

# 2023

May/June  
Post-Conference Edition

The

# FALI Forum

Official publication of the Florida Association of Licensed Investigators



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Visit us [www.FALI.org](http://www.FALI.org)

## FALI Annual Conference 2023 3 Days of Learning, Networking, and Fun

What do you get when you combine world-class speakers, enthusiastic attendees, a diverse group of vendors, delicious food and beautiful weather at a gorgeous beach location? You get another successful Conference for the FALI history books.

Each year the Conference Committee aims to kick things up a notch to offer a first rate educational, and networking opportunity, for attendees. While the official Conference is two days long, for almost a decade now, FALI has offered the PreConference which had previously been an "add-on" event, FREE for all fully paid attendees. This year the FALI Board brought in one of the most requested speakers, Michèle Stuart to present **OSINT in Tactical Investigations**.



To say that Michèle blew attendees minds is an understatement. During the breaks attendees were beyond excited

by what they were learning. Those who have decades of experience were surprised at the pages upon pages of notes they were taking. Many stated they could have spent several more hours soaking up all the information that was being provided. All attendees got two hours more of Michèle's knowledge on Friday morning when she presented the Conference Keynote Address: **A Look Behind the Curtain: Knowing Your Sources**.

Throughout this edition of the FALI Forum, we will be highlighting various parts of this year's Conference. Many of the presenters have sent us their presentations and/or other resources to share with FALI members. These can be found by logging into your FALI profile then looking under the "Resources" tab and then "Conference Files." You will also find presentations from past FALI Conferences.

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## Sales Tax Exemption Bill FAQ

After many years of educating the legislature and the Department of Revenue (DOR), we were finally able to craft a sales tax exemption for private investigators. Due to the large fiscal impact of including all PI services, we had to limit the exemption to a firm with 3 or less employees with a **TAXABLE** income of \$150,000 or less.

### When does it take effect?

July 1, 2023

### How did the bill pass when it is showing as having gone nowhere this Session?

FALI had two stand-alone bills, SB116 in the Senate and HB205 in the House. After successfully being voted out of various committees, **UNANIMOUSLY**, each of the bills was moved into their respective chambers overall tax package and was passed as part of Florida's massive tax relief bill.

We are so grateful for our sponsors, Rep Peggy Gossett Seidman, her aide, Andres, Sen Ana Maria Rodriguez, her aide, Luke, and Sen Ingoglia that chaired the tax package on Senate side and Rep Stan McClain, chair on House side.

### Why only 3 employees? Why only \$150,000?

When DOR did the fiscal analysis, they looked at national impacts and found that the national average for income for private investigators was \$50,000 per employee. Then they wanted to limit to  $3 \times \$50,000$ , or \$150,000. This kept the fiscal impact under the \$1.6 million impact in order for us to get approved to be part of the tax package. If it were higher, we would not have been included.

We understand that from a policy perspective no private investigators should be paying sales taxes. However, we are taking the proverbial baby steps. We appreciate your patience as we start the implementation. We will see how this goes for a couple of years then go back to the legislature for a broader tax relief. Remember, it took us over 30 years to get this far.

### What's next?

- The DOR will start rulemaking to implement this new law. We have no idea where the rulemaking process will lead in terms of how DOR will track taxable and non taxable sales but be assured that we will make every effort to be a part of the process so it is as painless and streamlined as possible.
- Click [HERE](#) to refer to the current rules as they appeared in the November/December 2020 edition FALI Forum on Pages 6 & 7. Please note the current non-taxable items
- Once the rules are released it is recommended that PIs still keep track of what would be taxable if they go over \$150,000 (in taxable) income so that if they get audited they can justify not charging tax.

## Current FALI Stats

Members: 740

FBCIs: 44

## Remember to Report Unlicensed Activity

Anyone who tries to provide PI services without a license is taking money out of all of our pockets. If you come across someone doing this, make sure to report this using the

“Report Unlicensed PIs” tab, on the bottom right side of the FALI website.

## FALI WEBSITE FAQ: Once you are logged in to your FALI Profile you can . . .

Renew your membership and update your profile 24/7.

Find business forms and samples, and other documents under the “Resources” tab.

Find FALI Board meeting minutes, financials, and FALI Forums, also under the “Resources” tab. Some date back as far as 1994 when FALI began.

## LICENSE STATS (5/31/23)

Private Investigator “C”	6,935
PI Interns “CC”	1,339
PI Agencies “A”	2,601
PI Agency Branch “AA”	21
Statewide Firearm “G”	25,770
Concealed Weapon “W”	2,584,340

## NEXT PIR SAC MEETING:

Thursday, August 10, 2023  
9am-12pm,  
Hyatt Regency Grand Cypress,  
Orlando, Florida

For more information, visit the DoL website by clicking [HERE](#).



## Dan Riemer

FALI President

Greeting FALI Members,

Amy reminded me that she needs my letter for the Summer FALI Forum. I said I would get it done. Here in the 11th hour before the FALI Forum deadline I am scratching my head trying to think what has taken place at FALI since the last issue. I can honestly say so much has happened in the FALI world I am going to try to get it all in this letter.

