

2019

May/June
Post Conference Edition

The FALI Forum

The official publication of the Florida Association of Licensed Investigators



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The 25th Annual FALI Conference a Celebration of FALI's Silver Anniversary Working for the Betterment of the PI Profession.

"Of course an individual can make a huge difference but it is when those individuals come together with like minded souls that they can change the world forever and more importantly for the better."

- Richard Branson -

In the January edition of the FALI Forum we launched FALI's 25th Anniversary celebration with a picture of the front page of FALI's very first newsletter (not yet named) which consisted of articles from FALI's first president, Al Stone, and FALI's first lobbyist, EW Stewart. Al asked for member input for everything from the logo, to the sharing of information with colleagues to get the area meetings going. EW shared how FALI hit the ground running legislatively by establishing relationships with all three candidates for Florida Secretary of State. For those who have been around for awhile, you'll remember that's the department under which PIs used to be licensed.

We are starting out this edition of the FALI Forum by sharing some comments from Al, and past board member/Conference Chair, Bill Julson, following the first ever FALI Conference. As you read their words, and then the articles to follow, it will be apparent that FALI has build upon the strong foundation that was laid back in 1994. Happy 25th Anniversary to all of us!

Excerpts from the November 1994 FALI Forum Following the 1st FALI Conference

PRESIDENTS MESSAGE

by Al Stone

Well, the first annual FALI Educational Conference is history and by all accounts, has been heralded a huge success with over 120 attending and FALI members from as far away as New York State present.

Post Conference Wrap-Up

by Bill Julson

As we sit here drinking our morning coffee two days after the FALI Educational Conference came to a close, Marion & I are in wonderment over everything that came together this weekend. We are appreciative of the hard work and dedication of the many people who contributed so much to the success of FALI's first educational conference. Without these people, the conference would never have been the success it was.

We would like to thank all the speakers who spoke so eloquently, providing us with such a vast amount of information drawn from their experiences and careers. They kept us mesmerized and glued to our seats as we took in each and every word. Each of the speakers received the highest marks from all of the attendees.

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The FALI Pre-Conference, a Value Added Benefit!

Expert Seminars

The Pre-Conference has long been a part of the FALI Conference. This is an extra “full” day of training, prior to the official start of the Conference. The speaker can cover a lot more material than the typical Conference session. Up until 5 years ago, the Pre-Conference was an add on, for an extra fee, sometimes equal to the regular Conference fee, depending on the speaker.

With a goal of giving back to the membership in the form of benefits, the FALI Board decided to start offering the Pre-Conference, FREE of charge to fully paid Conference attendees. The Board is able to do this by negotiating special, flat fee rates with the speakers, that FALI covers. The response has been so fantastic, that this annual event has truly become 3 full days for many attendees.



This year’s Pre-Conference was a full day with Cynthia Hetherington. With over two decades of expertise, the Hetherington Group is a leader in investigative due diligence, corporate intelligence, and cyber investigations. They train thousands of investigators in the public and private sectors annually; and share their expertise in this increasingly data-intensive, cyber focused-world. In 2015, they founded the OSMOSIS Institute, host of the annual OSMOSIS Conference. Hundreds of investigators across the nation attend to gain insights into Open Source Intelligence and receive training from the most recognized social media and open source trainers in North America. This year, Osmosis will be in Orlando, and FALI members may attend for a discount using the code in the ad on the previous page.

As stated above, Cynthia’s presentation consisted of three of her most popular training modules. During the morning session, “**Advanced Social Media Investigations**,” participants reviewed social media pages, learned how hashtags and images can play a role in a case, and identifying further leads. In addition, they learned how to conduct a **CARA Analysis: Characteristics, Associations, Reputation, and Affiliations**.

