

The
FALI FORUM
FLORIDA ASSOCIATION OF LICENSED INVESTIGATORS
Volume XIII, Issue 8 August 2006

"Just because you do not take an interest in politics, doesn't mean politics won't take an interest in you."

- Pericles

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FALI PRESIDENT'S MESSAGE

By the time you receive this copy of the FALI FORUM our Annual Conference will be just weeks or days away. This conference will be one of the largest conferences FALI has accomplished, with excellent speakers and 70 + vendors. You do not want to miss this one. A copy of the program with all the speakers, vendors, and programs, along with an application are enclosed with this issue.



This years conference will be at the Caribe Royal Resort & Suites in Orlando close to Disney World and Universal Studios, plus many other attractions that you and your family may visit and enjoy. The Caribe Royal Resort & Suites is one of the largest and finest hotels FALI has held a conference. The amenities are some of the finest one could enjoy, it is really a great venue.

I would like to thank Julie Iwan (2nd VP) and her conference committee who have worked hard and have put in many hours to make this a successful event.

The elections are under way and as you must have read, most of the Officers and Directors do not have any opposition. There are four positions vacant. There will be nominations from the floor to fill those positions, which are:

- Second Vice President
- Treasurer
- Director Area 8 (Charlotte, Collier, Hendry, Glades, Lee counties)
- Director 12 (Duval, Baker, Nassau, Clay, St. Johns counties)

Anyone interested in filling one of these positions should contact the Elections Committee, before or at the conference.

The board has recommended several constitutional changes for your approval. These changes were placed in the July issue of the FALI FORUM. Please read them and if you have any questions before the vote, please feel free to contact any Officer or Director. They will also be open for discussion at the General Membership meeting, which will be Thursday, August 31, from 3:00 pm to 6:00 pm.

I am looking forward to meeting and speaking with you at the conference.

James D. Church, FCI – THI
FALI President



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Quick NEWS & EVENTS:

FINAL ISSUE Last Newsletter Before Conference! REGISTER TODAY! www.2006fali.com
Annual FALI Business Meeting Thursday, August 31st in Orlando
CONFERENCE EXHIBITORS: Visit each Tradeshow Booth at the Conference, See pages: 17 & 20
CONFERENCE UPDATES: Need more info, check website!
For a List of Educational Opportunities & Meetings , Please View Pages 13 & 20
Article Submissions, Corrections, Events, Meeting News, Advertising are DUE by the 15th of each month



FALI Legislative Committee Chair Report by Mark Murnan

To: FALI Board of Directors and General Membership
RE: Proposed 2007 Legislative Package

This year we will have a very important election to decide who our Governor and legislative members will be. Thus, it is important that we present our very best proposals for 2007 as early as possible.

The committee is reviewing possible sponsors for our legislation. We are seeking legislative members who have demonstrated success in their efforts to pass their own bills. Our past legislative results demand a complete review of our legislative approach. The committee will be making recommendations to your Board of Directors and the membership at the annual FALI conference in August.

As a result we have thoroughly reviewed our past legislative packages, eliminated some and incorporated new language, and are ready to present our 2007 legislative proposals for your review and comments. Members are urged to contact the FALI Board, your area Director, or the Legislative Committee with your input. The FALI legislation is for the benefit of the members and the PI profession, so your input is welcomed.

First, we are recommending the following changes to last year's package:

1). Eliminate the continuing education module completely. Although we did not have any negative votes related to this

issue from the legislative committees, we were unable to get a consensus from our members on how a CE program would be implemented. The Board will be placing this issue before the membership sometime in the future.

2). Amend the 40 hour intern training to make it similar to the security guard training schedule of 24 hours prior to licensure and 16 hours within 180 days of licensing as an intern. This training should include proof of knowledge of Chapter 493 and its rules (examination or certification). This allows more flexibility for both the intern and agency while still providing the consumer protection required by the statutes. Specifically we would propose the following section be added to Chapter 493.6203:

Effective September 1, 2008, an applicant for a Class "CC" must have completed 24 hours of a 40 hour course from a school, college, or university regulated by the Department of Education, which course pertains to general investigative techniques and this chapter, and shall pass an examination. The remaining 16 hours must be completed within 180 days of licensure as an intern. The training specified in this subsection may be provided by live presentation, on line, or by home study in accordance with Department of Education rules and procedures. The administrator of the examination shall verify the identity of all applicants taking the examination.

3) Retain the requirement for a laws and rules examination for experienced investigators applying for licensure as a Class C. Specifically we would propose the following section be added

(Continued on page 7)

From the Editor

Readers,

I tried to pack as much pre-conference information into this issue as possible, fortunately there is never enough room! (That is a good thing - meaning I have lots of material). If your article did not get published, look for it in Septembers issue.



I only have three things to say:

- 1) "REGISTER, ATTEND & VOTE: the 12th Annual FALI Conference over Labor Day Weekend in Orlando— This is Your Organization!"
- 2) "Bring lots of business cards to practice your networking skills"
- 3) "Enjoy yourself, life is way too short!"

See ya'all at the conference! (www.2006fali.com)

✉ Kathryn McMillan, Forum Editor Editor@FALI.com

Editorial Team/Forum Newsletter Committee

Editor: Kathryn McMillan
Contributing Writer: Sandy Weiss
Contributing Writer: Robert Wyman
Artwork Cartoonist: Brian Kraft

Editorial Submissions:

Writer's Guidelines are available online. FALI EDITOR strongly encourages writers to pitch reportage and to provide in-depth analysis of issues rather than commentaries, editorials and opinion-driven articles. FALI FORUM reserves the right to use or not use any and all materials considered for publication. FALI will not assume responsibility for unpublished articles, artwork, photos or submissions. **Deadline for publication is on or before the 15th of month.** Monthly advertising rates start at \$25+.30/word classifieds; \$46-business card; \$136-1/4 Page; \$246-1/2 Page; \$355-full page. Annual contract discount may apply. Contracts, Order forms and other info available online or email request to editor@fali.com. Send art copy, dimensions & proofs to editor.

Please submit via mail, fax or e-mail your comments, meeting news and article submissions to

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This newsletter is published monthly and reaches over 700 subscribers/readers. Non-FALI-member subscriptions rates are available for \$30 a year. Further details on website.





The logo for iRBsearch features the letters 'iRB' in a large, bold, sans-serif font. The 'i' is lowercase and has a small square above it. The 'R' and 'B' are uppercase. A circular graphic with a crosshair is positioned over the 'i'. To the right of 'iRB' is the word 'search' in a smaller, lowercase, sans-serif font.

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FALI Area Meeting News

Support your area by attending local meetings, visiting an outside area or host a meeting: SEE PAGE 13 for SCHEDULE!

AREA 1: (Hillsborough, Polk, Highlands) On July 17th, the meeting was chaired by Johnny Honeycutt with about 15 people in attendance. We meet jointly with Area 3 Meeting on the 3rd Monday of each month / alternating locations.

AREA 2: (Volusia, Flagler, Brevard)
NO REPORT AVAILABLE

AREA 3: (Pinellas, Pasco, Hernando, Sumter, & Citrus) NO REPORT AVAILABLE

AREA 4 (Alachua, Marion, Levy, Lafayette, Gilchrist, Dixie, Suwannee, Bradford, Columbia, Union, Putnam) No meeting in July. August plans for meeting at City College in Gainesville.

AREA 5 (Miami-Dade, Monroe)
NO REPORT AVAILABLE

AREA 6 (Leon, Taylor, Jefferson, Gadsen, Liberty, Hamilton, Franklin, Wakulla, Gulf, Calhoun)
NO REPORT AVAILABLE

AREA 7 (Escambia, Jackson, Washington, Holmes, Okaloosa, Walton, Santa Rosa, Bay)
NO REPORT AVAILABLE

AREA 8 (Charlotte, Collier, Hendry, Glades, Lee) NO REPORT AVAILABLE

AREA 9 (Orange, Osceola, Seminole, Lake) July 25th Speaker, Randall Posey, Proper Information Services; Topic: Locating the missing... One person - One vehicle at a time. Hope you didn't miss this most informative meeting to learn what avenues you have as an investigator to secure the client,

track down your subject or vehicle, locate it and collect your fee.

