

2023

January/February
Legislative Edition

The

FALI Forum

Official publication of the Florida Association of Licensed Investigators

In this issue:

FALI-U Lite	P. 03
President's Message	P. 04
Legislative Call to Action	P. 06
Area Happenings	P. 08
FALI Conference 2023 Preview	P. 09
Legislative Bills to Watch	P. 11
The Big 3 Update	P. 12
NCISS National Legislative Update	P. 13
Welcome to Our New Members	P. 14

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TransUnion - Page 2
NITA - Page 10
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Share Your News & Announcements with FALI
Send to admin@fali.org

Editorial Team:

Amy O'Rourke
Jim Leusner
Terry Roffler



FALI

Post Office Box 1403
Dade City, FL 33526
(727) 373-8028

Visit us www.FALI.org

Gearing up for The Florida 2023 Legislative Session



FALI was officially incorporated in 1994 with the express goal of uniting the PI industry in Florida under one unifying association. Previously, there were multiple organizations, each of which were operating independently. With legislative attacks on the profession, the individual association leaders knew a united front was needed to lobby for the profession in Tallahassee. After months of unification talks, the first FALI Board meeting was held on December 4, 1993, followed by the official launch of FALI in 1994. We have been fighting for the profession ever since.

FALI Legislative Session 2023 starts on March 7, 2023. The FALI legislative team has been working on our objectives for this session for months.

After coming so close to having our bill passed last session the team hit the ground running as soon as the last session was over. The unknown was whether our sponsors would still be in office after the 2022 election. Our lobbyists at Cynergy, along with our team, started lining up alternate sponsors in the event that happened.

As previously reported to members our Bills filed for 2023 are:

HB 0763 (Rep. Peggy Gossett-Seidman) and

SB 1146 (Sen. Ana Maria Rodriguez)

FALI member support is crucial to getting us across the finish line.

Please continue to page 6 to find out how you can assist.



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Thursday, February 9, 2023

9:30AM - 5:00PM

FBCIs can earn CEUs!

Sponsored by:



At their headquarters:

4530 Conference Way South

Boca Raton, FL 33431

FREE For All FALI Members Statewide

\$99 for non-members

Breakfast and lunch included

Keynote Session

Background and Social Media Research

Presented by Ashley Silver



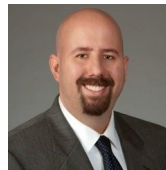
This class will focus on background and social media research. Specifically, how to comprehensively conduct online research and optimally utilize the resources available to PIs. Further, we will review some actual case-studies to gain insight into the process of social media research and why it's necessary to have a "hands on" approach during our investigations.

Vendor Session

A Word From our Sponsor

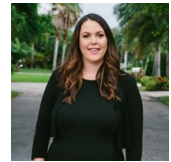
***TLO Training
Database***

Aleck Ragsdale



***History of TLOxp
Child Rescue Coalition***

Carly Asher Yoost



FALI Training

FALI BootCamp Express

Presented by Dan Riemer



The full day FALI BootCamp takes place in Tampa each September. This "Express" edition will go through the top 10 important tips that every new licensee, needs to begin his or her career. It's also a great reminder for those who have been in the profession for awhile. FALI BootCamp Express will touch upon the basics of starting and operating a business, administrative regulations that apply to investigators and knowledge and tools needed in order to operate as a successful private investigator or agency.

5:00PM-5:30PM: FALI Meeting

Find out what's going on in FALI and your specific area!

5:30PM-8:30PM: FALI Meet & Greet

Millers' Ale House

1200 Yamato Rd, Boca Raton, FL 33431

Hosted by the FALI Palm Beach and SE Area Members

(Everyone is responsible for their own bill)

Current FALI Stats

Members: 693

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 (1/31/23)

Private Investigator "C"	7,201
PI Interns "CC"	1,467
PI Agencies "A"	2,710
PI Agency Branch "AA"	21
Statewide Firearm "G"	26,682
Concealed Weapon "W"	2,628,238

NEXT PIRSAC MEETING:

Thursday, February 16, 2023
9am-12pm,
Hyatt Regency Grand Cypress,
Orlando, Florida

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



Dan Riemer

FALI President

Greetings Members,

2023 has arrived and the Board and Amy are working in overdrive to continue to make this organization the best in networking, training, honing your skills and providing other unique benefits to being a FALI Member.