The after lunch session consisted of two parts. First up was “**Conducting Online Asset Investigations**.” During this session attendees learned a lot including the six reasons of when, where, and why to conduct an asset investigation, and what resources, both online and offline, are most beneficial for locating leads or content. The last session of the day, “**Understanding the Dark Web**,” took participants on a trip through the channels used to institute private sales and exchanges, and criminal behavior. Participants gained an understanding of the Dark Web: criminality, anonymity, counterfeit products, child pornography, and human trafficking; learned the directory structures of the Dark Web; and Dark Web languages like “Tor and Tails” and the lingo of this underworld.

After a full day of learning, Conference attendees got just a little more when Cynthia officially opened the Conference on Friday morning with a 90 minute presentation on “**Social Network Monitoring**.”

Cynthia is a big believer in sharing her information. She shared several components of her presentation with FALI. These can be accessed by “members only” who after logging in to their FALI account, can look under the “Resources” tab on the left hand side of the home page.

Thank you to Auto Data Direct for sponsoring the Pre-Conference Coffee!

The Other Pre-Conference

The FALI sharp shooters were at it again this year as they participated in the “Annual FALI Pistol Shoot.” Range Master Rick Neal, was assisted by K Instructor, Jerry Bloechle who once again offered attendees “FREE” annual G requals through his company, “Know More Investigations.” Following the competition, and requals, Rick ran participants through EP scenarios. This year’s winners were:

- 1st Place/Top Gun:** Rich Dotchin - \$100
- 2nd Place:** Kenneth Kramerman - \$50
- 3rd Place - Tie:** Eric Kolbinsky & Brandon Fortuno \$25 each
- 1st Place Masters:** Mike Donohoe - \$80

Thank you to the Neal Group & Delpoint for donating prize money.



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 left-hand side of the FALI website, or click [HERE](#)

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 forms, 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.

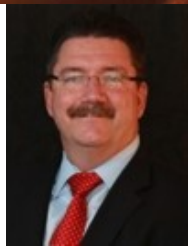
LICENSE STATS (5/31/19)

Private Investigator "C"	7,231
PI Interns "CC"	1,357
PI Agencies "A"	2,845
PI Agency Branch "AA"	22
Statewide Firearm "G"	20,914
Concealed Weapon "W"	1,997,986

PIRSAC MEETING NOTICE:

Friday September 11, 2019
9:00AM
Location to be announced.

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



Richard "Rick" Root, FBCI, LPI

FALI President

Greetings Members:

Post Conference: First, I want to thank this year's sponsors for their support of our 25th Annual Conference. The participation and demonstrated support each of you showed to our membership was amazing. Thank you so much for supporting FALI.

A special thank you to Cynthia Hetherington and Paul Atkinson from the Hetherington Group, our Titanium Sponsor. Cynthia's presentations at our pre-conference and on Friday morning was outstanding. We have received nothing but positive feedback. I hope each of our vendors had a successful conference. I look forward to having each and everyone of you back for our 26th Annual Conference.

To our speakers: you all presented on subjects that exceeded our expectations. The variety of presentations was nothing but spectacular. We have received nothing but great comments about each of you. You made this conference informative, and a positive learning experience. Our board and I thank you for your participation and look forward to seeing you all next year.

To our membership: THANK YOU for your participation in our 25th anniversary conference. Each of you brought your toolboxes and a learning attitude. I truly hope this year's conference exceeded your expectations. I know I speak for each of our board members, current and past, when I say thank you for making this a wonderful event. I hope FALI has shown each of you how important our educational process is and no matter the tenure in this business, we each can learn something new. I believe that each of you were instrumental in making our vendors feel welcome and appreciated. Our vendors have given us positive feedback on our conference and your participation in making it successful for them.

FBCI: Congratulations to all the Florida Board Certified Investigators who were recognized at this year's conference. This is a prestigious certification and well earned by each of you who were recognized at the conference banquet on Saturday night.

Legislative: Our lobbyist was successful during session this year in getting the Department of Revenue to get the tools they need to provide real numbers with regards to the taxes we pay as agencies. DOL and DOR are working together to make sure the tracking and recording of our sale tax payments happens so we have real numbers on what is actually paid to the DOR each year. Once we have these numbers, Cynthia and her team will move forward in the upcoming session, which starts in January 2020, to have us exempted from paying sales tax.

