IN has been accepted into Infragard, the FBI's information sharing program with the private sector "related to the protection of our nation's critical infrastructure from both physical and cyber threats." **Tanya S. DeGenova**, TSD Consulting, Boston, MA has been recognized several times during these past couple of months in local papers e in Marblehead-Salem, MA area for her accomplishments in Toastmasters and in the Rotary Club. In Toastmasters, she was recently awarded the "Competent Leader Award" and in Rotary, she serves as the PR Chairman and works on several fund-raising committees to provide scholarships to local youth and to improve the lives of people in need in her community; Jim **Zimmer**, Benchmark Investigations, San Juan Capistrano, CA, received the Distinguished Achievement Award at the California Association of Licensed Investigators conference in Reno, Nevada. **Bill Blake**, Littleton, Colorado, **Bruce Hulme**, New York, New York, **Stuart Drobny**, Norristown, Pennsylvania, and **Rashid Ali Malik**, Karachi,

Pakistan were speakers at the Pennsylvania Association of Licensed Investigator's conference in Harrisburg, Pennsylvania hosted by **Jeff Stein**, Exton, Pennsylvania; **Brian Ingram**, Waxahachie, Texas was recently elected as an At Large Director of TALI; **Jack Chu**, Hong Kong, **Cynthia Hetherington**, Wayne, New Jersey, **Werner Preining**, Vienna, Austria, and **Kevin Ripa**, Calgary, Alberta, are among the presenters at the ASIS International Conference, September 19-22, in Orlando, Florida.

Know Your Fellow Member



Thomas E. Fruit
Elon Associates, Inc.
Augusta, Georgia

Tom has over 24 years of experience as a private investigator in the Georgia area. He worked for other premier investigative firms in Georgia prior to establishing his own business. His business practice concentrates on due diligence investigations, mortgage fraud audits, background investigation, database research, as well a criminal and civil

litigation matters. He was the lead investigator in the Atlanta office of one of the world's largest investigative firms. He is a graduate of the University of Georgia with a Bachelor of Arts degree in Criminal Justice.

New Members

Goolam Monsoor, Groupe AS Detectives, Paris, France; **Doug Wolfe**, Fidelity Investigations & Consulting, LLC , Phoenix, Maryland; **Phil Blossom** and **Harvey Wells**, Investigative Services Group, Inc., Toledo, Ohio; **Benny Basham**, Dial Services, Inc., Atlanta, Georgia; **Elizabeth Rincon**, Nuvida Data Forensics, Hillsborough, New Jersey; **Dita Dow**, Black Horse Investigations, Albuquerque, New Mexico; **Steve Grant**, Grant & McMurtrie, Edinburgh, Scotland; **Bob Relick**, Relick and Associates, Spring, Texas, **Emilio "Skip" Garcia**, SMG Consulting Services, Pembroke Pines, Florida **Malcolm Brammer**, Castle Hill, Australia.

PALI CONFERENCE



Left to Right: Rick Payton, President, PALI, Brigadiers Rashid Ali Malik, and Jeff Stein, Seminar Coordinator at the 2011 PALI Annual Conference in Harrisburg, Pennsylvania.

Lessons Learned*Stefan Salmonson**Protective Services, Inc.**Mora, Minnesota*

I now offer my presentation, "A Day in the Life of an Identity Thief" nationwide through several recognized financial management groups as an "added value" for their clients. In this 1-4 hour presentation, we teach the participants to think like criminals. They love it and ... the transfer of information is immediate. When they leave the presentation, (in the words of one participant) "they get it". Our "Goin' Home" presentation focuses on multiple safety/security challenges incorporated into the (typical) day of an employee/manager. I integrate their specific industry into my information/scenarios. Utility companies (Investor owned, municipals and cooperatives) have found the training to be very effective, empowering and (most important) memorable!

I am on target (2011) to offer 120 presentations ranging from key note (conference opening and closing) to break out sessions. Two rules for (successful) public speaking ... (1) always use humor if you want to get paid. (2) Let the audience catch a glimpse of who you are and what makes you successful.