AREA 10 (Palm Beach, Indian River, Martin, St. Lucie, Okeechobee) On Thursday, June 28th, Richard Forrest, Area 10 Director, did it again. Under his planning and direction, Richard held another of his usually interesting and very informative meetings. The meeting which is held at Duffy's Sports Bar begins with the ordering of dinner. Their menu is extensive containing everything from hamburgers to steak, plenty of fish and seafood items also. To make this more enticing, our Director has convinced the management to discount all prices by almost 50%. This means you can have a full dinner with unlimited soft drinks under \$10.00. Thanks Rich!

The main attraction of the meeting was the speaker, Robert C. Pospisil of Eclipse Investigations. The presentation concerned firearms and the current changes in the laws concerning licensing of PI's rights to carry firearms under Florida Statute 493. He explained the differences between a Concealed Weapons Permit or CWP, the CW license and a Florida "G" License, the license which allows investigators, security guards and recovery agents to carry firearms while "on the job".

A presentation of various firearms was displayed and which is best for what type of job and protection to be used. A lively question and answer period followed. Our 1st Vice President, Mark Murnan, gave a brief report on recommended legislative actions that FALI is considering to pursue. Richard has lined up guest speakers and programs for future meetings. Our August meeting will have a world famous Forensic Scientist as speaker.

Submitted by Herman Feldman

AREA 11 (Manatee, DeSoto, Hardee, Sarasota) NO REPORT AVAILABLE

AREA 12 (Duval, Baker, Nassau, Clay, Saint Johns)
NO REPORT AVAILABLE

AREA 13 (Broward)
NO REPORT AVAILABLE

(NOTICE: ALL AREA MEETING NOTICES ARE DUE BY THE 15th OF EACH MONTH.)

FALI BOARD & GENERAL MEMBERSHIP MEETING:

BoD meeting is open to all members, please contact any BoD member with agenda items, prior to August 24th. Annual Membership Business Meeting will be held at the Annual Conference at Caribe Royal Resort, 8101 World Center Drive in Orlando, Fl

See you at the conference!

Member Director Notice: FALI apologizes for any mistakes made in the 2006 FALI Membership Directory. If you have any questions about membership issues, contact Tony Bonacum, members@fali.com Don't forget to check your listing on our website, fali.com and in the new membership directory. **If you find any errors please email corrections to members@fali.com and copy it to editor@fali.com also. Thank you. We are working on a solution to fix any errors and will probably list all corrections in an upcoming newsletter issue. Thank you!**
FALI Board of Directors.



State & National Legislative Updates

Important issue for retired law enforcement officers: The new **FDLE Rule 11B-27.00212(15), Florida Administrative Code**, related to (active) "Law Enforcement Officer Firearms Qualification Standard" became effective July 1, 2006. A PDF file containing questions and answers related To Florida Officers and Retired Officers and Implementation of HR 218 after the 2006 Florida Legislative Session which is compiled by the FDLE Office of General Counsel dated May 15, 2006 can be located online at www.fdle.state.fl.us/HR218/attach/HR218_061206_QA.pdf (info Submitted by Jim Church)

Private Records: On June 21 & 22, 2006 the House Committee on Energy and Commerce's subcommittee on Oversight and Investigations held a hearing on Internet Data Brokers and Pretexting: Who has Access to Your Private Records?" Several members of the Committee cited the need to deal with "pretexting of personal information" and were upset that the House leadership has yet to schedule a floor vote on HR 4943, their phone records bill as well as HR 4127, the data breach legislation. Rep. Ed Whitfield (R-KY), the Subcommittee Chairman, said that records showed that the users of such data were not just PI's and attorneys but included major banks

and other companies. Most of the hearing was spent with Members of the Subcommittee asking about various techniques for obtaining information from call centers. The third panel, data brokers, appeared after being served subpoenas and all took the fifth.

(As reported Report of Lawrence Sabbath, NCISS Government Relations and submitted by Bruce Hulme, NCISS Legislative Director More info at www.nciss.org/Legislation/legislation.htm)

Rush Targeted Letter Writing Campaign on Pretext Ban legislation: A sample letter can be found at NCISS.org and should be sent to the member of Energy and Commerce Committee representing your business area.

The Division of Licensing "clean up" bill passed this session and directly impacts all of you who employ licensed security officers or contract with licensed security companies who employ them. Chapters 493 and Chapter 120, all of this becomes effective July 1.

View bill at <http://www.myfloridahouse.gov/Sections/Bills/billsdetail.aspx?BillId=34052>

The Florida Association of Security Companies initiated and was successful in passing the enhanced penalties for assault, battery on a licensed security officer.

The NRA stepped up and passed legislation that prohibited the seizure of firearms from persons lawfully possessing them in areas in which a state of emergency has been declared.

Port security officers will now have huge training requirements, new regulatory authority, denial of right to appeal agency decisions, new security officer license type, denial of Ch 120 administrative proceeding rights, mandatory CE, establishes authority to detain suspects..... This legislation, passed without input from the security industry, and apparently minimal input from the Div, drastically changes the business and regulatory structure of those security agencies engaged in port security contracts.

The above extra legislative information was written by Ben Poitevent for his clients and associates in the security industry and has been approved by him for publication in the FORUM. Ben, a licensed PI and FALI Board member, is an attorney and registered lobbyist in Tallahassee. This notice was presented for FALI members because it contains information on legislation that also impacts the PI profession.

Division of Licensing PIRSAC PUBLIC MEETING NOTICE:

September 14, 2006 at 9:00 a.m. at the Marriott West Palm Beach, 1001 Okeechobee Blvd., West Palm Beach

Complaints/Unlicensed Activity—The Department of Agriculture and Consumer Services, Division of Licensing, investigates complaints regarding the security industry, private investigative industry, and the recovery industry. If you have a complaint, contact the regional office in your area, or contact us by mail, phone, or email.

Bureau of Regulation & Enforcement P.O. Box 6687 Tallahassee, FL 32314-6687 Lisa Trimble (850) 245-5499

According to DOL Statistics online, the number of Licensees by Type as of 6/30/2006 are C Private Investigators 7,365; CC PI Interns 2,104; A PI Agencies 2,548; AA PI Agency Branch Offices 43; MA PI Agency Managers 94; M PI/Security Agency Managers 541; AB Security Agencies/PI Agency Branch Offices 32; G Statewide Firearm Licenses 18,764

DOL January 2006 Newsletter can be found at: http://licgweb.doacs.state.fl.us/january2006/newsletter_january2006.pdf

Photography 108: BACK TO BASICS-Visualization

Defining the Acceptability Standard for Evidence Photos *Written by Sandy Weiss*

Visualization: People often ask me to explain why it takes a professionally trained and experienced photographer to produce accurate images of evidence. After all, the evidence is just sitting there, the camera is simple to use, and it looks so easy on TV.

The truthful answer must be that it looks easy when a talented practitioner does it.

It's like watching the Olympics; everyone must think to themselves at least once in a while that all they would have to do is

eat right and jog occasionally to win the Decathlon. It looks so simple. Obviously, the only way to gain experience and build expertise in a skill-based activity is to actually do it. But, there has to be a place for everyone, no matter what their current level, to start. I think that place has to be mental. People must prepare themselves in every possible way to be successful. The evidence photographer **MUST** be able to see their finished work before they ever touch the camera.

Visualization is a discipline that must be developed and then practiced, like any other skill. The simple definition of the term is **planning ahead**. To be successful in this work a photographer must be prepared to take any photograph before the actual instant of the exposure. Most of the variables involved in creating

a photograph can be predicted and planned. Some setting up of the

photograph can be preset into the camera and eliminated from the "time of exposure thought processes."

Some of the environmental aspects of a photo location can also be accounted for in advance so the photographer can be more prepared and comfortable. When

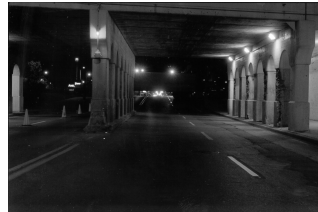
actually arriving at the time and place of the photograph, more of the photographer's senses will be available to concentrate on

the investigation, rather than having to worry about mechanics. The setting up can take an instant or hours, depending on the complexity of the photograph and the habitat or location. Some of the variables that can be planned for are:

What - Have some idea of the subject of the photograph so a selection of the proper equipment, and accessories, can be made. (Including camera, memory, boots, gloves, umbrella, sun-screen, mosquito-repellent, etc).