FALI Board Meetings: The quarterly board meeting for the outgoing FALI Board of Directors was held on Thursday, May 2nd at the pre-conference. We worked on clearing up old business so that the new board of directors could start off with a reasonably clean slate. We held the first meeting of the new board as a teleconference on June 4th. During our conference/video call a major topic of conversation was increasing our membership by reaching out to former members and finding out what happened, and how we can bring them back to FALI. See our meeting minutes which are available on the website. Our next Board meeting is October 2, 2019. We will hold another video conference call for those not attending the FALI-U/Bootcamp on October 3rd and 4th at the Hilton Tampa Airport Westshore.

Outgoing Board Members: In closing I would like to give a special shout out, and expression of appreciation, to two Board members who have served FALI faithfully: **Dennis Root and Terry Roffler**

Dennis served as the Palm Beach Area Director for one year. With the board's permission, I appointed Dennis as the Palm Beach AD position was vacant. As most of you know Dennis serves as a use of force expert in criminal and civil cases. Dennis has always wanted to move up north and found property in Johnson City, Tennessee. As brothers he told me what his five year plan was for the property, and the sale of his home in Port Salerno, Florida. Well as the Root luck would have it, Dennis' five year plan turned into a five week plan as his home sold in a matter of days and he and his wife were off to their 25 acres in Johnson City. Dennis remained

Continued on page 5

remained dedicated to his position as AD and traveled back to Florida each month to hold his area meeting. Dennis went above and beyond what was expected of him. Dennis I know I speak for the board, and our membership, when I say thank you for your hard work and dedication to FALI.

Terry Roffler has served on the board of directors as Secretary, President and Vice President for over six years. Terry's leadership and support is above reproach. I knew I could always count on Terry when I needed to solve a problem, or needed someone to play devils advocate. I will miss him at our board meetings and I cannot say thank you enough for all that you have done for FALI!

Oh, wait! Breaking News . . .unfortunately, Diane Spinner had to step down from her position as secretary because of her job. We thank her for the year she served. When Diane informed me of her decision I reached out to Terry and asked him if he would consider coming back to the board as the secretary. Without hesitation he said, YES! So Terry has been appointed to the board as secretary and will fulfill the duties of this position until the next election. Terry will still chair the Florida Board Certified Investigator's committee.

In closing I would like to thank the FALI membership for the faith you have put in me by re-electing me as president. I look forward to another great year!

Respectfully,



Rick Root, FBCI, LPI



Thank you to all the sponsors of
The 25th Annual FALI Conference:



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FALI Area Directors (Pg. 22)

Tampa Bay: Matt Aubin

Orlando: Kelly Pennington

Jacksonville: Richard Hedges

Panhandle: Glenn Parker

Broward/Dade: Richard Rastrelli

Palm Beach: Neil Spector

Fort Myers/Southwest: Walt Zalisko

FALI Committee Chairpersons:

Advisory Committee: All Past Presidents

Conference Committee: Terry Roffler

Elections Committee: Jack Belich

Legislative Committee: Mark Lynn

Scholarship Committee: Scott Kamp

Bylaws Committee: Walt Zalisko

Website Committee: Michael Goodfellow

Publications Committee: Amy O'Rourke

Additional Committees/Support:

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Membership Committee: ALL MEMBERS

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Vendor/Advertising: Rick Root

Next FALI Board Meeting:

October 2, 2019



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Conference Highlights

Friday, May 3, 2019

The dynamics of putting together a successful Conference can be very challenging. You have to decide the best speakers and topics, breakout sessions vs. general sessions, opportunities for attendees to network with one another, as well as the vendors who support the Conference financially, and don't forget FUN!

The Conference Committee approached the speaker line-up differently this year. While everyone knows there is a lot of knowledge, and expertise, within the FALI membership, the launch of the FBCI program proved it in writing as members submitted their credentials for review. This in turn sparked the idea of the RFP process for speakers for the 2019 Conference. Twenty-five were submitted, with the majority coming from within the membership. It was a hard decision but the committee ended up with a line-up of 16 excellent speakers presenting on a variety of different topics that were well received by Conference attendees. If you are interested in speaking at the 2020 Conference, by on the lookout for the RFP soon.