Public speaking is an art form. If it is done well (no self-promotion), business will follow. When the audience compares what they know to your levels of expertise OR your current methods of reducing their risk, effective due diligence considerations and/or the newest industry standards for a specific topic, they will find a way to incorporate you (your firm) in their next conference, security assessment(s), background investigation(s) or just raising their staff's (or client's) level(s) of criminal awareness in a "lunch and learn" session.

To be an effective speaker, I spend at least two (2) hours each day pouring over multiple information sources.

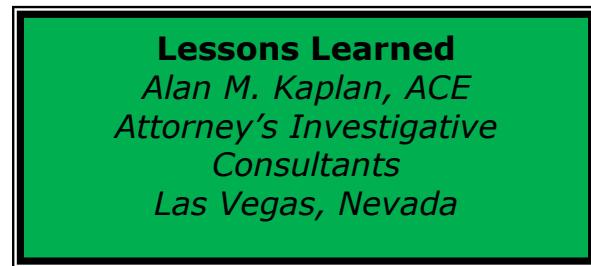
EXAMPLES:

- Intellenet
- InfraGard
- IceFishX (Risk management document generated daily by Minnesota analysts.)
- STRATFOR
- CSO Magazine (Daily briefings)
- OSAC
- ASIS - Security Management Daily
- Other miscellaneous sources

The information gleaned must be filed (printed and electronically) and readily available to utilize in any/all presentations. WARNING ... one you start this process you will quickly learn how much you do not know and double your efforts to find more, reliable information!

You must be physically fit. Instead of speaking from a podium, I use a lapel microphone and work the entire room. This is the only way for everyone to see you and for you to see them. Their body language will quickly tell you if you are "on target" with your message. At a recent keynote presentation, for a State-wide association, I had 1,200 people in the room. That is a lot of ground to cover and faces to "read". When the presentation is over, stop in break areas, walk through the vendor's area(s) or have lunch with the participants. They will enjoy meeting you and will want to tell you their story. NOTE: I always wait for a person (potential client) to ask for a business card. It is all part of the lasting connection(s) you are making. When you finally return to your car/room, you should be mentally and physically exhausted.

Target audience? I have found that human resources (HR) and safety professionals are the best contacts. Unlike security, who so often have a "my turf" attitude, HR and safety are quick to request assistance for a specific problem only you can address. They also have access to other senior managers who (typically) approve the funding for your services. Remember ... when you "save" someone with a time and/or security sensitive project, they will remember you forever!



Recently, we adapted a policy of providing free computer forensic services to the parents and guardians of missing teenagers.

As Nevada PI licensees for 32 years, we realize that missing teenagers were successfully recovered long before computers became a staple in the vast majority of Nevada homes. However, with the computer came a gold mine of potential investigative leads. In too many cases, that expanded opportunity has not been fully or properly exploited.

Aside from e-mail, instant messages and chat lists, social networks like "Facebook" and "MySpace" have become a favorite meeting and greeting place for teenagers to "hang out". Friendships are mapped out and confidences are exchanged. Needless to say, from an investigative standpoint, it is a big mistake to bypass those potential sources of

relevant intelligence. Nevertheless, cost and lack of expertise have left that source of leads underutilized.

In an effort to reverse that, we have, as mentioned previously, adapted a policy of offering free computer forensic services to parents or guardians of missing teenagers. The only criteria is that the SUBJECT be a bona fide missing person (a police report must have been made) who is under the age of 18, that the missing teenager have a history of using a particular computer and that the parent or guardian be able to ship or deliver that hard drive to us.

With this correspondence, we are making that same free service available to all Intellenet members so that you can use it as one of your investigative tools in those cases._This offer is good until cancelled.

We only ask that you pay for round-trip shipment of the computer or hard drive (or hand carries it to us.) We will furnish you the (sometimes voluminous) analytical results of our examination. In some cases we will develop so much data that it will be most practical to place the data on a thumb drive before shipping it to you. In those cases, we will ask you to either send us a large enough thumb drive or authorize us to buy one for you. Currently, those sell for around \$20-\$40. (16GB thumb drive) Please call us for instructions before you ship.