First, I want to say thank you to our outgoing Board Members: Richard Hedges, Walt Zalisko, and Rick Root for their many years of service on the FALI Board. With change comes new Board Members: Lauren Harre as Secretary and Courtney Doroski as Jacksonville Area Director. We are excited to see what the coming year will bring.

Our annual FALI Conference took place in Cocoa Beach at the end of April. This was an amazing conference and if you missed it do not miss next year's. There were many highlights for this conference, and I'd like to share just a few.

Michèle Stuart was our Preconference Speaker; after just four hours we felt like we learned so much and could have kept listening to her for days. We had more attendees than any other conference. Our Sponsors stepped up to the plate resulting in our taking in more Sponsorship money than ever before. They are advertising in this issue so please look at their websites and use them in your investigation business. We had people attending from as far away as Oregon. We had a first offering of FALI Polo shirts available for sale. These will start shipping out this week. We requalified 20 FALI Members for their G license at no cost. We also had a great banquet where we gave away 2 Televisions and many other gifts as part of our annual donations to the FALI Scholarship fund. After-hours at the Tiki Hut is where the magic continued. There were great conversations, friendships were formed, and the networking was worth more than words can describe. I know personally there were two nights that we were shooed away by the management as they closed at midnight.

As a result of the monetary donations at the conference we were able to award two FALI scholarships to two college students. I personally presented Antonella Quiroz from the University of Central Florida her check at the May PIR SAC meeting in Orlando. Our Palm Beach Area Director Aaron Johnson presented Brianna Rath from Florida Southern College her check at his May meeting in Port Saint Lucie. Donations to the Scholarship Fund are truly helping students achieve their goals.



Continued on page 5

We are back in full swing with our monthly area meetings. We are still looking for Area Directors for the Orlando area and the Southwest (Ft. Myers) area. If you are interested or know of someone who might be interested, please contact Amy or me.

The 2023 Florida Legislative season ended in May and with great excitement. . . in case you haven't heard. . . we finally have a Sales Tax Exemption for Private Investigators. It was included in the major sales tax package, so we were not a stand-alone item to vote on. We are patiently waiting for the state of Florida rule makers to tell us how this will be accomplished. Also passed with the general budget is an increase of 25% for those agencies who are contracted with the JAC. The new billing rate is \$50.00 per hour. I know it is not as much as we hoped for, but it was included in the general functioning budget of the State of Florida, so we did not have to go through the legislative process. As of this writing, the Budget that is supposed to go into effect July 1st is still awaiting the Governor's signature. He also could line-item veto items. So, it is not done till the Governor signs.

It is sad but necessary to tell you that one of our members, Michael Goodfellow, was shot at while on surveillance in Riviera Beach. A bullet traveled through his back window and out his windshield about 12 inches from his head. There were two arrests made in the case. One is a 5-time convicted felon and known gang member and the other was his girlfriend. I spoke with Michael, and he told me physically he is fine, his car had been released from evidence and he had just got the repairs completed.

Emotionally Michael, as I am sure we'd all be, is trying to wrap his head around it all. Please keep him in your thoughts and prayers. He was sitting on a subject who was a petitioner in a personal injury case. Just as a reminder, be aware of your surroundings. With the uncertainty, division and inflation in this country, people are all at their wits end. This could have happened anywhere. I assured Michael, as I live in Palm Beach County, I will attend whatever hearings there are and keep him abreast of what is happening.

New to the 2023-2024 Board are two groups that will start meeting regularly via Zoom. The FALI Child Sex Trafficking Task Force is reorganizing and being led by Richard Hedges. Their first meeting is Wednesday June 21, from 12-1pm. A new group starting is the FALI Criminal Defense Investigator's Network meeting June 14th from 12:30-1:30pm. This was the brainchild of K. McMillan who is chairing this group. Both groups have had a phenomenal response. In addition to these two committees, there might be others formed. We look forward to the continued training, networking, and service of FALI members.

In closing as we look forward, I want to remind you all of FALI-U and FALI Boot Camp which will be taking place in Tampa, September 20-21, 2023. Mark your calendars now so you can attend. Our 2024 Annual Conference, which incidentally will be our 30th Anniversary Conference, will be May 2-4 in Tampa. The Board is already planning this conference. We hope to have a record attendance. It will be a great conference and a great party. Do not miss it.

Until we meet again in person or on Zoom, let us all be aware of our surroundings and stay safe.

Respectfully,



Dan Riemer  
FALI President

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## FALI Area Directors

Tampa Bay: Matt Aubin

Orlando: OPEN

Jacksonville: Courtney Doroski

Panhandle/Tallahassee: James White

Broward/Dade: Jacques Houssou

Palm Beach: Aaron Johnson

Fort Myers/Southwest: OPEN

## FALI Committee Chairpersons:

**Advisory:** All Past Presidents

**Conference:** Amy O'Rourke

**FBCI:** Terry Roffler

**CST Task Force:** Richard Hedges

**Elections:** Jack Belich

**Legislative:** Tim O'Rourke

**Scholarship:** Jerry Harre

**Bylaws:** Walt Zalisko

**Technology:** Michael Goodfellow

**Ethics:** Mark Aubin

**Publications:** Amy O'Rourke

**Recruitment:** Matt Aubin

**CDIN:** K. McMillan

## **Additional Support:**

**Administrative Director:** Amy O'Rourke

**Bookkeeper:** Heather Roberts

**Lobbyist:** Cynergy Consulting

**Next FALI Quarterly Board Meeting:**

June 13, 2023

# Conference Highlights

## Friday, April 28th

Although the Conference is basically a three-day event with the inclusion of the Preconference, the “official” start to the Conference was Friday morning. Attendees enjoyed a wonderful breakfast. Those who hold the Florida Board Certified Investigator (FBCI) designation had a private breakfast with Michèle Stuart.