The "official" start to the Conference was Friday morning with another offering from **Cynthia Hetherington, Social Network Monitoring.**



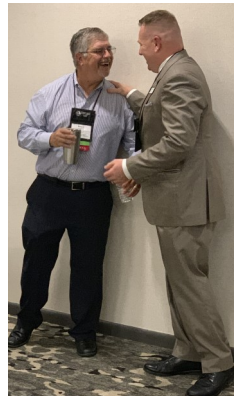
This was followed by a presentation by **Jan Edwards**, founder of Paving the Way Foundation: **What PIs Need to Know About Human Trafficking (HT)**, Paving the Way Foundation which works to educate children, teens, and parents on the epidemic that is sweeping our State.

Many FALI members have committed to being involved in HT investigations, pro-bono, and FALI as an organization is getting more involved with Florida based Anti HT non-profits to help expand the reach of our members. In fact, when the FALI officers were in Tallahassee in March in addition to speaking about our profession's issues, they spoke to legislators about our involvement in HT issues. Some were surprised to hear about this connection, but all were very open, and appreciative of this personal commitment.

Speaking of Tallahassee, our lunch key note speaker was the new **Director of the Division of Licensing, Steve Hurm**, who shared his plans for the Division and most importantly, asked how he, and his team could work effectively with FALI and its members. Both during his presentation, and then afterwards, for quite awhile in the hallway, he took questions from members and wrote lots of notes, on the issues that were mentioned.



The first after lunch session was led by **Brad Dalhover** who shared information about **Case Management Software for PIs**. After Brad was the first concurrent breakout session of the Conference which consisted of three choices: **Johnson Blakely: Surveillance Cases Step-by-Step**, past FALI President **Mark Murnan: Defending Against Claims of Sexual Abuse**, and **Bruce Anderson: Investigating BEC Compromise Scams**. Each of the breakout rooms was full with lots of notes being taken electronically or by the old fashioned paper and pen method.



The last "official" business for the day was the **FALI Annual Business** meeting which was called to order by FALI President, **Rick Root**. One of the first orders of business was the certification of the election by Election Chairman, **Jack Belich**. This is the third year we have conducted our election online and it has been a success. Some of the issues discussed during the meeting included how DoL is working with DoR to get them a list of all the A agencies in the State so DoR can FINALLY get a realistic look at how little PIs pay in sales tax and why they should be exempt. FALI's involvement in helping DoL update the PI Handbook was also discussed. Legislative Chair, Mark Lynn asked for members to contact him with suggestions.

Pre Cinco De Mayo Party



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Tracers

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. Potential members are always welcome however, after attending 3 meetings we ask that they join to continue participating, 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 to make sure you are on the correct list.

Tallahassee/Pan Handle - Glenn Parker, AD

My name is Glenn Parker and this is my 3rd year as AD of the Panhandle region. Membership in a professional organization is one of the single most important things you can do to increase your knowledge and promote your business. To make the most of your FALI membership, I urge you to attend as many meetings as possible to learn new techniques, gain valuable training, and increase your business through networking with fellow members.

Due to the geographic layout of the Panhandle region, our meetings are held in both Pensacola and Tallahassee. Generally, we hold luncheon meetings in Pensacola every 3 - 4 months and Tallahassee every 6 months.

Our next meeting for the Pensacola area will be scheduled for late June or early July. We are in the process of securing a new location that will accommodate training sessions. Details will be announced as soon as they are available. Initially, these training sessions would be handled by members with a specific skillset such as surveillance, taking statements, scene investigations, etc. If we can build sufficient attendance, outside speakers will be invited as time goes on. If you are interested in presenting at a future meeting, or have any questions or comments, please contact me at 407-312-2202 or glenn@parker-investigations.com.