Where - Taking photographs indoors requires different preparations than taking photographs outdoors. Is the venue in the daylight or at night? Will it be hot or cold? Will the action

be fast or slow?



Why - What is the intended use of the finished photographs? Choose the right equipment and all the other factors that affect the character of the finished images.

How - To make the intended images, will anything unusual be needed? Planning ahead and having thought of the necessities will afford a better chance of the project being successful.



Make sure to check and double-check everything in your control. Have the camera ready to go before arriving at the photographic location.

Preset any known settings into the camera to save time and effort later. Always attempt to visualize the finished photograph in your mind before exposure. This mental exercise will increase the chances of success of the project and it will save time in the long run. If you say to yourself before you take the photograph,

"what is the purpose of capturing this scene or moment", you might even think twice about clicking the shutter at all. It is necessary to try to improve the quality not the quantity

of evidence images. ☒

Sandy Weiss is Coordinator of Corporate Communications at Packer Engineering, Naperville, IL.; FALI Member, EPIC Board Certified Forensic Evidence Photographer, 2005 recipient of the Nikon Evidence Photographer of the Year Award. E-mail: slw@packereng.com.





FALI Legislative Committee Chair Report continued....

(Continued from page 2)

to Chapter 493.6203:

(a) Effective March 1, 2008, an applicant for a Class "C" license who meets the experience criteria in subsection (4) must pass an examination on the provisions of this chapter, which shall be administered by the department or an examination provider approved by the department. The applicant is not required to pass the examination prior to submission of the application but must do so prior to issuance of the license. The administrator of the examination must verify the identity of each applicant taking the examination.

(b) The examination requirements of paragraph (a) do not apply to any individual who holds a valid Class "CC", Class "C", Class "MA", or Class "M" license issued on or before March 1, 2008.

(c) Notwithstanding the exemption in paragraph (b), any individual whose

license has been invalid for any reason for more than 1 year must successfully pass the examination, even if previously taken.

Second, we are recommending that certain other statutes be amended to provide:

1) An exemption for licensed private investigators regarding **tinted windows** while performing duties covered under Chapter 493. Specifically we would create an exemption to Motor Vehicles Statute 316.29545 that deals with tinted windows and following the wording of current paragraph (2) The department shall exempt all law enforcement vehicles used in undercover or canine operations from the window sun screening requirements of ss.316.2951-316.2957.

We would add a new section:

(3) The department shall exempt all vehicles used by Licensed Private Inves-

tigators licensed under Chapter 493.

2) Passage of legislation that would require **employee and tenant screening** not performed by in-house personnel must be performed by a licensed private investigative agency only. Specifically we would propose adding a section to Chapter 493.6101, the definition of Private Investigative activity, as follows:

(17) (h) The business of the collection of information as a background check for employment or tenant screening.

We would additionally add a section to the Inapplicability language of Section 493.6102 as follows:

(16) Any in-house employee charged with the duties of screening current or potential employees or tenants. (END)

Submitted by Mark Murnan

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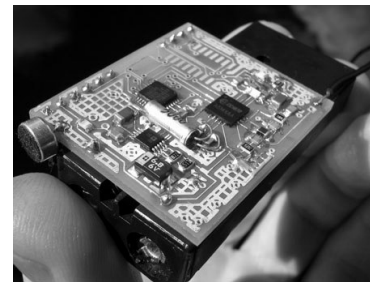
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2006 FALI Conference information

This is the final issue before our **Annual Conference**. We look forward to seeing each of you at the 12th Annual Florida Investigators Professional Development, Networking and Educational Conference to be held **August 31st to September 2nd**, 2006 in Orlando.

If you haven't registered yet, there are only a few more weeks to get your registration in, along with a chance to reserve a spot to represent your County. During the conference chosen delegates information will be shown on all big screens in the Main Ballroom. Once you register, please submit your Name, Agency logo (if applicable) and County to your Area Director and cc: tim@s2institute.com. Please include in the subject line of your E-mail your County and Area Representative.

We are estimating over 300 investigative and legal professionals from across the U.S. who will attend to listen to many nationally known educational speakers over this three-day event. Such speakers are:

Charles H. Bronson serves as Florida's 10th Agriculture Commissioner. In addition to overseeing the state's agricultural industries, Mr. Bronson's department oversees regulation of all Florida private investigators and private security. A certified law enforcement officer, Bronson served as a reserve deputy in both Miami-Dade and Brevard counties. He was elected to



the Florida Senate in 1994, representing a district that encompassed both Brevard and Osceola counties, and reelected in 1998. He served as chairman of both counties' legislative delegations, and chairman of the Florida Senate's Agriculture Consumer Services Committee and its Natural Resources Committee. He has received numerous honors and awards including an FFA Honorary National Degree for outstanding personal commitment, a Nature Conservancy Legislative Leadership Appreciation Award, a Florida Farm Bureau Legislative Award, and both Florida Sheriff's and Florida Police Chief Association's Legislative Awards.

Steven Kerry Brown began his investigative career as a special agent for the Federal Bureau of Investigation. As a special agent and supervisory special agent, he worked in Phoenix, Chicago, and San Juan, Puerto Rico. During his 11 years with the FBI he was assigned a multitude of different cases, ranging from bank robberies and theft of government property, to foreign and domestic terrorism, and foreign counter-intelligence matters, particularly regarding the Cuban Intelligence Service (DGI). For the last 20 years he has successfully managed his own private investigative firm. During this time, his clients have called upon his expertise for every conceivable investigative need—from simple pre-employment background checks to sophisticated white-collar thefts, from murders disguised as suicides to the returning of parentally abducted children from foreign lands, and environmental contamination cases. He is also a published author.

Nick Cola has had an accounting firm in Clearwater since 1991 specializing in tax preparation, accounting and small business consulting. The firm caters to the needs of many unique businesses ranging from sole proprietors to multi-million dollar corporations in and outside of Florida. He has been in the Tampa Bay Area since 1981 and worked as a comptroller for SunTrust Bank and Citicorp.



Susan Constantine is a certified image consultant/ jury consultant and President of Executive Image Consulting Inc.



Susan is a renowned speaker/presenter specializing in impression management with emphasis on verbal and nonverbal communication. Susan has been featured in numerous businesses and industry related magazines. Susan has coached numerous corporations in "How to understand and predict people's behavior thru the secrets of non verbal communication." Susan Constantine has accurately predicted the behaviors of jurors, witnesses, and sales prospects. Susan has gained her exposure by using her expertise in preparing attorneys and their clients in impression management as well as individuals and corporations that are wanting to sharpen the edge when prospecting and negotiating with clients by giving them tools to predict their clients.

(Continued on page 11)



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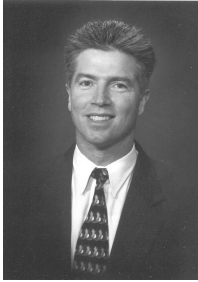
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2006 FALI Conference information continued...

(Continued from page 9)

As an attorney, **Christopher Cooke** concentrates his practice on Arson and Fraud Investigation and Defense, Subrogation Cases, Wrongful Death and Major Property



Damage, Personal Injury Defense, Medical and Legal Malpractice, Construction Defect, Municipal Defense, No Fault and PIP. Mr. Cooke honed his trial skills as an Assistant Prosecuting Attorney from 1983 to 1988. He has focused his practice on Insurance matters since 1988 and has represented many insurance companies throughout his legal career. Mr. Cooke is a member of the State Bar of Michigan, the National College of District Attorneys Association, the National Fire Protection Association (NFPA) and is admitted to United States District Court (Western and Eastern District) and the Sixth Circuit Court of Appeals. He has presented numerous speeches and lectures to a variety of audiences, including preparing and presenting the Allmerica Insurance Property Loss Seminar to National Counsel. He received his Juris Doctorate degree, cum laude, from Thomas M. Cooley Law School (1982) and his Bachelor of Science degree, cum laude, from Albion College in Computational Mathematics and Economics (1977).