After breakfast members and guests were welcomed by FALI President Dan Riemer during the Opening Session. In addition to Conference welcome announcements, introductions, and the results of the Pistol Shoot, this year we once again included the cherished tradition of the Parade of Military and Law Enforcement Flags. This event was started in 2011 by then President Tim O’Rourke during lunch on the first day of the Conference. It remained a lunchtime tradition until 2021. Due to COVID precautions the meals were not held in the same room as the Conference so the event was moved to the opening session and there it will remain so that the flags are displayed from the beginning of the Conference until the end.

This year FALI member Mark Lynn, himself a decorated Army Veteran, served as Master of Ceremonies. Thank you to this year’s flag carriers and to all who have served.



Conference keynote speaker **Michèle Stuart** once again shared incredible information with attendees. After a break to visit our wonderful vendors, **Aleck Ragsdale**, lead trainer for **TransUnion**, our “**Titanium Sponsor**” presented a deep dive focused on several of the most requested features that the TLOxp database provides for professional legal and licensed investigators.

Our lunch key note speaker was **John Raymaker**, the *Division of Licensing’s Chief of the Bureau of Regulation and Enforcement* joined by **Karen Hansford**, Chief of the Bureau of License Issuance. They were joined by the new Assistant Director **Stephen Benton**. They shared updates about the Division including legislation that was put forth during the Legislative Session which included things that would directly impact PI licensing in a positive way.



### After lunch Amy Hutsell presented **Using Forensic Genetic Genealogy to Solve Serial Sexually Motivated Homicides**.

She presented case studies that showed how law enforcement uses DNA analysis combined with traditional genealogy research to generate investigative leads for unsolved violent crimes.

This year the Conference Committee reintroduced breakout sessions which gave attendees even more choices. Friday afternoon they could choose between:

**Kelly Riddle’s presentation: Surveillance Do’s and Don’ts** and **Mark and Wendy Murnan’s: Court Appointed Cases, Yes or No? The JAC Conundrum**.

While the full Conference schedule is centered around professional development, this year a subject was included that wasn’t specifically related to the PI profession but rather one on which many other professions are educating their members, the growing Opioid Crisis. When FALI member **Chris Cavallo** submitted an RFP for **What PI Professionals Need to Know About the Opioid Crisis** the committee knew this was an important topic to include for attendees on both a professional and personal level. In 2003 Chris founded The Robin Foundation in honor of his wife Robin and daughter Stefanie both who he lost to opioids. Chris shared his personal story and distributed Narcan to all Conference participants. His story touched so many of us .

The last “official” business for the day was the FALI Annual General Membership Business meeting which was called to order by Dan Riemer with the request that we get through the meeting as quickly and efficiently as possible. One of the side benefits of hosting a Conference on Cocoa Beach is the chance to see (and hear) a rocket launch right outside the hotel. There was supposed to be a launch on Thursday evening but do to storms it was delayed until Friday at the same time we were scheduled to be in the middle of our meeting.

One of the first orders of business was the certification of the annual election. As of the election all positions were filled except for the Orlando and Fort Myers area directors. Dan went over the FALI financials and other important information. He introduced representatives from CALI, TALI and NALI and took questions from the attendees.



Photo courtesy of Robert Wyman

The meeting was adjourned and attendees made it to the beach just in time for the rocket launch.



This was followed by the annual **TGIF Fiesta** sponsored by **Diamond DivineIntel**.

# Conference Highlights

## Saturday, April 29th

Day 2 of the Conference started out with breakfast sponsored by our **Silver Sponsor Tracers** who gave a presentation to familiarize attendees with the service they offer.



**Peter Warmka** was the leadoff speaker with his presentation, **Confessions of a CIA Spy, The Art of Human Hacking** which delved into the intricate methods used to access sensitive information and how even the most aware of us can get manipulated into sharing information.

Following with the theme, **Tazz Cox** then shared presented **OSINT Researching Organizations & People**. Rounding out the morning was

**Tim O'Rourke's** presentation, **The Evolution of TSCM and Spying** where he really showed how we have gone from not knowing we were being spied on to literally inviting outside sources into our lives through Alexa-Google -The Cloud and so many other devices. During lunch our **Gold Sponsor OREP/Working PI Magazine**, introduced attendees to their products.

Putting together a conference schedule is sometimes like putting together a jigsaw puzzle. There needs to be a balance between the topics, the speakers, breakout sessions vs. general sessions, breaks in between etc. Some years we have had no breakouts and attendees said there were not enough choices of subjects. Other years we have had breakouts and attendees have said they didn't want to choose. This year we were fortunate to have so many members submit RFPs that we were truly able to offer a little something for everyone.

Life is about choices and everyone seemed appreciative of the variety of topics for Saturday afternoon's breakout sessions. The final afternoon of the Conference was included three different breakout sessions.