Southeast Florida - Richard Rastrelli, AD

My name is Richard Rastrelli and this is my third term as the SE Area Director for FALI. The SE Area covers Broward, Miami-Dade, and Monroe counties.

Generally, our meetings are held in Broward County. Geographically the SE Area is large. I would like to hold some meetings in Miami-Dade County. I would appreciate member input as to whether you would prefer a lunch or dinner meeting. Also, what area of Miami-Dade would you like the meetings held? Please email me at Richard@rjrinvestigations.com. Your responses will benefit everyone. If you know of a location that has a "private" meeting room, that we don't have to pay for, please include that information.

I am always in need of speakers at our meetings.

Speaking on a topic is a great way to introduce yourself and let other members know your area of specialty. Remember to check your email for posted meetings and the calendar on the FALI website.

Meetings are currently held at the Courtyard Fort Lauderdale Airport and Cruise Port, 400 Gulf Stream Way, Dania Beach, Fl 33004. Generally, meetings are held the second Tuesday of every month starting at 5:30 P.M. Members are encouraged to come early to eat and network.

Thank you to Robert "Boomer" Bell who presented t the June meeting on the topic of TSCM. I look forward to seeing everyone at the next meeting!

Jacksonville/St. Augustine: Richard Hedges

I look forward to serving you as the new FALI area director for the Jacksonville-St. Augustine area. I am Richard Hedges with Blue Line Investigative Solutions of North Florida, living in St. Augustine.

I retired after a 38 year law enforcement career with experience including: civil, criminal, covert, and internal investigations, and did some consulting work prior to becoming a private investigator. I am a graduate of the University of Central Florida with a Bachelor's Degree in Criminal Justice and a Master's Degree in Public Administration, and a graduate of the FBI National Academy. I have been a member of FALI for a couple of years and recently became a Florida Board Certified Investigator.

I am excited to work with our organization as we keep you professional, and up-to-date with current educational opportunities and lobby on your behalf in Tallahassee. Our area membership continues to grow with several new members joining in the last few months. I would like to welcome: Kathleen Conran, Richelle Starling, Timothy Hudnell, Paul Strickland, and Michael Douglas, to the association.

Our last meeting was on April 8th and had a good turnout. I want to express a big thank you to Rick Raymond from the Daytona Spy Shop for taking time out of his busy schedule and presenting to the group. It was great to see the latest covert equipment available to our profession as well as different types of applications to enhance our investigations. After Rick's presentation, there was excellent conversation between the investigators regarding some of the challenges we are facing in this profession. I hope to see you at our next area meeting on Monday, August 12th, 4:30 pm, at Mudville Grille, 3105 Beach Blvd., Jacksonville, and bring an investigative friend as a guest. If I can be of assistance, please give me a call or send an email. Stay safe and have a great summer!

Tampa Bay Area: Matt Aubin, AD

I am extremely humbled to have been elected your Tampa Area Director after having been appointed to the position last year.

As many of you know, after having secured a fantastic new location for our meetings after last year's Conference, and locking in meetings through this October, in March I received a call that Grillsmith South

Tampa on South Dale Mabry Highway closed without notice. Thankfully, one of the managers, who we had previously worked with, invited us to have our meetings at **Mitchell's Fish Market at Westshore Mall**. We held our first meeting there on May 21st and by all accounts, it was a success.

The restaurant is a little more upscale than some of the others at which we've held meetings, but there are still reasonably priced items on the menu. As one of our members noted, moving to a more upscale restaurant increases the image of our profession. I tend to agree. We have scheduled meetings at Mitchell's through October.

Meetings will continue to be held on the fourth Tuesday of each month. This location is right off of 275 and will be convenient for even more members.

We will continue to include our Mastermind Sessions, and Member Spotlights, as well as welcome guest speakers. FALI Area meetings are a great networking tool but only if you, the member, take advantage of it. When a speaker is not afforded, meetings are still a great time to gather 'round to discuss cases, equipment, business plans, etc., all while networking and getting to know your colleagues.