Richard Harris served in the Public Safety field for over 17 years. He worked in several areas of the Police and Fire Service including Chief of Department. He has been in the Private Investigation field both in a

part time and full time status for over 16 years. He is currently Director of McMahon & Associates, Forensic & Insurance Services Division. He has served on many National and State Committees in the areas of Investigation and has taught at Colleges and Universities throughout the United States on topics relating to Fire, Police and Private investigations. He also lectures Internationally on topics relating to Insurance Investigations, Fire Investigations, Expert Testimony and Case Laws. He is an Expert Witness and has investigated over 5,000 fire related cases involving large and small losses in Industrial, Commercial, Residential, Motor Vehicle, Marine Craft, and Machinery.

Jimmie Mesis is probably one the most recognized and respected private investigators throughout the United States and



abroad. For the last 28 years, he has created and sold numerous companies related to the field of investigations including several investigative agencies that have generated millions of dollars in revenue. He currently owns a marketing consulting firm, several Internet based companies including his latest venture, PI Gear, a discount surveillance equipment company. However, he and his investigator wife, Rosemarie are best known as the owners of PI Magazine, the only international trade publication of private investigators. His passion for the investigative profession and his reputation as a successful

businessman has made him a frequently requested motivational speaker and teacher at conferences throughout the country. Jimmie is constantly helping and teaching his colleagues on how to market and grow their businesses. It's easy to understand why many say, "When Jimmie speaks, people listen, learn, and earn!"

Brian McGuinness graduated from the University of Connecticut in 1973 with a degree in Psychology & Criminology. After five years in the counseling

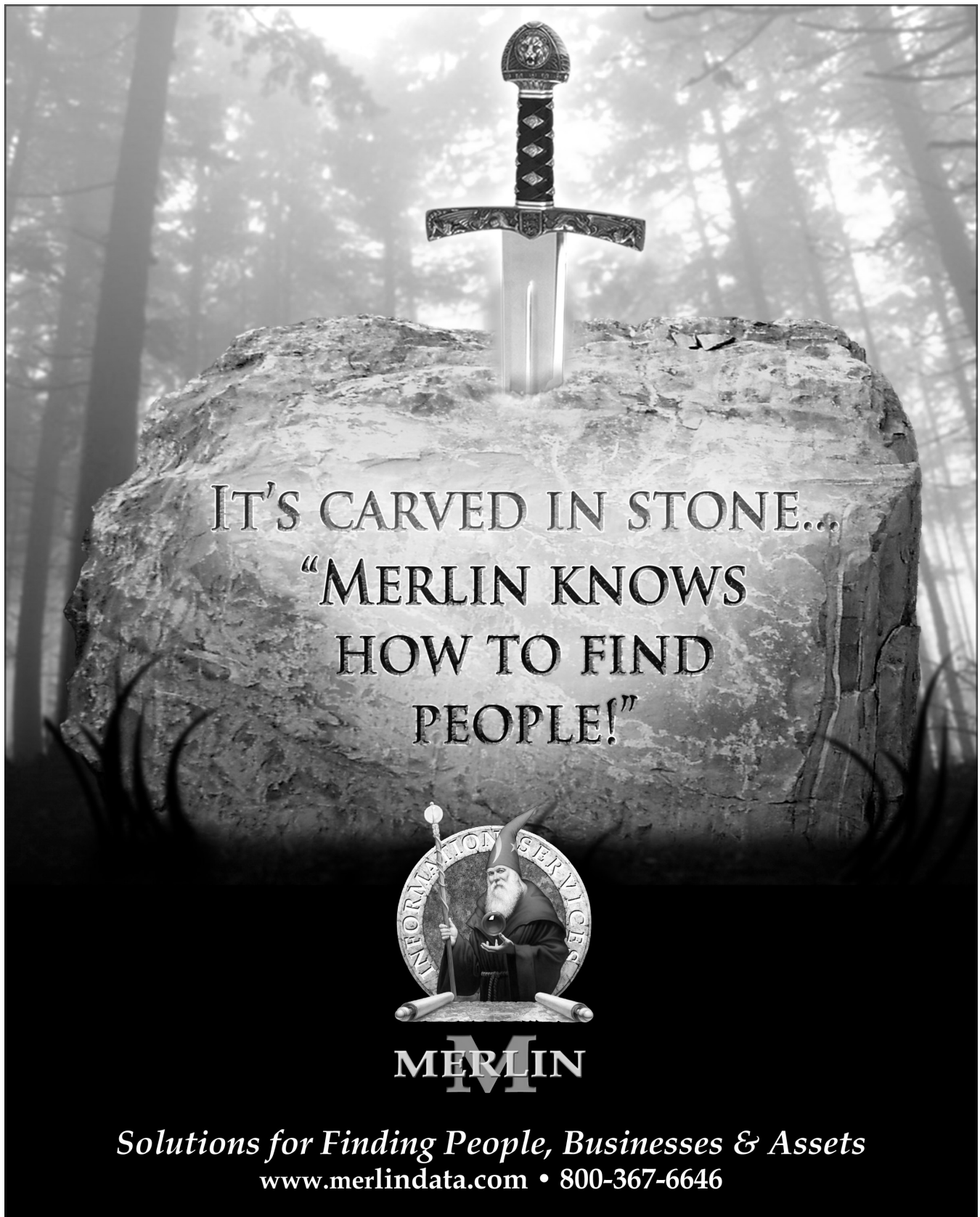


profession, he went on to work for the Dade County Public Defenders Office in Miami for seven years. He is the President of McGuinness & Associates, Inc., a private investigative firm in Miami, which was established in 1985 specializing in criminal defense investigations and civil litigation support. Mr. McGuinness has given several presentations before the National Defender Investigator Association on state & federal criminal defense topics and has trained State Public Defender Investigators at defender conferences and training sessions. He also lectures to third year law students at the University of Miami, School of Law on how to utilize investigators in civil and criminal cases.


Patrick McGuinness graduated from the University of Miami



(Continued on page 14)



IT'S CARVED IN STONE...
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FALI Area Meetings Schedule

Visit FALI Online at www.FALI.com
For Detailed Meeting Information

Area 1 (Tampa)
Scott Kamp, 813.247.6250
3rd Monday/Alternates With FALI Area 3
Ruby Tuesdays, University Square Mall
2200 E. Fowler Ave., Tampa, FL 33612

Area 2 (Brevard/Volusia/Flagler)
Meetings Coming Soon!
Check website for details

Area 3 (Clearwater)
Tim O'Rourke, CPS, 727.461.9417
3rd Monday/Alternates with FALI Area 1
S2 Institute 1261 S. Missouri Ave., Clearwater

Area 4 (Ocala/Gainesville)
James F. Robertson III, 352.620.2335
2nd Wednesday of each month in Ocala

Area 5 (Miami/Dade—Monroe)
Eric Berger, 305.933.9576
Bi-Monthly, Call for times
Mo's Deli, 2780 NE 187 Street, Aventurur

Area 6 (Tallahassee)
Ben Poitevent, Esquire, 850.224.4459

Area 7 (Panama City)
Recho Bell, recho@FALI.com
Call for info 850.983.9512

Area 8 (Ft. Myers/SW Florida)
Patrick Chase, PChase@adt.com
Call 239.851.8909 for meeting information

Area 9 (Orlando)
Lou Rosado (407) 469-2289
Last Tuesday of the month at Buttermilk's
Country Restaurant at 9001 S. HWY. 17-92

Area 10 (Palm Beach) - Richard Forrest
Call 772.595.6044 or point_c@bellsouth.net
3rd Tues, Duffy's Sports Bar Dinner 6:00P &
Meeting 7:00P 800 Village Ave, WPB

Area 11 (Sarasota)
Lynette Revill, 941.929.9225
Call for current locations and dates

Area 12 (Jacksonville)
Julie Iwan, 904.251.5776
3rd Wednesday
Call for current location

Area 13 (Broward)
Gary Otto, 954.257.7958
4th Mondays

FALI Member Benefits

Membership Fees: Active—\$125, Associate or Affiliate—\$85, Unlicensed Specialist—\$100, Student—\$45, Corporate Sponsor—\$225
Refer a new member & earn a \$10 coupon toward your membership renewal!