After another full day of learning, attendees took a break to get ready for the evening festivities, the FALI Annual Awards Banquet sponsored by **Titanium Sponsor TransUnion**.



**Food, Fellowship and Fun** coupled with **Milestone Awards** and the **Scholarship Giveaway** make for the perfect Conference **Finale!**

15 Year Member Josh Askew



For the last few years the scholarship giveaway has been jokingly called the **"Beat Dave Keck Challenge"** due to his many, MANY years of winning the grand prize TV. This year the winner was Adriana Washington, wife of TALI's President Elect. Thank you to Dave for single handedly helping us raise money for the Scholarship Fund and being such a good sport. Better luck next year!

# SPY SHOP

Round Rock, TX

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## Meet the FALI Area Directors for 2023-2024

FALI Area meetings offer members the opportunity to network with others and learn something new from guest speakers. Area Directors (ADs) work hard to recruit knowledgeable speakers or conduct engaging networking sessions. Our ADs are hard at work looking for places to hold in-person meetings. The ideal place has a private meeting room offered free of charge, with the opportunity to order food and drinks. If you have an idea of a location, please contact your AD.

### **Palm Beach - Aaron Johnson, AD**

It was great to meet all who attended the FALI annual conference. It was a great time of education and connection. I am excited to be stepping into another year as the Palm Beach Area Director. Our area covers Palm Beach, Martin, St. Lucie, Indian River, and Okeechobee counties. We alternate months meeting in the north and south ends of the area. This enables people across the area to make it to a more convenient meeting.

Our most recent meeting was in Port St. Lucie, where we had a special guest Dr. Rich Rosell. He spoke to our group on public/private partnerships and shared some investigative tactics. Our meetings are always enjoyable and a lot of connections are made. Our next meeting will be in June at Duffy's in Palm Beach County.

Nothing will have a greater impact on your education, advancement, or in the presentation of opportunities, than in being involved in an association. I am looking forward to open communications with our members to help better understand your needs, interests, and expectations for your FALI. I look forward to connecting with you. If there is anything I can assist you with, please feel free to reach out to me anytime!

### **Northeast Florida - Courtney Doroski, AD**

My name is Courtney Doroski and I am the new Jacksonville Area Director! And for that it must be said... **\*DUUUUVALLLL! GO JAGS!\***

On a serious note, for those of you that haven't heard, we have a meeting coming up on June 16<sup>th</sup> at the Duval County Court House that will give us special training in JAC cases! I would love for you to join us and please be sure to RSVP if you haven't already.

I'm so thankful for this opportunity to network and meet you all. I was able to meet many of you at the FALI annual conference, and I learned so many neat things from a lot of you in addition to the trainings.

This is going to be a great year for FALI, and I'm so honored to be a part of it. Please don't hesitate to reach out to me with any questions or even fresh ideas for our meetings, I'd love to hear from you!

### **Tampa - Matt Aubin, AD**

My name is Matt Aubin and I am the Tampa Area Director. I have served in multiple positions as an Officer and Director on the FALI Board since 2016 and am excited to continue to serve as the Tampa Area Director. I have been in the investigation industry since 2009 and I am currently the managing partner at Southern Recon Agency and our

Potential members are always welcome to attend one meeting as a guest. After that we ask that they join to continue taking part and show support of FALI. Meetings are announced via email and posted on the calendar section of the FALI website.

If you are not receiving notifications of meetings, please send an email to both your AD, and [admin@fali.org](mailto:admin@fali.org) to make sure you are on the correct list.

specialized technical divisions CSCT Global and E3 Legacy Intel. I enjoy sharing my experience and expertise in Cyber Intelligence, OSINT, TSCM and Internet Related Crimes. Our Tampa meetings are dynamic and extremely unique. Thanks to a lot of helpful contributions from the diversity of the members and guests in our area, our meetings are incredibly productive and beneficial to our members. We keep our members informed and entertained with legislative updates, current industry trends and relevant investigative and professional topics. We're going to be featuring industry specialists and our local talent a lot with Round Table Discussions, Master Mind events, PI Skills workshops and a lot of group collaboration at our meetings.

Moving forward we are going back to the "Member Spotlight" something we used to do before the Pandemic. This is where an active FALI Member has the opportunity to introduce themselves and their Agency to the group. Some do a five minute presentations other a little longer where they feature a case or specialty. Our next meeting is scheduled for June 26th at Four Green Fields Channelside in Tampa.

FALI has approximately 250 members in the Greater Tampa Area and in my opinion one of the greatest accumulations of professional investigators I have ever encountered. The in-person meetings are one of the best and most effective networking and educational tools available in this profession. If you have ideas or questions about our meetings or additional opportunities that we can provide in the Greater Tampa area, please feel free to reach out to me.

### **Panhandle/Tallahassee: James White**

Greetings Panhandle FALI Members,

I hope everyone is well and enjoying the sunshine in this great state of FLORIDA. My name is James White, and I am the Chief of Legal Investigations at Distinctive Investigations in Navarre, FL, and your Panhandle Area Director.

I plan on putting a meeting together for the Panhandle sometime shortly after the National Association of Licensed Investigators (NALI) conference this month. It will probably be in mid-July. I would appreciate some volunteers to step forward with topic suggestions for subject matter presentations. The location of the subject matter presenter will determine where the meeting will be held.