Southwest Florida/Ft. Myers Area: Walt Zalisko

My name is Walt Zalisko and I'm proud to be one of the veteran AD's having served in this capacity since 2012. It is my honor to be part of this great organization that provides so many professional training opportunities to its members. I am a FALI life member and Florida Board Certified Investigator.

My professional career encompasses forty years of experience having served as a Chief of Police, County Undersheriff, corporate security director for a Fortune 400 company, and as a private investigator. I also served as a lead advisor for a US Department of State overseas police training program (1996-2002); and as an authority on Russian Organized Crime, I testified for Congress of the United States on Russian Organized Crime and the Trafficking of Women.

My agency, Global Investigative Group, is a private investigation and security consulting business that specializes in personal injury, corporate fraud and due diligence, criminal defense and insurance claims investigations. We are approved Florida Justice Administrative Commission (JAC) investigators.

The Southwest Area includes the following counties: Collier, Lee, Charlotte, Hendry, Glades and Desoto. Our Southwest Florida area meetings are usually held once every three months at Duffy's Sports Bar and Grille in Estero, off of exit 123 on I-75. Restaurant management has been very accommodating and gracious in providing a private room, at no charge, for meetings. Our meetings are an excellent way to meet experienced investigators, and possibly obtain some additional work.

There's nothing better than socializing with your fellow investigators and sharing war stories, or new and exciting ideas. We have many highly experienced investigators in our southwest area that would be excellent speakers. If any member would like to be a guest speaker and share his or her experience or expertise, please let me know.

Our next meeting is planned for the second week of July. Details to follow. See you all at the next meeting.

Orlando Area: Kelly Pennington,

My name is Kelly Pennington and I have been elected to continue to serve at the Orlando Area Director. In the Central Florida area we normally meet and network, on the 4th Tuesday of each month at Liam Fitzpatrick's Irish Pub/ Restaurant located at 951 Market Promenade Ave, Lake Mary, FL 32746.

We often have speakers from different areas of the investigative industry at these meetings and we always enjoy some Irish food and drink while we get to know each other and network to help our agencies expand.

Among the Orlando Area membership, we have a wealth of investigative experience. The best way to improve your investigation is to network with other investigators and always be able to provide you clients with the expertise they need. Monthly FALI meetings are a great way to network and a pretty good way to enjoy a night out too. I hope to see you at our next meeting on June 25th at 5:30pm

Palm Beach Area - Neil Spector

Welcome to our new Palm Beach Area Director, Neil Spector. Neil has over 30 years working in both the public and private sectors. His experience includes 27 years total in law enforcement, of those 19 years working as a Sheriff's Detective in St. Lucie County.

Next meeting: Monday, June 17, 2019 - 5:45PM
Location: Twin Peaks Restaurant
2224 Palm Beach Lakes Blvd
West Palm Beach, FL 33409

RSVP: SpectorInvestigations@gmail.com

Make the most of your FALI membership by attending monthly area meetings. As a reminder, members can attend meetings anywhere in the State. Some schedule travel around speakers they would like to hear in other areas. The latest information can always be found on the calendar on the FALI website homepage.

Calendar	more
6/17/2019	
Palm Beach Meeting: Please RSVP - NOTE New Location	
6/25/2019	
NEW Location: Tampa Area FALI Meeting - Grilsmith has CLOSED	
6/25/2019	
Orlando Area FALI Meeting	

Conference Highlights - Saturday, May 4, 2019



Day 2 of the Conference started out with topics about which every PI should be aware, **Basics of Financial Investigations** presented by **Bruce Yasukochi** and **PI Ethics When Working with Attorneys** presented by **Tara Scott Lynn**. For those who have

the FBCI designation, one of the 24 hour required CEUs is on Ethics so each FALI Conference will now include a presentation on that topic.

In addition to the breakout session on Friday, there were three more offered on Saturday allowing for a diverse choice of topics. Before lunch **Dennis Root** spoke on **Force**



Investigations and Separating Self Defense from Criminal Action while Eric Miller did a presentation on **Advanced Corporate Integrity & Internal Investigations Procedures**.