We will not prepare a formal report, and we will not attempt to analyze or follow up on leads that result from our examination. We leave those tasks in your very capable hands. The primary difference between this situation and all others is that you will not be charged anything for our services.

Following is the link to the webpage where we made that service available to the parents or guardian of the missing teenager.

<http://www.computerevidenceretrieval.com/Free%20Locates.htm>

Feel free to call us with any questions or suggestions you might have.

"Keep Your Powder Dry"

S. Beville May, JD

Prevent Claims, LLC

Exton, Pennsylvania

The expression "keep your powder dry" means "save your resources until they are needed," according to *The Phrase Finder*. Originally, it referred to keeping gunpowder dry so a musket would fire when necessary. So why use this term in connection preventing employment claims? It's simple really.

Reserve Those Key Law Firm Resources

When an internal employment complaint triggers an investigation, a company must decide who should be called in to do the investigation. Two choices present themselves: outside litigation counsel or an outside investigator. The best choice is to keep your powder dry! Otherwise stated, keep your litigator at the ready to give you legal advice. Use an outside for your fact-finding inquiry. Here's why.

If your law firm conducts the factual inquiry, it becomes a witness in any subsequent lawsuit. Since your litigators cannot be both fact witnesses and legal advocates, they cannot defend you when you need them most. So, keep them at the ready instead, and reserve them for the legal advice and zealous advocacy you will need. An outside investigator, not your litigator, is your best bet for the factual investigation.

Intellenet Book Project

Bill Blake

Blake and Associates, Inc.

Littleton, Colorado

The Intellenet Book Project continues to reap benefits for the association and its members. Books and publication flyers are available to any member who wants to use the books as raffle items at an association conference can contact Bill Blake at billblake2@aol.com. We encourage all members to market these publications to the maximum extent possible. These books demonstrate the expertise within Intellenet and from comments received from members and non-members alike, many people were not aware of the extent of experience and expertise available within our associations. The following is the table of contents for each book:

Basic Private Investigation: A Guide to Business Organization, Management, and Basic Investigative Skills for the Private Investigator, ISBN 978-0-398-08642-8, \$39.95

Private Investigation as a Second Career—Bill Blake

Organizing Your Private Investigation Business—Bill Blake

Transitioning from Law Enforcement to a Career as a Private Investigator—Dale Seymour

But, I'm not Ex-Law Enforcement or Military: Can I Do This?—Greg Caldwell

Developing Markets and Partnerships for Profit—Tom Miles

Marketing Your Business—Mike West and Diana Garren

Developing a Niche Business—Jim Carino

Professional and Ethics—Walking in the Minefield—Bill Blake

Financial Dispute Prevention and Resolution—Bill Blake

Interviews, Interpreters, and Statements—Bill Blake

Producing a Professional—Bill Blake
 Conducting Investigations in China—Jack Chu
 A Few Words about Investigations in Europe—Mary Fischer
 Professional Private Investigators in the Civil Justice System—Warren Sonne
 The Complexities of International Investigations—Bill Blake
 Conducting Investigations in Japan—Fred Coward
 Investigator Liability—Reggie Montgomery
 Foot and Vehicle Surveillance—Skip Albright
 Effective Surveillance Techniques—Chris Finley
 Employing a Competent Subcontractor—Bill Blake

Advanced Private Investigation: A Manual of Advanced Investigative Skills for the Private Investigator: ISBN 978-0-398-08652-7, \$35.95

Asset Search and Recovery—Al Ristuccia
 Competitive Intelligence: Knowing the Adversary—Bill Marshall
 Polygraph Examination—Steve Kirby
 Marine and Maritime Matters—Nancy Poss-Hatchel
 Forensic Accounting—Dan Ryan
 Investigating Employment Claims—Beville May
 Capital Defense Investigations—Kevin McClain
 Denied Party Screening—Barry Ryan
 Defending the Criminally Accused—George Michael Newman
 Locating Missing Heirs—Harvey Morse
 The Craft of Business Intelligence: An American View—Fred Rustmann
 On Providing Personal Protection—Stefan Salmonson
 Product Diversion—Reggie Montgomery
 Internet Profiling—Michele Stuart
 Threat Assessment and Interventions—Dana Picore
 Computer Forensics—Kevin Ripa
 Workers' Compensation Investigations—Lynda Bergh
 Insurance Investigations—Lynda Bergh
 Using Electronic Resources in Due Diligence Investigations—Barbara Thompson
 Accident Investigation and Reconstruction—Dave Duchesneau
 Employee Theft—Jeff Stein