Continued on Page 9

I will be putting an emphasis this year on increasing our membership in the Panhandle Area, but I need your help. If you know people that are eligible for membership, associate membership, or student membership (investigators, students, or attorneys), talk to them about the benefits of joining FALI or send their contact information my way and I'll reach out to them. Bringing in new blood carries with it benefits in the way of experience, business contacts and training (and honestly makes my job easier).

I look forward to meeting everyone soon. If there is something I can do for you or you have questions or concerns, I can be reached at 865-230-6559 or James@Distinctivepi.com.

### **Southeast Florida - Jacques Houssou, AD**

Greeting FALI members,

As your Area Director I am honored to be your voice and to help our members to the best of my ability for one more year. I am delighted to share that our membership has increased over the last year and I look forward to increasing this even more. I have seen more members attend our meetings to bring some new ideas and make our SE FALI association area unique and attractive to new members. I had the opportunity to meet one-on-one with some members in my area to exchange ideas and talk about upcoming meetings. Some I have talked to on the phone and others I met at our recent meeting at the Duffy's in Plantation, Florida.

We have found new locations for our monthly meetings in Broward, Miami/Dade. On July 11, 2023, we will be hosting a meeting at Coopers Hawk Winery & Restaurant. (Full information is on the FALI calendar on the website). We want you to be part of this agenda for transformative change by bringing new ideas and suggestions that we can implement this year. The meeting will allow us to meet one another to network and connect.

*What happened since the last edition of the FALI Forum?*

1-FALI Conference 2023 was a success. Michelle Stuart was amazing!  
2- FALI New Board Election of President and Board Members.  
3- Our Professional services (thanks to FALI) are no longer subject to Florida State sales taxes.

Thank you for taking the time to read this note, and I look forward to greeting you next year at our next meeting and getting to know each of you.

BLESSINGS TO YOU ALL.

### **We are looking for Area Directors for Orlando and Ft. Myers**

It's been awhile since we've had meetings in these two areas. We need area member assistance to find a location, or locations. We need input on whether or not you want monthly meetings, bi-monthly meetings or even quarterly meetings? Are you willing to step up to run for the Area Director position or maybe even step-up to co-host a meeting? Please share your thoughts by sending an email to admin@fali.org and it will be passed on to the Board. Help us get these areas going again!

**Remember to visit the FALI Calendar on the website for the latest events happening in your area and throughout the state.**

### **Calendar**

**MORE**

**6/14/2023**

**[MEMBERS ONLY] FALI Criminal Defense Investigator Network's FALI-CDIN Monthly Lunchtime Chat**

**6/16/2023**

**FALI Jacksonville Area Special Event - RSVPs Required!**

**6/20/2023**

**FALI North Palm Beach Area Meeting - Please RSVP**

**6/21/2023**

**[MEMBERS ONLY] FALI Child Sex Trafficking Task Force Information Meeting**

**6/26/2023**

**Tampa Bay Area FALI Meeting**

**Also visit our social media platforms and sign up for additional announcements**



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Patricia Attwell

### Jacksonville

John Bierer  
John Britt  
Dexter Brown  
Alex Lugo  
Kyle Morgan

### Orlando

Anthony Baker  
Gregory Buttrick  
Gary Coffman  
Rod Drury  
Tammy Jones  
Antonella Quiroz (Scholarship)  
Jonathan Seijo  
Will Thien  
Donald Williams

### Palm Beach

Roosevelt Demorne  
Jaclyn Hawkins  
Jennifer Mulhearn  
Brianna Rath (Scholarship)  
Pierre Sanford  
Steven Feliz Santos  
Scott Wilson

### Panhandle/Tallahassee

Brian Davis  
Jason Servo

### Southeast (Broward/Dade/Monroe)

John Bierer  
Jackyan Bowra  
Lisa Braverman  
Viktoria Fedorenko  
Gary Marcellin  
Jay Marin  
Gregory McCallister  
Michael Perl  
Vito Roselli  
Jim Testa

### Tampa

Sarah Abbott  
Seth Bell  
Jonathan Klein  
Aaron Parker  
Martekei Plange  
Christopher Rizzi  
Franco Sanzo  
Carrie Scupholm

### Big 3

John Lacher - CALI  
Donald Lewis - CALI  
Raul Madrigal - CALI  
Matthew Stern - CALI  
Cynthia Taylor - TALI  
Doug Winston - CALI

### Out-of-State

Kristine Antoni - Missouri



## Drone Surveillance

When you absolutely, positively need aerial surveillance day or night, Divine Intel's Air Branch is here to help. Our team of combat-experienced, former military drone operators supervised by our FAA Remote Pilot (Part 107) and in-house privacy attorney can support you with safe, professional, effective, admissible drone surveillance evidence.

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- Legal collection + analysis
- Multi-spectral collection + analysis
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# THE BIG 3



The Big 3 membership require that an applicant be a fully paid member in good standing of one of the three associations. They can then apply to the other two states at the Big 3 rate which is half of that state's regular out-of-state member price.

CALI's Associate Member rate is \$229 so the Big 3 rate is \$114.50.

TALI's Associate member rate is \$175 so the Big 3 rate is \$87.50.