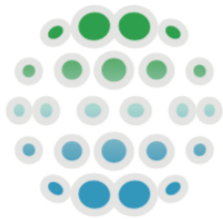
The first breakout after lunch was **Tim O'Rourke** speaking on **Demystifying EP for the PI** while **John Hubbard** did a Private Investigator show and tell of sorts with his **Surveillance & Equipment Demonstration**.



The 25th Anniversary FALI Conference ended just as strongly as it began. The last session gave an equal choice for those who have been in the business awhile, as well as those who are just getting started, or maybe needed a little advice for furthering

their business. **Brandon & Amy Perron** presented on **Difficult & Uncooperative Witnesses: Strategies for Success**. While **Mark Lynn** advised newbies and CCs on **7 Steps to Building a PI Business**.

After another full day of learning, attendees took a break to get ready for the evening festivities, the FALI Annual Awards Banquet.



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2019 FALI Awards Banquet

One of the highlights of each year's Conference is the Saturday night Awards banquet. The mood is festive, food, and dress are a little fancier, accomplishments are celebrated, prizes are won, and the pace for the following year is set before everyone heads home. This year's banquet was extra special as we celebrated our first 25 year Milestone Members as well as our first FBCIs.

25 Years



15 Years



10 Years



5 Years



Have you asked to have your Milestone Membership verified?
 If your membership has not yet been verified, please send an email to admin@fali.org please include the approximate year you first joined FALI.
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Have you considered applying for FBCI?
 There are over 7,200 "C" Licensees in the State of Florida. Only 53 of them can claim the FBCI designation. If you have a C license, and a minimum of 3 years of investigative experience, you too can join this elite group. If you attended the Conference you can receive 50% off the \$150 application fee through July 31, 2019.
 Click [HERE](#) for FBCI details.

Life Members



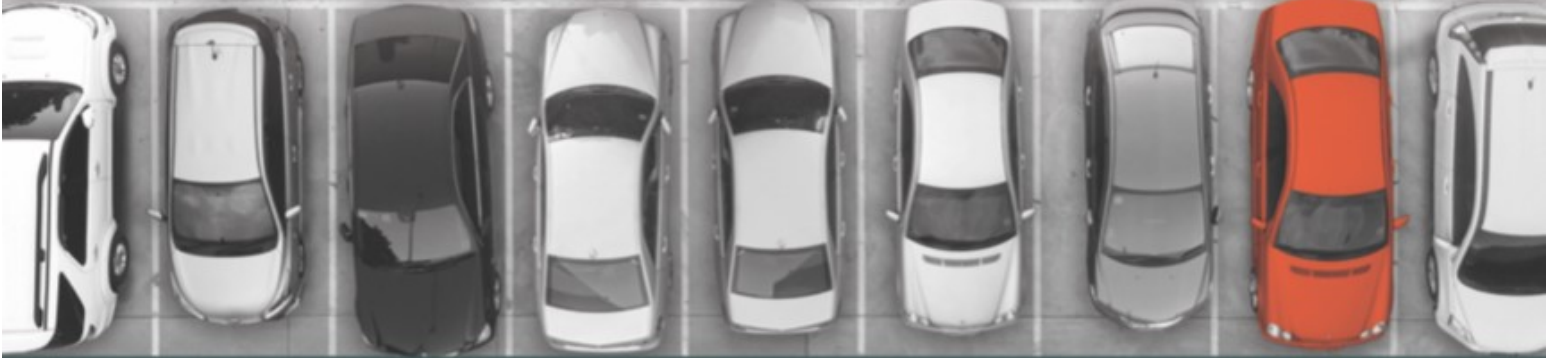
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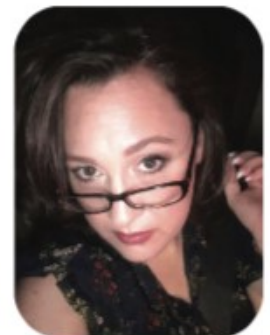
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2019 FALI Educational Scholarship Winners

Submitted by: Scott Kamp, Scholarship Chair

This year's FALI Educational Scholarship call for applicants resulted in applications being received from students in Criminal Justice programs from colleges and universities throughout the State. This is a direct result of our continuing to reach out to the key individuals in charge of these programs to build awareness of FALI, and the Scholarship program.