More Advanced Skills for the Private Investigator (Tentative Title, Expected Publication Date is Spring 2112)

The Role of the Private Investigator in Premises Liability—Bill Blake
 What is Nursing Home Abuse?—Kelly Riddle
 Undercover Operations in the Private Sector—Dave Duchesneau
 Developing Practical Public Integrity Investigations—Mike West
 Protecting Our Assets—Kelly Riddle

Introduction to Security Assessments—Kelly Riddle
 Mortgage Fraud—Walt Valentine
 Technical Surveillance Counter Measures (TSCM)—Werner Preining
 Missing Persons—Nancy Poss-Hatchel
 The Art and Science of Life Insurance Investigations—Bill Marshall
 How to Identify and Solve Arson: An Investigator's Guide—Dave and Christopher Ziegler
 Homicide and Questionable Death Investigations—Bob Meinert
 "It's Just a Phone?"—People, Rumors, and Cellular Forensics—Kevin Ripa
 Basic to Advance Skip Tracing—Brian McGuinness
 Product Liability and Private Investigators—Warren Sonne
 Corporate Espionage: Vulnerabilities and Protection of Business Intelligence—Sandra Stibbards
 The Basic Elements of Crisis Management—Tom Miles
 The "Need to Know" in Employment Claims Investigations—Beville May
 Investigating the DUI Investigation—Troy Nuss
 An Investigator's Guide to Money Laundering Investigations—All Ristuccia
 Handling of Labor Disputes—Dave Duchesneau
 Kinesic Interviewing Technique—Sean Mulholland
 Making of a Security Expert Witness—Jim Carino
 The Art of the Background—Steve Kirby
 Workplace Violence—Recognizing Early Warning Signs—Reggie Montgomery

I have been in the investigation business for over 50 years and continue to learn much from editing the chapters for the various books. It still amazes me on the extent of knowledge and expertise that comes out in the various chapters.

I recommend that each Intellenet member work to publicize the books; not only for the royalties that Intellenet will receive but to market Intellenet and its members to fullest extent possible.

If you are an officer in a private investigation association, Intellenet will donate a copy of each book that your association can use as a raffle or auction item.

ISPLA UPDATE

Bruce Hulme

Director of Government Affairs

Congress is presently occupied with political posturing and quotes from Stratfor Intelligence below sums it up quite well.

"The American system was designed to be a phased process. By separating the selection of the legislature from the selection of the president, the founders created a system that

did not allow for sudden shifts in personnel. Unlike parliamentary systems, in which the legislature and the leadership are intimately linked, the institutional and temporal uncoupling of the system in the United States was intended to control the passing passions by leaving about two-thirds of the U.S. Senate unchanged even in a presidential election year, which always coincides with the election of the House of Representatives. Coupled with senatorial rules, this makes it difficult for the president to govern on domestic affairs. Changes in the ideological tenor of the system are years in coming, and when they come they stay a long time. Mostly, however, the system is in gridlock. Thomas Jefferson said that a government that governs least is the best. The United States has a vast government that rests on a system in which significant change is not impossible but which demands a level of consensus over a period of time that rarely exists."

As we approach the end of the first session of the 112th Congress, with the Democrats' control of the Executive branch and the Senate and the Republicans the House of Representatives, little movement has been made regarding federal bills about which we are concerned. Interest in privacy legislation remains strong, but other issues are more important to lawmakers. Security breaches and Identity theft continue to remain in the headlines and we expect that the Rupert Murdoch fiasco with tapping cell phone messages in the UK will still become an issue here in the U.S. followed by DOJ investigations focusing on the Foreign Corrupt Practices Act, violations of FCC licensing regulations possibly affecting Fox News, and Congressional hearings. But still, the media and Congress are presently preoccupied with the Republican candidates vying for their party's nomination, bringing jobs back to America, either reducing or protecting entitlements, Democrats calling for increased taxes, Republicans for none. A third of economists believe that we are heading for a recession. The main issue is still "the Economy."