While you might not see how FALI "makes the sausage" I can tell you behind the scenes we are going gang busters.

On the Legislative front we are still working to get the bill passed that eliminates Private Investigation Agencies from having to pay sales tax. We were close last year and because of politics unrelated to us our bill never made it to the final voting floor. We are actively trying to get it passed during this year's Session that starts in March.

Additionally, we have been putting feelers out to work on getting Legislation to pay an hourly rate increase for private investigators working on JAC court appointed cases. At JAC's inception in the early 2000s the JAC was paying private investigators \$75.00 an hour. In 2010 the rate was reduced to \$40.00 an hour and stayed that way to this day. Our position is that everything has gone up in price since 2010. The number of JAC contracted "A" Agencies have declined slightly despite a significant increase in people now living in Florida. When the Director of JAC was asked why there has been no increase in the rate, he stated no one has asked for it. We are working closely with our lobbyist to possibly bring this Legislative change in the next year or so.

FALI-U Lite East Coast is coming February 9th at the corporate offices of TLO/TransUnion in Boca Raton. This is FREE to members. If you didn't sign up, shame on you. TLO/TransUnion is sponsoring this day including breakfast, our keynote speaker Ashley Sliver, lunch, a special guest speaker who will talk about her organizations efforts to track and catch (with the help of Law Enforcement) Child sexual predators, child pornographers and sexual batterers of children.

TLO/TransUnion will also provide valuable training utilizing their database. At the end of the day I will be giving a BootCamp Crash Course for new investigators and new Agency owners.

Continued on page 5

I also want to remind you of our **Annual Conference in Cocoa Beach in April 2023**, you will hear more of this in the days that come.

Finally, I would be remiss if I didn't mention all the hard work of two special FALI women, Amy O'Rourke and Molly O'Rourke. Amy, our Administrative Director, is practically working around the clock to make this the best conference ever. If you see a post on social media about FALI, you can thank Molly our Social Media Manager. Please like, comment, and share her posts. FALI is growing our membership daily because of these two.

Let's make 2023 our best and most productive year yet!

Respectfully,



Dan Riemer
FALI President



Click the image above for complete Conference details.

FALI Officers

Dan Riemer

President

T: (954) 557-6111

E: dan@southfloridapi.com

Tim O'Rourke

Vice President

T: (727) 463-3515

E: timorourkecps@yahoo.com

Rick Root

Treasurer

T: (561) 237-5029

E: rick@rickrootpi.com

Michelle DeCastro

Secretary

T: (954) 804-0025

E: segrgroupinvestigations@gmail.com

FALI Area Directors

Tampa Bay: Matt Aubin

Orlando: David Rogers

Jacksonville: Richard Hedges

Panhandle/Tallahassee: James White

Broward/Dade: Jacques Houssou

Palm Beach: Aaron Johnson

Fort Myers/Southwest: Walt Zalisko

FALI Committee Chairpersons:

Advisory: All Past Presidents

Conference: Amy O'Rourke

FBCI: Terry Roffler

CST Task Force: Open

Elections: Jack Belich

Legislative: Rick Root

Scholarship: Open

Bylaws: Walt Zalisko

Technology: Michael Goodfellow

Ethics: Mark Aubin

Publications: Amy O'Rourke

Recruitment: Matt Aubin

Additional Support:

Administrative Director: Amy O'Rourke

Bookkeeper: Heather Roberts

Lobbyist: Cynergy Consulting

Next FALI Quarterly Board Meeting:

September 28, 2022



While the 2023 Florida Legislative Session begins on Tuesday, March 7th committees are already meeting and starting to decide the fate on our two bills. In fact, the first committee reference is the Senate Commerce and Tourism Committee on Tuesday, February 14th.

There has already been media coverage regarding these bills. Click [HERE](#) for the article that ran in *Florida Politics*.

Over the last few years the FALI Legislative Team has worked hard with our lobbyists to show the Department of Revenue that they were overestimating the PI profession's contribution to tax revenue for many reasons including the fact that they grouped us with security and alarm companies, who are taxable.