The following students each received the 2019 \$500 FALI Educational Scholarship:

Rachelle Marshall
University of Central Florida

A'Mani Taylor
Florida International University



On Friday, May 3rd, during the Conference lunch, I had the pleasure of presenting Rachelle Marshall her scholarship. Her mom accompanied her for the presentation and several conference sessions, which they enjoyed immensely. Unfortunately, Ms. Taylor was not able to attend. Both of our recipients also received a one year FALI student membership.

Congratulations to both of this year's recipients, and thank you to everyone who contributes to the Scholarship fund through the annual Conference raffle.

A special thank you goes to Molly O'Rourke, Keegan Kamp and Brooke Logan, who among others ways they helped as our Conference interns, encouraged Conference attendees to "contribute" to the Scholarship fund throughout the Conference. They were joined at the banquet by Rosalie Roffler, Cooper Kamp and Leah Fusco who helped sell last minute tickets before the big drawing.



And last but not least, an extra special thank you to FALI member **David Keck, FBCI** who it seems sometimes self funds the scholarship with the amount of tickets he buys. Over the last 4 or 5 years he had one the grand prize TV all years except last year. Throughout this year's drawing he was teased about some smaller prizes he won. VP Terry Roffler at one point brought the TV over for Dave to touch saying it would be the closest he would get this year. The joke was on Terry as the last ticket was pulled and guess who won?



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Re: Membership discount for FALI members

Hello FALI members,

First and foremost, I want to thank you for the great conversation, hospitality and questions from everyone at the recent 2019 FALI Conference in Orlando. It was great meeting all of you who stopped by the booth as well as the ability to stand up and speak to everyone about the USCCA and what we do.

I wanted to take this opportunity to address a handful of questions I received while I was at the conference in regards to our membership and training. The USCCA, in partnership with the Police Hall of Fame in Titusville will be hosting a USCCA training certification course on June 28th-29th. For those who asked about getting certified to be able to teach CCW classes in Florida through the USCCA, the cost of the course will be \$400, and you can reach out to me to get signed up for the course.

I am also proud to say that after talking with my team back at our headquarters in Wisconsin, USCCA Memberships of any level will now cover Private Investigators while on the job as long as the work being performed is not executive protection or security. On top of that, the USCCA has partnered with FALI to extend a 15% discount year over year on USCCA memberships for FALI members. This discount can be obtained by clicking [HERE](#). For any questions, membership enrollment or to sign up for the training class in June, I can be reached at 407-821-0120 or at Jack.A@uscca.com.

Once again thank you for a great conference and I look forward to seeing you all again soon.

Have a great day and stay safe,

Jack Ashby
Outside Sales Manager- Florida

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FALI Parade of Flags



The "Parade of Military and Law Enforcement Flags," was launched at the 2011 FALI Conference in Tampa with the flags representing the 5 branches of the armed forces: Army, Navy, Air Force, Marines and Coast Guard. The following year the Law Enforcement flag was added. At the suggestion of Doug Duerr, the Merchant Marine flag was added and first carried by Doug during the 2015 ceremony in Cocoa Beach. This important part of FALI's Conference is our way of saying thank

you to all the men and women who have served. Jerry Bloechle, who received many commendations during his time in the Air Force, once again served as this year's Master of Ceremonies. Thank you to this year's flag carriers:

- | | | | |
|-----------------|-------------------------|-------------------------|------------------------------------|
| Army: | Howard Steele | Air Force: | Bryan Selvaag |
| Marines: | Bret Bartlett | Coast Guard: | Lindy D'Auito on behalf of her dad |
| Navy: | David Hodges | Law Enforcement: | Richard Dotchin |
| | Merchant Marine: | | Dan Riemer in memory of Doug Duerr |



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