President Obama's "health-care reform, was the foundation of an edifice that was never built. Indeed, the reform bill is caught in the courts, and its future is as uncertain as it was when the bill was caught in Congress. The Republicans, as expected, agree on nothing other than Obama's defeat. The Democrats will support him; the question is how enthusiastic that support will be."

He will now first focus on domestic policy: "That is where the public is focused. Even the Afghan war and the U.S. withdrawal from Iraq are not touching nerves in the center. His problem is twofold. First, it is not clear that he can get anything past Congress. He can then argue that this is Congress' fault, but the Republicans can run against Congress as well. Second, it is not clear what he would propose. The Republican right can't be redeemed, but what can Obama propose that will please the Democratic core and hold the center? The Democratic core wants taxes. The center doesn't oppose taxes (it is merely uneasy about them), but it is extremely sensitive about having the taxes eaten up by new spending — something the Democratic left supports. Obama is trapped between two groups he must have that view the world differently enough that bridging the gap is impossible."

Meanwhile ISPLA keeps plugging along, staying singularly focused on lobbying in Washington and monitoring issues of concern i.e., GPS tracking, SSN ban which would hinder database access, pretexting and undercover investigation issues, stalking, anti-paparazzi and anti-surreptitious video surveillance legislation, denied access, expungement, redaction and destruction of public records.

SOME OF ISPLA'S FULLTIME ACCOMPLISHMENTS (In Just 2 ½ Years!)

- Founded a national non-profit association with the sole mission of lobbying, as our name implies, INVESTIGATIVE AND SECURITY PROFESSIONALS FOR LEGISLATIVE ACTION
- Founded the first National, Non-Partisan Political Action Committee exclusive to the Security and Investigations Industries
- Presented the very first ISPLA-PAC donations to members of Congress on behalf of security and investigative professions and contrary to the actions of other professional association political action committees representing investigators and contract security firms, ISPLA has filed all required FEC reports without having to amend them, has not accepted illegal PAC contributions and distributed all PAC funds to qualified Congressional candidates during the 111th Congress.
- Established the first and only Comprehensive, Live, Legislative Tracking System for members monitoring ALL Federal Legislation and that of each of the 50 states specific to the Investigative and Security professions
- Made contact with every member of the U.S. House of Representatives during the 111th Congress
- Met with every Congressional sponsor of bills of concern to the investigative and security professions during the 111th and 112th Congress
- Met with the FTC, FEC, SEC, U.S. Courts, NARA and DOJ on issues of mutual concern
- Monitored Congressional hearings, reviewed testimony and conferred with Committee staff on all bills of concern
- Represented the private investigative profession at annual meetings of the International Association of Security and Investigative Regulators. ISPLA's legislative director serves as sole elected board member representing private investigators.

- Assisted professional associations in their legislative agendas and made lobbying presentations in California, Indiana, Maine, Massachusetts, Michigan, New Hampshire, New York, Ohio, Oregon, Pennsylvania, West Virginia, Tennessee, Texas, Vermont, Virginia, West Virginia and Washington
- Alerted several national associations about the introduction of or fast-moving bills and conferred with their government affairs representatives.
- Participated at U.S. House Judiciary Committee briefing on Solutions to the Indigent Defense Crisis
- Created alliances with like-minded stakeholders regarding particular privacy issues (Cato Institute, First Amendment groups, Law Enforcement Associations and Innocence Projects)
- At invitation of U.S. Department of Justice, participated at the National Symposium on Indigent Defense: Looking Back, Looking Forward
- Appeared as panelist at the American Bar Association's Annual National Conference on Professional Responsibility: The Ethics of Investigations

With over 100 years of proven legislative experience ISPLA is singularly focused on the needs of the investigative and security professions. Be part of a forward thinking and proactive movement to protect your profession. Join ISPLA now! www.ISPLA.org