With the assistance of the Division of Licensing we were able to get our A licensees separated out from other licenses so they could pull the legitimate numbers regarding our contribution.

There are over 2,600 A licensees in Florida. **It is imperative that those who are FALI members participate in sending letters to members of the Legislature to show their support of this legislation.**

You are their constituents, and they need to know why this is important to your livelihood. We are making it easy for you by providing a sample letter, however, we strongly encourage you to use your own words to help support the bills.

These instructions were sent to members several weeks ago, but we have only received a handful of responses. We need as

many members as possible to respond as follows:

1. Click [HERE](#) to access the letter template. (also included on the next page)
2. Copy the letter onto your letterhead.
3. Update any of the information that pertains to you and your agency.
4. If you have a story to share that would help the cause, feel free to add it in the space provided. Otherwise please delete that section.
5. Please address three separate letters as follows:

*The Honorable Wilton Simpson
Commissioner of Agriculture & Consumer Services
Plaza Level 10
400 South Monroe Street
Tallahassee, Florida 32399-0800*

*The Honorable Paul Renner
Speaker of the House
420 The Capitol
402 South Monroe Street
Tallahassee, Florida 32399-1300*

*The Honorable Kathleen Passidomo
President of the Senate
409 The Capitol
404 South Monroe Street
Tallahassee, Florida 32399-1100*

Return to admin@fali.org as a PDF document by Monday, February 13th. All three letters can be in one document. Thank you for your assistance. Please let us know if you have any questions

Your Letterhead

Recipient Name **(See addressing directions on page 6)**

Title

Address

Tallahassee, FL

Re: HB 205/SB 116

Dear _____:

My name is _____ and I have been a Florida private investigator for _____ years. I work (or own and operate) for a small firm in _____ County. As a private investigator, my primary assignments are for families that experience a crime against their family, or a small business owner that experiences some threat or theft. We work closely to assist them in getting relief.

But unlike all other professionals, my business is taxed. When the professional services tax was repealed under former Governor Martinez, the language on taxation in the tax code was not drafted to exclude our private investigators. Law enforcement was represented in The Capitol and they were excluded from their off-duty services. We have become engaged and are seeking relief from this tax that is burdening our small families and small businesses.

Did you know that if an insurance company hires us, there is no sales tax owed? However, if a person hires us, and resides in Florida, a tax is owed. It is a huge burden for them.

(If you can, please fill in a story where you had to charge sales tax and the burden was placed on the victim. Otherwise, delete this section.)

FALI leadership will be in Tallahassee in March and would like to tell you in person more about the burden being placed on Florida families. We respectfully request you to hear HB 205/SB 116 and eliminate the bureaucratic red tape.

Thank you so much for your time! Again, we appreciate your time and attention to this matter.

Respectfully,

Your Name

Licensed PI

A License Number

Updates, and Messages, from the Area Directors

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.

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 to make sure you are on the correct list.

Have you been to a FALI Area Meeting lately?



Tampa Bay Area: Matt Aubin

Northeast Florida (Jacksonville): Richard Hedges

Southeast Florida: Jacques Houssou

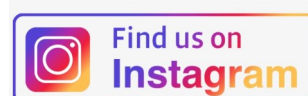
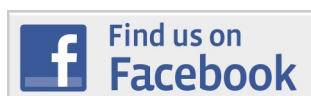
Palm Beach Area: Aaron Johnson

Panhandle/Tallahassee: James White

Southwest Florida (Ft. Myers Area): Walt Zalisko

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

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





Presenting the FALI Conference 2023 Speakers:

Keynote Speaker Michèle Stuart



Conference Registration

Early Bird Prices:

FALI Members: \$295 through April 10th

Non-Members: \$425 through April 10th

Click [HERE](#) for full conference details

Click [HERE](#) to register

Hotel Information:

Hilton Cocoa Beach Oceanfront

1550 N. Atlantic Avenue

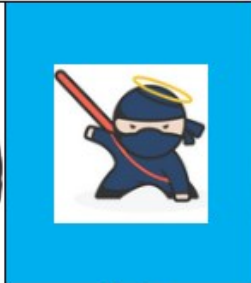
Cocoa Beach, FL 32931

Click [HERE](#) to reserve online

Phone: 1-866-580-7402 , Group Code: FALI23

Note: The block rate is available through April 4, 2023 or sell-out, whichever comes first.