Not a member of the Big 3? Click [HERE](#) for more information. Please note that you do have to join each association separately using their normal procedures. Make sure to use TheBig3 promo code to get the discount.

Click [HERE](#) for CALI Information Click [HERE](#) for TALI Information



Close to 60 CALI, FALI and TALI members were in attendance at the Annual Big 3 Zoom Meeting. The focus this year was on the legislative happenings across the three organizations. Lots of great information was shared by the Big 3 presidents and their legislative teams. For FALI's part Lauren Henderson shared the team effort that FINALLY helped get the services tax repeal passed. Some of the issues faced by CALI and TALI are ones that we could face as well. It's important we all support one another's efforts. FALI members who are not yet members of CALI and/or TALI should take advantage of this great benefit of membership.

## The Big 3 at FALI Conference 2023

CALI President Frank Huntington,  
FALI President Dan Riemer  
TALI President-Elect Bob Washington



Join Us at the CALI 54th Annual Conference!

Click the logo above for details.

TALI's annual Conference is scheduled for October in San Antonio, Texas. Details coming soon!

## Annual Shooting Competition and FREE Requal

The FALI sharp shooters were at it again this year as they participated in the "Annual FALI Pistol Shoot and FREE G Annual Requal." The FALI Pistol Shoot has been a long time FALI tradition. Rick Neal, who has been a Florida-certified CJSTC (Police Academy) Firearms Instructor since 1985, and a K-Licensed Instructor since 1995, has run the competition for many years and over the last few years has donated the prize money. Bret Bartlett donates his services to certify those who need to get their annual requal. This year Rick got called for an important Executive Protection assignment right before the Conference and was unable to attend. 20 shooters joined Bret at the GunSite Range. Tim O'Rourke and Nathan Goode served as his extra eyes and ears.



**This year's winners of prize money donated by the**

**Neal Group International were:**

*First Place - Nathan Goode*

*Second Place - Nathan Deschenes*

*Third Place - Lucas Delgado*

*Also tied for the "Optics" Division were:*

*Donald Redl & Felix Delgado*

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***FALI is heading back into the Zoomiverse!  
Join us for our new monthly Committee meetings.***

Join us for the inaugural meeting of  
FALI's Criminal Defense Investigator Network's  
**FALI-CDIN**  
**Monthly Lunchtime Chat**  
Hosted by CDIN Chair, K. McMillan  
Click [HERE](#) to contact the Chair



**Wednesday, June 14th  
12:30PM-1:30PM**

Via Zoom - RSVP is Required  
Link will be provided upon registering by  
clicking [HERE](#)



**Join FALI for the Relaunch of the  
FALI Child Sex Trafficking Task Force**  
Hosted by CST Task Force Chair Richard Hedges  
Click [HERE](#) to contact the Chair

**Wednesday, June 21  
12:00PM-1:00PM**  
**Via Zoom - RSVP is Required**  
Link will be provided upon registering by clicking [HERE](#)

Click [HERE](#) to read the "current"  
CST Task Force Procedural Guide then,  
Click [HERE](#) to access the application.

Please note that with the relaunch there may be updates to these documents  
but this is a starting point.



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Contact your NCISS Legislative Committee Chairs:



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**Lisa Turley**  
LAB Chairman



**Wes Bearden**  
Investigations



**The NCISS Legislative Advisory Board (LAB) assists supporting member state associations monitor state legislative activity!**  
**Is your state and association represented?**

NCIIS extends its appreciation to FALI and members. NCISS has a strong relationship with FALI through Board members supporting FALI with membership. In addition, NCISS welcomes all the members of FALI supporting NCISS through membership, including several from the FALI Board and general membership! Your NCISS Regional Director is: Alden Wheeler (Alden Wheeler Detective Agency – SC) (864) 437-8850 or [alden.wheeler@gmail.com](mailto:alden.wheeler@gmail.com)

## Legislative Updates

Lisa Turley, NCISS Legislative Advisory Board Chair

As we anticipate the fall session of Congress we reflect on the spring session of proposed bills and movement related to data privacy language to advise consumers of how their data is used. States across the country have also moved the needle with changes in legislation to include allowing a consumer to remove their PII within records to removing DOB in criminal records which impacts the ability to locate and identify the target of an investigation. NCISS works with our member state associations to assist and provide resources to advise and educate legislators of the importance of our profession and how eliminating key identifiers can impact the results of work.

In recent months there have also been several bills related to Drones, technology-based equipment, independent contractors that have been monitored and reviewed for impacts in our profession and of course will be watching for introduction in the coming session.

NCIIS Legislative Advisory Board (LAB) was created to collaborate with the NCISS Member State Associations and provide a voice and resources to assist the respective states with pending legislation and ways to educate legislators of the need for exemptions to bill language to allow our profession to support the legal community. Is your state association a member? Are you aware of any state pending legislation? Please go to [nciss.org](http://nciss.org) for more information.

Even though we aren't scheduled to return to Washington, D.C. for in-person Hit-The-Hill (H-T-H) till May 2024 we have been having virtual H-T-H meetings in Spring 2022 and recently in May 2023. NCISS continues to educate our members on ethics, responsibility to the profession and consequences of bad actors.