Legislative Presence in Tallahassee 365 days a year through FALI Lobbyist Charles Barner

Discounts at Educational Conference & One Day Seminars Throughout the State

Monthly Area Director Meetings

(See Left Of Page For More Information)

Membership Directory Published Yearly

Searchable Sections of FALI Web Site

Online Discussion Board
www.fali.com
Discussion Forums

(replaced old ListServ / E-groups)

FALI PAC—Protecting The Legal Interests of Our Great Profession

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Federation of American Consumers and Travelers (FACT) Benefits Program

Back issues online:

FALI Email Address

Members Only Section

Discounts on John E. Reid & Associates, Inc. Products & Services as a FALI is a Member of the "Reid Group of Preferred Associations" (FALI member ID # is A-20103). Please visit FALI.com for more information.

\$10 Coupons For new Member Referrals

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Fan Club

Because FALI participates in the Universal Orlando Fan Club program*, FALI Members can receive a universe of exciting benefits and discounts! Simply visit our website through the link at www.FALI.com to enjoy discounts on tickets to Universal Studios® and Universal's Islands of Adventure® theme parks, room discounts at our on-site resorts, and vacation packages booked through Universal Parks and Resorts Vacations®. Fan Club members can pre-purchase tickets by booking online at the special link on the FALI website or by calling 1-888-777-2131.

*** These discounts are not available to the general public. All member benefits are subject to change without notice.**



2006 FALI Conference information continued...

(Continued from page 11)

School of Law and was admitted to The Florida Bar in 1977. Since that time he has been a trial attorney with the Office of the Public Defender for the Fourth Judicial Circuit in Jacksonville, Florida. During the past twenty years his work has been almost exclusively homicide cases. Mr. McGuinness devotes the majority of his trial preparation efforts to fact investigations, which he believes are the key to success at trial. In addition to his trial work, Mr. McGuinness is very involved in training efforts and has taught and/or lectured on a variety of topics for both public and private organizations and agencies including the Florida Association of Criminal Defense Attorneys, Florida State University, Robbery-Homicide Detectives' Conference, Public Defender's training seminars and the National Association of Criminal Defense Attorneys.

Al Perotti, Jr., CPP is the Director for Corporate Security, Investigations and Emergency Management for TECO Energy, Incorporated. In this role, Mr. Perotti is responsible for managing security programs and procedures and serves as the security consultant to all companies under TECO Energy. He also represents TECO as their chief liaison to law enforcement agencies.



As a board member for several organizations involved with public and private security, Al also has created courses in leadership and character development that have been incorporated into both local college curriculums and corporate seminars.

James F. Robertson III started in traffic accident investigation by working as a Florida Highway Patrol Trooper and Traffic Homicide Investigator from 1976 through 1992. As a Trooper, he reconstructed numerous traffic crashes that involve property damage and injuries. During his tenure as a Florida Highway Patrol Traffic Homicide Investigator, he was the lead investigator conducting 181 traffic homicide investigations and reconstructions in Palm Beach County and Marion County, Florida. He is certified as a Police Standards Instructor and Field Training Officer, and noted as an accident reconstruction expert in Marion County, Lake County and Palm Beach County Circuit Court. In 1992, upon retiring from the Florida Highway Patrol, he became licensed as a Private Investigator in the State of Florida and has spent the last 13 years investigating and reconstructing traffic crashes in the private sector for Criminal Defense,

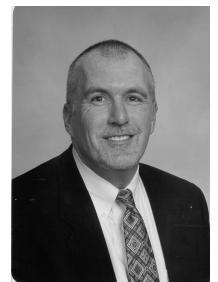


Civil Plaintiff and Civil Defense Attorneys across Florida.

Tim O'Rourke is executive vice president of Critical Intervention Services, a Florida based firm that provides protective and intelligence solutions to domestic and multi-national corporations, government agencies, and non-profit organizations. He consults regularly with executives from a variety of fields to help create risk-mitigating solutions to a wide variety of threat management problems. As an expert in threat management, Mr. O'Rourke has over 25 years experience in executive security and has protected principals ranging from movie celebrities and sports stars to corporate executives and politicians.



Allan Vander Lann has been a trial attorney for over 18 years and has a wealth of experience with insurance matters. He concentrates his practice on Arson and Fraud Investigation and Defense, Subrogation Cases, Wrongful Death and Major Property Damage, No Fault and PIP. He has presented



(Continued on page 16)



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FALI-PIAF EDUCATIONAL SCHOLARSHIP

To honor the October 26, 2001 merger of the Private Investigator Association of Florida, Inc. with the Florida Association of Licensed Investigators, Inc., we wish to continue the Private Investigator Association of Florida's dedication to educational excellence by extending the long standing tradition of awarding educational scholarships to those who exhibit academic excellence in a degree program focusing on or complimenting the private investigation profession.

AMOUNT OF SCHOLARSHIP:

\$500 to be issued in the student's name and the school's name to be used toward tuition and books. TWO (2) SCHOLARSHIPS will be awarded during the Florida Annual Licensed Investigators Conference to be held August 31 – September 2, 2006 at the Caribe Royal Hotel in Orlando.

ELIGIBILITY REQUIREMENTS:

1. Full time student, registered for 2006 in a degree program focusing on or complimenting the private investigation profession. (Criminal Justice, Legal Investigation, Private Investigation, Legal Studies or Paralegal)
2. Minimum 3.5 Grade Point Average. Submit Official Transcripts.
3. Good Attendance Record.

DEADLINE – Friday, August 18, 2006

All materials submitted become the property of the Scholarship Committee and will not be returned. Applications received after the deadline will not be considered.

MAIL TO: Shelley Moody
Scholarship Committee Chairperson
736 B. North Magnolia Avenue
Orlando, FL 32803

College Registrar may fax scholarship application and official transcript to: 407-649-3053. College Registrar information will be verified for application qualification. □

EDITOR Requests 650-word Article's:

Write about the Business Side of PI Business, Ethics, Interviewing Techniques, Sharpening Surveillance Skills, Bad vs. Good Background Checks, Criminal Defense, Civil Litigation, Technical Corner.. Got Ideas?

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History & Mystery

August Trivia

1. We all know that the Secret Service is mandated to protect the President. However, this organization was not conceived until the 19th century. So what was the name of the unit that was empowered to protect President George Washington.
2. You Sherlock Holmes fans are familiar with the expression "Elementary, My Dear Watson" which in the movies is constantly repeated. In all his writings how many times did Sir Arthur Coyne Doyle use this expression.
3. Which President of the United States was a noted mystery writer.

[Email above answers or historical photos to Herman Feldman, FALI Historian Parliamentarian FloridaEye@fali.com]



July Trivia Answers: 1) The first Police Department was organized in France in 1667; 2) Vidocq is who organized this country's detective bureau and recognized as the first private investigator; 3) England's Scotland Yard was fashioned after France's Suretee' agency; 4) The organization founded in Phila PA, consisting of volunteer investigators to investigate cold cases was called the Vidocq Society, the Founder is William Fliasher, and at present time there is 150 volunteers and one volunteer is appointed for each year since the death of Vidocq.



2006 FALI Conference information continued...

(Continued from page 14)

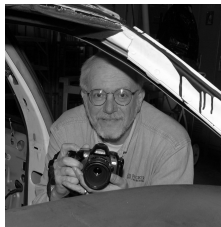
numerous speeches and lectures to a variety of audiences throughout his legal profession. Lecture topics have included "Spoliation of Evidence", "Examinations under Oath: The War against Arson" and "The Attorney/Client Privilege and Work Product Doctrine". Mr. Vander Laan is a member of the State Bar of Michigan, the Grand Rapids Bar Association and the International Association of Arson Investigators. He received his Juris Doctorate degree from Thomas M. Cooley (1981) and his Bachelor's degree in History from Calvin College (1978).

Terry Walling is the founder & CEO of US Asset Protection Solutions of Fort Pierce, Florida. Born in Liverpool England, he spent 15 years in the British



Army as a Drill Instructor specializing in Small Arms and Military Law, training both Commissioned Officers and Non Commissioned Officers. Additionally, Mr. Walling is the Associate investigator with Case in Point of Fort Pierce, specializing in Skip Tracing and Asset Locating.

Sanford (Sandy) L. Weiss, B.C.E.P., recipient of the Nikon 2005 Evidence Photographer of the Year Award, works for Packer Engineering, Inc. in Naperville, Illinois, where he has documented



artifacts and scenes of hundreds of investigations and vision studies over the last 25 years. In addition to the Nikon award, Mr. Weiss was also the recipient of the EPIC, R.C. Hakanson, Evidence Photographer of the Year Award in 2003. Mr. Weiss' photography articles have been published in a number of national periodicals.