We recently coordinated with SCALI to hold our NCISS mid-term meeting in May 2023 and were represented by three of our board members as presenters at the conference. We are excited to coordinate with CALI for our Annual Meeting in Sonoma Wine Country region on August 24, 2023. Please consider joining us at the upcoming meeting and be watching for more information on H-T-H for May 2024.

## NCIIS and Your State Associations – Working Together

NCIIS, working with state associations, is asking for help with the following:

- Who has a state DMV / Data / Privacy bill?
- Do you think it will pass or does it have enough support?
- How can NCIIS and other associations assist?

The impetus for these restrictive bills we are low hanging fruit due to misconceptions of being shady and unprofessional.

NCIIS continues to work with associations to monitor the aggressive nature of state legislatures and agencies restricting lawful access to these important records and information for the public health and safety work by private investigators.

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## FBCIs at FALI Conference 2023



FALI's FBCIs enjoyed a private breakfast with Michèle Stuart on the opening day of the Conference.



Mark Aubin introducing Hector Ventura, the newest FBCI.

### Are you interested in applying to be a FBCI?

In seeking and maintaining the FBCI designation, the investigator is making a commitment to being among the best in the profession. In continuing their education, FBCIs are making a statement to the public and their clients that they are committed to maintaining high standards for themselves - and the profession.

Prior to obtaining the FBCI designation, an investigator must demonstrate to a committee of their peers that his/her credentials are deserving of the FBCI certification. The designation of FBCI is a valuable certification that the public can have faith in - and the investigator can market either to clients or employers. FBCIs have worked hard to achieve experience, and reputations for excellence. They continue with these efforts through the Continued Education Requirements of the program. Each applicant's credentials are carefully reviewed by all committee members prior to granting the designation.

Click [HERE](#) for complete details.

**Upcoming FALI CEU Opportunities:**  
**FALI Monthly in-person Meetings = 1 CEU each**  
**FALI Zoom Meetings = CEUs vary**

### A Reminder About Submitting CEUs

We ask that FBCIs acquire prior approval for potential CEUs from organizations outside of FALI. However, if you can't or don't when you submit for CEUs, include as much information as possible about the training you attended. Just a certificate is not enough. The committee needs to see descriptions of the sessions you actually attended, as well as proof of your attendance. Please email this to [admin@fali.org](mailto:admin@fali.org) and it will be forwarded to the FBCI committee for review. You will be notified of acceptance or rejection.

### How to check CEUs

- Login to your FALI profile
- Go to Manage Profile > Professional Development
- **Journal Entries** will show the history of every CEU awarded
  - The listing at the bottom is for the initial 24 CEUs you were awarded when you became a FBCI.
  - One of the more recent entries is: "Certification of 24+ CEUs for period ending 12/31/2020" with an expiration date of 12/31/2022. This is a place holder to keep your account active while you are earning your next 24 CEUs.
- **Certifications/Programs** will show the CEUs you earned by category

**Here's an opportunity to learn something new & earn CEUs.**

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The Speaker Spotlight column presents articles written by past FALI event, training and meeting speakers. We appreciate the willingness of these experts to continue sharing with the FALI membership. Please note that the opinions submitted are not necessarily the views of FALI. If you have any questions you are encouraged to reach out to the author for questions and comments.

## Investigator Insurance Exclusions: What You Should Know

By Isaac Peck, Senior Broker at OREP.org

A common question that many private investigators have is: *What are all these exclusions in my insurance policy?*

It's a great question. Typically, your insurance policy covers you in a broad capacity for the Professional Services you provide as a private investigator, unless the service or exposure is specifically excluded under your policy. So let's talk about common policy exclusions and what they mean for you.

### Auto, Building, and Equipment Exclusions

Most private investigators who carry insurance are carrying some form of General Liability or a Business Owner's Policy (BOP) as the base of the policy. In some cases, Professional Liability (also called E&O) insurance is endorsed onto the policy—I would highly recommend this type of policy because with a "GL only" policy, you have significant professional exposure.

Whether your policy has E&O or not, PI liability policies are usually written in a way so as to specifically exclude:

#### 1. Your automobile (also aircraft, watercraft, etc.)

While some policies provide ancillary Hired and Non-Owned Auto coverage—the intent of your private investigator policy is to cover your professional operations. You should be relying on a personal or commercial auto policy to protect yourself against this exposure.

#### 2. Your Building, Home, and Real Property

While some PI policies provide coverage for premises rented to you (OREP's policy includes \$100,000 of coverage for your rented premises), the intent of PI liability insurance is not to insure your home or your building. You should carry a separate property insurance policy to cover your home (homeowners) or commercial building (commercial property coverage).

#### 3. Equipment

Unless your policy specifically affords you equipment coverage, the standard General Liability policy is not intended to cover Business Personal Property (equipment). OREP's policy is unique in this regard as it provides \$25,000 of business personal property coverage for private investigators.

### Professional and Operational Exclusions

This is typically a long list that includes:

1. Employment-Related Practices (EPLI): Your PI liability policy is not intended to cover you for lawsuits from your own employees. If you'd like this coverage, you'll need to purchase a separate policy.

2. Drones: Many of the leading PI insurance programs in the United States exclude the use of drones. If you use drones in your investigation, be careful to seek out a program that includes coverage for them (OREP does not exclude drones!).