Barry Wilson is the President of Alance Protection, a Colorado investigations and security firm. Mr. Wilson has provided expert services in handwriting analysis for over 12 years. Mr. Wilson's skill in handwriting analysis was first cultivated under the personal training of world-renowned graphologist Nadel Claypool. Since this time, Mr. Wilson has successfully employed his talent in a wide range of applications, including threat assessments for stalking cases, workplace violence situations, and investigations.



Cody Woods is general manager of Thomas Investigative Publications, Inc., The National Association Of Investigative Specialists and The Spy Exchange And Security Center. He is a licensed private Investigator in the state of Texas and an expert on investigative gear and equipment. Mr. Woods has been in the investigative equipment business since age 16. He has become the nation's leading authority on



investigative gear and runs the largest retail and wholesale import supplier of gear for investigators and law enforcement. As an expert in GPS and computer technology, Mr. Woods developed Utrak, Inc. which is a leading USA supplier of GPS tracking equipment that is a new service using GPS technology and the Internet that will track vehicles and objects through their web site.

We extend our gratitude to this year's **Sponsors** for their support of FALI and the 12th Annual Florida Private Investigator Professional Development & Educational Conference.

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A special conference website for viewing the latest information can be found at www.2006FALI.com where you will find out how to register, who else will speak, what you will learn, view the wonderful accommodations, and discover the great discounted rates on rooms and city tours. By visiting the site you will acquire weekly updates about the 75 vendors who will be present at the Tradeshow

(Continued on page 17)



2006 FALI Conference information continued...

(Continued from page 16)

and are an important part of the conference, showcasing the latest and greatest surveillance equipment, publications, software products, innovative services and so much more! Listen esteemed FALI members; with approximately 75 **national exhibitors** to be present we want to ask you to show your support for our exhibitors by visiting the FALI 2006 Exhibits Booths during the following dates and times:

Thursday, 15:00 - 17:00

Friday, 08:00 - 18:00

Saturday, 08:00 - 18:00

(Current) Exhibitors:

- Action Research Group
- AKA Investigations & Information Specialists
- Astrological Search Services
- Auto Data Direct, Inc.
- BRB Publications
- Case In Point Investigations
- Criminal Defense Investigator Training Center (CDITC)
- ChoicePoint
- City College
- Corpus Juris Publishing Co., Inc.
- Diverse Publications
- El Dorado Insurance
- Executive Image Consulting

- Federation of American Consumers & Travelers (FACT)
- Florida Board of Certified Investigators, Inc. (FBCI)
- Florida Forensics
- Hindsight Investigations
- High Tech Crime Institute (HTCI)
- ICU Technology
- Investigative Education Consultants
- IRB Search
- McMahon & Associates
- Merlin Data
- National Association of Investigative Specialists (NAIS)
- National Association of Licensed Investigators (NALI)
- National Council of Investigation & Security Services (NCISS)
- North American Training Group
- On Track Investigations, Inc.
- PI Magazine
- S2 Institute
- The Spy Exchange & Security Center
- Thomas Investigative Publications, Inc.
- US Asset Protection Solutions
- Utrack, Inc.
- Yergey Insurance Agency, Inc.

Again, Please join us to **“RECONNECT! CONNECT! NETWORK!”** this coming Labor Day weekend! Spend the last long-weekend of the season with

colleagues, friends and family! We invite you to come early or stay longer.

Whether you are Reconnecting, Connecting or Networking use these simple techniques as your toolbox for successful communication during the breaks, lunch and entertainment fun. Have plenty of business cards in your pocket; make sure you have a pen—even a few extra too, but don't write on their business card in front of them, wait until they walk away or ask them if they mind (make a note about them on the card, so you will remember them), don't just sit in your chair all day! Get up, move around, get the blood circulating, drink lots of water, pop a breathmint and start talking to people! Remember your twenty second speal or verbal business card that our marketing columnist talked about? Did you write it, practice it, memorize it? Now this is usually called, “working the room” but we want you to “work the entire conference”! Make a Conference Plan, **attend everything and talk to everyone.** Oh- and SMILE! Make eye contact, shake firmly but don't squish the hand, if

(Continued on page 19)

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In February 2006, **FALI Past President** and NCISS Past President, **Brian P. McGuinness**, LPI, FCI, CFE - was awarded the John J. Duffy Award which is given to an individual or entity, whose leadership, heroism, or tireless efforts and unselfishness, brings credit to the National Council of Investigation and Security Services and to the professions in general. Way to go, Brian!

Got news? Email Editor@fali.com





Florida Association of Licensed Investigators
2006 Annual Conference
 August 31, 2006 - September 2, 2006



ATTENDEE REGISTRATION FORM

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Queen Double / Standard King @ \$119.00
 King Deluxe @ \$139.00
 Executive Suite & Villa @ \$244.00
Reserve hotel rooms by July 25 to ensure rates
Please indicate FALI Conference Group

Name (as name tags should read) _____ Member / Non-Member / Student

Name (as name tags should read) _____ Member / Non-Member / Student

Address _____

City / State / Zip _____ Contact # _____

E-mail _____ Website _____

ATTENDEES: Registration includes Thursday Lunch, Saturday Lunch & Saturday Dinner.

	<u>Before July 25th</u>	<u>After July 25th</u>
<input type="checkbox"/> FALI Member	\$199	\$249
<input type="checkbox"/> Non-FALI Member	\$249	\$299
<input type="checkbox"/> Student	\$174	\$224
<input type="checkbox"/> 2 nd Attendee/Guest	\$174	\$224

SESSION ONLY RATES: Prices are for Training Sessions only

	<u>Before July 25th</u>	<u>After July 25th</u>
<input type="checkbox"/> Thursday Session	\$99	\$149
<input type="checkbox"/> Friday Session	\$99	\$149
<input type="checkbox"/> Saturday Session	\$99	\$149

CANCELLATION / WITHDRAWAL: Cancellation or withdrawal from the Conference is subject to the following:

- Attendee shall provide written notice of intent to cancel or withdrawal to the Conference Chairperson via email, fax or mail.
- Cancellation notice must be received on or before May 1, 2006 to receive a full refund, less a \$75 administrative fee.
- If cancellation notice is received after May 1, 2006, but on or before July 25, 2006, Attendee will incur a cancellation charge of 50% of the total cost of the reserved space assigned.
- If cancellation notice is received after July 25, 2006, Attendee will not receive a refund.

WEATHER: Severe weather (i.e., Hurricane, etc.) warnings, watches, etc. do not constitute any refund unless it is within the dates mentioned above in Cancellation / Withdrawal.

PAYMENT INFORMATION - MAKE CHECKS PAYABLE TO FALI 2006 CONFERENCE

Pay via Credit Card online @ www.FALI.com, via fax (561) 733-6202, or mail completed form to:
FALI 2006 Conference, c/o Kelly Sommers, 6615 Boynton Beach Blvd., #222, Boynton Beach, FL 33437.

Name on Card: _____ Authorized Amount: _____

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Questions: Kelly Sommers, FALI Secretary/Conference Committee, 561 / 676-8765 or conference@FALI.com

Accepted by FALI 2005 Conference _____ Date _____

FALI's acceptance of Registration fees constitutes a binding contract.



(Continued from page 17)

you have a problem with sweaty hands, dry it off quickly on your pants without them noticing before you shake their hand. What? You don't know what to talk about? Leave the weather alone, just ask them what THEY do for work, how many employees, where they are located, what is their background, do they know of any new trends in the industry. Ask questions that don't require yes or no answers. If you have similar interests besides being a PI, talk about that. Just try to steer clear of in-depth chats on religion, war or politics outside this business. This is supposed to be fun and light conversation. Only spend about 10 minutes with each person, remember there are over 300 people going to be at this event, get moving on to the next potential new client! And there is SO much more to discuss than the weather. (Now say a little prayer for no hurricane this year!)