3. Breaking the Law: This is a broad category of exclusion

that apply broadly. For example, fraud is excluded in your insurance policy (100% of insurance policies exclude fraud). Most insurance companies do not want to defend insureds for engaging in criminal activity—so they often fashion specific exclusions around possible exposures they see as likely. For example, many PI insurance policies exclude violations of the Fair Credit Reporting Act (FCRA), violations of Telephone Consumer Protection Act (TCPA), and other privacy or consumer-protection related laws. This is a sticky issue as many plaintiffs often allege fraud or allege violations of law in their lawsuits, so insurance companies often err on the side of caution and defend their insureds while reserving the right to withdraw if conclusive evidence of criminal activity arises.

#### 4. Assault and Battery:

Assault and Battery is a common exclusion found in PI insurance policies because insurance carriers don't want to provide the kind of broad coverage that a Security Guard policy includes. This can pose a problem for investigators who also do process serving work or otherwise find themselves in sticky situations while on the job. OREP's policy provides \$50,000 of coverage for assault and battery (\$100,000 aggregate limit), but if you are engaged in operations that lean more towards security guarding and service, it might be wise to explore that more expensive policy option.

5. Risky Operations: There is a stark difference between the risk and liability involved in a typical private investigator's operations and those of a bounty hunter, bodyguard, repossession agent, or security guard. If you're involved in those activities, you need a separate insurance policy to cover those exposures (and it's going to be more expensive).

To help keep PI insurance affordable (less than \$1,000), here is a common exclusion that is found in many PI insurance policies (this one is directly from one of OREP's competitors):

Any and all operations at or involving: (1) establishments engaged in the primary business purpose of serving, dispensing or distributing alcoholic beverages; (2) government owned housing facilities; (3) body guarding of athletes, entertainers or celebrities; (4) screening of passengers or baggage at airports or mass transportation terminals; (5) bouncing and related activities; (6) repossession, foreclosures or collections; (7) bounty hunting or fugitive recovery; (8) security guard or patrol operations performed by, or on behalf of, the named insured; and/or (9) non-detective or investigative operations performed by, or on behalf of, the named insured.

If you are involved in any of these operations, you can still get covered properly, but minimum premiums for this segment start in the \$3,500 - \$5,000 range annually (as opposed to the \$500 range for regular PI coverage with OREP's primary policy).

*Continued on page 19*

6. Pollution Liability - This is a common exclusion across the professional spectrum—contractors, real estate professionals, and even private investigators often find this exclusion in their policies. Your insurance policy is not intended to cover “pollutants,” which is often defined in insurance policies as “any solid, liquid, gaseous or thermal irritant or contaminant, including smoke, vapor, soot, fumes, acids, alkalis, chemicals and waste.” This would include mold, fungi, poisonous gas, environmental hazards, and so on. Unless your work involves the handling or detection chemicals or other pollutants, this exclusion should not be a cause of great concern.

7. Punitive Damages - generally awarded in courts as punishment for behavior that is especially harmful, malicious, or reckless. Oftentimes states have consumer protection laws that define the parameters around when these damages are applicable. PI insurance policies will generally exclude coverage for punitive damages as the insurance carriers do not intend to cover above and beyond actual damages because of an insureds’ bad behavior.

8. Firearms Exclusion - Many PI insurance policies have exclusions for firearms. Which is a problem! Private investigators often carry a firearm on the job for personal protection. If you carry a firearm for personal safety, be sure to select a policy that does not exclude firearms (OREP only excludes firearms in special circumstances).

9. Professional Liability Exclusion - There are a myriad of insurance agencies offering coverage to private investigators. One of the problems is that many of the coverage options provide

General Liability coverage only. This leaves investigators exposed to professional liability claims related to the investigator (A) overpromising the outcome of services, (B) failing to report important information in an investigation, (C) reporting incorrect information in an investigation, and/or (D) performing poorly in an investigation. If a poor, incomplete, or an inaccurate investigation causes financial (or emotional) harm to a client or any stakeholder, the PI may have a liability exposure relating to their professional services. This problem is compounded by the fact that many General Liability only policies exclude claims that arise from professional services. For this reason, private investigators should select an insurance agent that specializes in PI insurance and offers an affordable policy option that includes both GL and E&O coverages.

### **Conclusion**

Whew! That's a lot of exclusions—and of course, this is not a comprehensive list. The reality is that many PI insurance policies are nearly 100 pages of legalese. For this reason, PIs should select their insurance agent carefully. It is prudent to select an agent that specializes in insuring your profession and can help you find a policy that covers your particular business needs. If you have any questions or you'd like help reviewing your current coverage, feel free to reach out to me personally at [isaac@orep.org](mailto:isaac@orep.org). To your success!

**About the Author** - Isaac Peck is the Publisher of Working PI magazine and the President and Senior Broker of OREP.org, a leading provider of E&O insurance for the PI industry. Working PI is the most widely read print magazine for investigators nationwide, reaching over 25,000 Pls. Pls who become OREP Members enjoy an 8-hour CE course at no extra charge (see page 39 for details or visit [OREP.org/PI](http://OREP.org/PI)). Reach Isaac by email at [isaac@orep.org](mailto:isaac@orep.org) or call (888) 347-5273. CA License #4116465.

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## NOTES

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