And now as promised... **Conference Networking Tips:**

- 1) Thou shalt drop the "what is in it for me?" attitude.
- 2) Thou shalt listen.
- 3) Thou shalt build a relationship.
- 4) Thou shalt give the first referral.
- 5) Thou shalt not tell others of the referral you require; thou shalt "show them" with a story.
- 6) Thou shalt be specific of the type of referral.
- 7) Thou shalt reciprocate referrals or information when appropriate.
- 8) Thou shalt participate in the networking opportunities during the breaks, meals and nighttime activities.
- 9) Thou shalt thank the person who gave a referral.
- 10) Thou shalt follow up on the referral within 24 hours.

Now we've given you lots of information. It's up to YOU what you do with it. Check the online schedule for updates at www.2006fali.com. And don't forget about our wonderful entertainment possibilities we have planned for you. Everything imaginable from the Annual Pistol Shoot, Authors Luncheon and Book-signing, World Famous Magician Bev Bergeron, Orlando Belly Dancers, the Farewell Party. Plus area theme parks,

so bring your family, friends and co-workers. Everyone will have something to do! Make it a vacation! Reserve Your Seat- Don't Miss This One! **REGISTER TODAY!**
www.2006fali.com



2006 CONFERENCE Schedule of Events:

WEDNESDAY August 30th

TIME	EVENT
12:00 - 13:00	Board of Directors Lunch
13:00 - 18:00	Board of Directors Meeting
17:00 - 19:00	Pre-registration Lobby

THURSDAY August 31st

08:00 - 11:00	Annual Pistol Shoot, Rig's Gun Shop & Range
09:00 - 14:00	Exhibitors Set Up
10:00 - 13:00	Registration
11:00 - 11:20	President Opens 12th Annual Conference
11:20 - 11:50	Opening Ceremony: Honor Guard Colors
12:00 - 13:00	Lunch-Sponsored by FALI (Author's Spotlight)
12:00 - 13:00	Authors Hour, Book signing, Meet the Authors
13:00 - 13:50	Commissioner Charles H. Bronson
14:00 - 14:45	Legislative Status, National and State
15:00 - 18:00	General Membership Meeting
15:00 - 17:00	Investigator and Intern Job Fair
15:00 - 20:00	Exhibit Hall Opens
18:00 - 20:00	Hospitality Party, Sponsored by City College
19:00 - 20:30	Entertainment Dance Troupe

FRIDAY September 1st

08:00 - 18:00	Exhibit Hall Opens
08:45 - 10:15	Jimmie Mesis, Marketing-The Cold Call
10:30 - 12:00	Albert Perotti, Creating A Corporate Identity
12:15 - 13:20	Lunch, Sponsored by IRBSearch/Merlin Data
13:30 - 15:15	BREAKOUT SESSION 1
	Tim O'Rourke, Economic Outlook for the PI Profession
	Terry Walling, The Internet as an Investigative Tool
	Rory McMahn, Uncovering Evidence of a Classic Kickback Scheme
15:15 - 15:45	Break, Sponsored by City College
15:45 - 17:30	BREAKOUT SESSION 2
	David Hodges, The PI's Role in Judgment Recovery
	Susan Constantine, Body Language, Improved Image, Power, Success
	Steve K. Brown, How to Bill \$500.00 an Hour
18:00 - ????	FCI Member Hospitality Party
18:00 - ????	NALI Member Hospitality Party

SATURDAY September 2nd

08:00 - 18:00	Exhibit Hall Opens
09:00 - 10:30	BREAKOUT SESSION 3
	Jim Robertson, Traffic Investigation-Measuring Accident Scene
	Cody Woods, The Latest in Investigative Equipment
	Sandy Weiss, Photography-Accuracy in Evidence Documentation
10:45-12:00	Jimmie Mesis, Surveillance Equip/21st Century
12:15 - 13:20	Lunch, Sponsored by FALI (Election Results)
13:30 - 15:15	BREAKOUT SESSION 4
	Barry Wilson, Introduction to Handwriting Analysis
	Richard Harris, Preparing for and testifying in Depositions/ Trials
	Scott Swope, Contract Law & Asset Protection
15:15 - 15:45	Break
15:45 - 17:30	BREAKOUT SESSION 5
	Brian & Patrick McGuinness, Insight / Defense Investigation/Tactics
	Nick Cola, Corporate & Personal Taxes
	Allan Vander Laan & Chris Cook, Insurer's Weapon/War Against Fraud
18:30 - 21:30	2006 FALI Banquet & Awards
22:00 - 24:00	Entertainment & Farewell Party
	GRAND Prize Giveaway (\$2,500 value)

THIS SCHEDULE MAY CHANGE: Visit www.2006fali.com





Classified Listings

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Reserve your advertising space in the *FALI Forum* Today!

Classified Ad Section is available to members only. Cost is a \$25 insertion fee plus 0.30 cents per word up to 30 words maximum. Contract and Ad Form DUE by the 10th of each month for next months placement. Order online at http://fall.com/Advertise_Forum.cfm, THEN send copy to Kathryn at Editor@FALI.com or call (386) 761-5540

Association/ Notices

IMPORTANT NOTICE: IRBsearch reminds customers of their price increase that went into effect on Saturday, July 15, 2006. See ad on page 3 for more info.

Sign up for "**PI Museum**" membership or make a donation and get a tax deduction next tax year. Checks can be made out to "GQI - P.I. Museum", in the process of establishing 501 (3c) status the "P.I. Museum, Inc." is a California Corporation and can be verified on line at the California Secretary of State. Contact benharroll@cox.net.

FOR SALE

For Sale/Rent: Next-to-new Garrett 5500 walk-thru (airport style) **weapons detector**, new \$6900, asking \$2750. Call Jim Toth 954-341-0210

EVENTS

2006 FALI Conference
Aug 30-Sept 2 in Orlando, FL
To stay informed visit www.2006FALI.com

EDUCATIONAL OPPORTUNITIES

2006 FALI Conference
Aug 30-Sept 2 in Orlando, FL
To stay informed visit www.2006FALI.com

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- o Criminal Defense Investigator Training Center (CDITC)
- o ChoicePoint - AutoTrackXP
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- o Corpus Juris Publishing Co., Inc.
- o Diverse Publications
- o Executive Image Consulting/ Jos A. Banks
- o Federation of American Consumer Travelers
- o Florida Board of Certified Investigators, Inc. (FCI-Certification Program)
- o Florida Forensics
- o Hindsight Investigations
- o HTCI (High Tech Crime Institute)
- o ICU Technology
- o IEC (Investigative Education Consultants)
- o IRB Search
- o Law Firm of Cummings, McClorey, Davis and Acho
- o McMahon & Associates
- o MerlinData
- o Merrill Group
- o National Association of Investigative Specialists (NAIS)
- o National Association of Licensed Investigators (NALI)
- o National Council of Investigative & Security Services (NCISS)
- o North American Training Group
- o On Track Investigations, Inc
- o PI Magazine
- o PInow.com/ ServeNow.com
- o S2 Institute
- o The Spy Exchange & Security Center
- o Thomas Investigative Publications
- o USAPS US Asset Protection Solutions
- o Utrak, Inc.
- o Yergey Insurance Agency, Inc.



Photo Tips 107: Non-Technical & Easy to Understand Tip #6

Hurricane Operations - Written by Robert Wyman



Now that we're in August, there's no doubt that most FALI members place a priority on each day's weather reports. Florida's famous Summer afternoon thunderstorms are often quite severe, while hurricanes and related tropical systems present a host of other issues we must deal with as residents of the state. These instances of severe weather and natural disasters also slow the influx of new work. Clients are often overwhelmed with recovery and repair issues, so investigative assignments are postponed or cancelled. Or are they?

A prudent investigator sees a severe weather incident as a new market, not as another case of bad luck for business. How do you maximize such a circumstance? The same way you handle a hurricane: Proper Planning. Let's start by identifying the equipment you'll need, then cover the market you'll be dealing with. We'll wrap-up with some pre-storm suggestions for your business.

EQUIPMENT

A severe weather incident can generate every type of environmental condition which may adversely affect your expensive camera, your other electronic devices (cell phones, PDA's, etc.) and even your personal safety. All needed equipment should ideally be assembled before Hurricane Season, and certainly should be on-hand well before any specific storm threat materializes.

You'll need to be prepared for high winds, tropical rains, flooding, blowing dust and debris, extreme heat and humidity, plus limited electrical power and communications. An investigative "go kit" or "storm kit" is recommended to centralize your stock of emergency items.

Waterproof hard cases are available from Pelican, StormCase and other manufacturers. These cases have pre-scored foam inserts that can be customized to hold your electronic equipment and related supplies. A Diver's soft-sided, waterproof "dry bag" duffel is another option. Such cases and bags can be found at local dive shops, camping outfitters, and stores like West Marine and Bass Pro Shops/Outdoor World throughout Florida.

Another useful item is a waterproof cover for

your camera. These are clear vinyl soft covers or clear plastic hard cases that surround your camera but still allow for all camera controls to be utilized. They are manufactured for divers who want to take a land-based camera underwater instead of buying a dedicated submersible camera system.

The least expensive versions are called "splash-proof" and may be rated to a depth of 2 or 3 feet underwater for momentary or short-term immersion. While these models provide adequate rain and wind protection, they may not be too rugged or too reliable in the long term. Moderately priced versions are fully waterproof and rated for "pool" depths of up to 10 feet or so. Both soft and hard systems are available, for both still-photo and video cameras, and these provide the recommended level of protection and durability for storms of all types. The most expensive models, rated for diving depths of up to 300 feet, are certainly beyond our needs and budgets!

Soft-cover manufacturers include EWA Marine (www.ewa-marine.com), while hard-cases are manufactured for most cameras by the camera companies themselves. Items can be purchased at dive shops and vendors such as B&H Photo (www.bhphotovideo.com).

Your storm kit serves as a "grab-'n'-go" system that is ready for any storm deployment, whether local or out of town. A typical kit includes cameras, camera accessories, tape measures, maps and basic office supplies. Measuring wheels, survey equipment, GPS navigation devices, two-way radios, wireless Internet equipment, a notebook computer, a portable inkjet printer, a 12 volt to 120 volt power inverter, and safety items like traffic cones, traffic safety vests and flares are also good additions. Your investigative kit should contain items also found in your household hurricane kit, such as flashlights, light sticks, batteries, water, food and clothes.

ASSIGNMENTS

Now that you're well equipped for any emergency, how do you find work? It's easiest to start with your current clients. Here are some scenarios to consider:

□ You've been involved in a domestic surveillance photography assignment for several weeks. Now a hurricane is bearing down on your city and you'll be getting a direct or peripheral hit. Will your subject have to "work late at the office" to board up windows and secure business files? Perhaps your subject is actually boarding up someone else's windows! Continuing with the surveillance until just before the hurricane arrives may provide some useful video, as will a post-storm surveillance in case the subject has to once again "check on the office."

□ One of your best clients is a property insurance firm. You've completed cases for them involving theft, fraud, arson and injuries. Now may be a great time to offer some "before" photos of their insured properties so they'll have a basis of comparison to the "after" photos you may be assigned if any storm damage claims come in.

□ An intersection you drive through every day is very congested and sometimes hazardous. The traffic signals are old and the traffic signs are ancient. You tell yourself every day that a storm is going to blow these signals and signs down, leaving a truly dangerous intersection in its wake. How about taking some photos now, before all the signs are down? If you're later given a post-storm accident investigation assignment, you may have the only set of pre-storm photos depicting the original traffic control layout!

□ Just before the storm hits another part of Florida, your main insurance client calls and tells you to respond to the affected area. They tell you to book a hotel room about 100 miles from the predicted damage zone and prepare for a one-week deployment to speak with their customers, document property damage, and generally maintain good customer relations until the Adjusters arrive a few weeks later. They are sending you two "Disaster Response Team" t-shirts, a company I.D., a vehicle I.D. placard and a list of their customers by overnight courier. They suggest you bring all your equipment, including a GPS and computer mapping

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system so you can easily find all the addresses even if the street signs are blown away. Can you accept the assignment?

These scenarios cover a broad range of work, most of which are similar to your normal daily jobs. A local hurricane, tornado or severe thunderstorm, therefore, does not mean that your business has to slow down. With a little planning, you may end up with more work than you can handle!

CASE FILES AND RECOMMENDATIONS

Here are some examples from my case files and a few recommendations. You can Google some of these to find additional information from old news reports:

Neighborhood Property Damage:

If your home and neighborhood are hit by a storm, start documenting damage in your yard and then move up and down your block to help document your neighbors' damages. You're certainly not going to charge your neighbors for this service, but you can charge their insurance companies a fair fee if your photos are needed to satisfy a claim months or years later.

After 1992's Hurricane Andrew in Miami-Dade County, the most valuable photos depicted roof and wall failures in new construction, improperly installed roof tiles, at-scene tree damage to buildings and vehicles, boat and motor home damage, total-loss mobile home damage, and criminal activities such as looting.

Contact your insurance company and let them know you're also available to document other neighborhoods or specific properties, residential or commercial, for a reasonable fee.

Public Safety Issues:

One of the saddest incidents you'll handle after a major hurricane is a crash involving a Police car or Fire-Rescue vehicle. These are public safety employees working long hours and responding to a wide variety of post-storm emergencies. When traffic signals are out and Stop Signs are blown over, too many motorists don't follow the law and fail to stop at every intersection. Even with lights and sirens, there are dozens of Police and Fire-Rescue vehicle crashes in the hours and days following a storm.

Can you help to document these crashes? Can you help these agencies avoid such crashes? Yes. Look for any specific hazards along major travel routes, like piles of debris near intersections that may obstruct sight-distances. Photograph and report these to the local agency's Command Post as a good citizen, and also let the agency's Risk Management Department know that you're available for call-out in case a crash occurs and the agency's personnel are spread too thin for a timely response. You can document the scene and take statements from nearby residents. Fees are negotiable for such emergency call-out services.

Larger agencies actually have pre-approved budget items for emergency call-outs. They often have suppliers on-call for food and water deliveries, emergency building repairs, ground and aerial damage surveys, etc. You may be able to tap into this resource and become an "Approved Vendor/Supplier" available for call-out and compensation.

Utility Damage and Hazard Issues:

October of 1999 brought Hurricane Irene to South Florida, resulting in the electrocution death of almost an entire family as they sloshed through neighborhood puddles to observe local damage. A mother, three young children and the family dog were killed as they entered a puddle that also concealed a downed power line. Legal claims from this incident still continue today.

During Florida's more recent storms, issues concerning landscape maintenance around power lines and the structural integrity of concrete and wood power poles made the news.

Once again, establishing contact with the local utility company's Risk Management Department may allow you to become an approved supplier of damage survey photos and related investigative information. Most communities have private companies or public/private utility consortiums that provide power, water, drainage, telephone communications, wireless communications, cable television and related services to local residents. Each entity is concerned with their own lines and structures, and each has a need to fully document all damage when it occurs.

Fleet Vehicle Damage Documentation:

Continuing on the Risk Management subject, what happens when a long-haul tractor trailer is caught in a storm and damaged? Do you think the driver is equipped to photograph the rig properly? Does the "home office" have someone that can respond quickly? What about the cargo? By now, you already know the answer.

Look around your city and make note of the fleets you see. Contact these companies and let them know you're available to respond to any documentation assignment. Maybe they'll take your number or maybe they'll let you know they "already have people for that." If you don't make the call, you'll never know if a future client awaits.

In closing, the investigative field has many facets that can be applied to pre- and post-storm periods. With a little planning and creativity, you may be able to establish new clients, respond to new types of assignments, and generally keep an income stream while others are feeling both the physical and economic impacts of a storm.

Good luck this Hurricane Season! ☀️

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Editors Note: Robert just finished his third course of IPTM's core Traffic Crash Investigation and Crash Reconstruction curriculum, totaling 240 hours of training as well as completed a 80-hour Crash Reconstruction course test, which he attended in June at Palm Beach County's Criminal Justice Institute.

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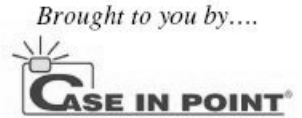
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DISCONTINUED—Birthday Notices

The Editing Team will no longer be placing FALI member birthdays in the newsletter. So from each of us to you— Happy Birthday and many more!



STARTING IN SEPTEMBER ISSUE:
We WILL begin placing NEW MEMBERS instead!
Look for all 2006 new member listings coming soon!

MEMBERSHIP MATTER

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“Wait a minute, hold up! Looks like we need to come back later. Darn, this guy is good!”



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