Please reserve your room as soon as possible.

		
Chris Cavallo Opioid Awareness	Tazz Cox OSINT Researching Organizations & People	Troy Fleming Investigating Product Liability
		
Brandon Fortuno Injunctions for Protection	Nathan Goode Protective Intelligence	Amy Hutsell Forensic Genealogy
		
Mark Lynn Accident Investigations	Tara Lynn Working with Attorneys	Mark & Wendy Murnan JAC - Court Appointed Cases
		
Tim O'Rourke Eavesdropping & Privacy	Kelly Riddle Surveillance Mistakes	Peter Warmka Confessions of a CIA Spy



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Bills FALI is Monitoring During the 2023 Session

In addition to the bills filed on FALI's behalf, our lobbyists continue to monitor other bills of interest to FALI and/or those that may impact our membership directly. Throughout Session they let us know if there is something that comes up that would be of concern. These are the initial bills being followed:

SB 0116 Taxation of Investigative Services Rodriguez

Taxation of Investigative Services; Providing a sales tax exemption for the sale of investigative services by a small private investigative agency to a client; authorizing the Department of Revenue to adopt emergency rules, etc. Effective Date: Except as otherwise expressly provided in this act and except for this section, which shall take effect upon this act becoming a law, this act shall take effect July 1, 2023

HB 0205 Tax Exemption for Charges for Private Investigations Gossett-Seidman

Tax Exemption for Charges for Private Investigations: Provides exemption from sales and use tax for investigative services provided by small private investigative agencies. Effective Date: July 1, 2023

HB 0059 Human Trafficking and Prostitution Skidmore

Human Trafficking and Prostitution: Revises definition of term "coercion"; prohibits facilitating or enabling receiving of persons into any place, structure, building, or conveyance for purpose of prostitution, lewdness, or assignation or facilitating or enabling any person to remain in such place; prohibits knowingly engaging in specified activities for purpose of prostitution; provides increased criminal penalties for specified prohibited acts. Effective Date: October 1, 2023

SB 0326 Human Trafficking Osgood

Human Trafficking and Prostitution: Revises definition of term "coercion"; prohibits facilitating or enabling receiving of persons into any place, structure, building, or conveyance for purpose of prostitution, lewdness, or assignation or facilitating or enabling any person to remain in such place; prohibits knowingly engaging in specified activities for purpose of prostitution; provides increased criminal penalties for specified prohibited acts. Effective Date: October 1, 2023 Human Trafficking and Prostitution: Revises definition of term "coercion"; prohibits facilitating or enabling receiving of persons into any place, structure, building, or conveyance for purpose of prostitution, lewdness, or assignation or facilitating or enabling any person to remain in such place; prohibits knowingly engaging in specified activities for purpose of prostitution; provides increased criminal penalties for specified prohibited acts. Effective Date: October 1, 2023

SB 0166 Human Trafficking Berman

Human Trafficking; Prohibiting facilitating or enabling the receiving of persons into any place, structure, building, or conveyance for the purpose of prostitution, lewdness, or assignation; prohibiting knowingly engaging in specified activities for the purpose of prostitution and thereby benefitting financially or receiving anything of value; providing increased criminal penalties for specified prohibited acts relating to lewdness, assignation, or prostitution, etc. Effective Date: 10/1/2023



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



**The Annual Big 3 Zoom Meeting is scheduled for
Wednesday April 12th**

7pmEST/6pmCST/4pmPST

**Details coming soon but the focus will be on
Networking as well as Legislative Updates**



Join Us at the CALI 54th Annual Conference!

Click the logo above for details.



LobbyIt.com

The NCISS Legislative Advisory Board (LAB) assists supporting member state associations monitor state legislative activity!

NCISS 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 – S.C., (864) 437-8850, alden.wheeler@gmail.com

**NCISS and State Associations Working Together:
What is LAB and the NCISS Town Hall meetings?**

NCISS LEGISLATIVE ADVISORY BOARD

Legislative Advocacy provided by: **LobbyIt.com**



Lisa Turley
1st Vice President / Co-Chair

LAB Committee Chairs



Dean Gluth
At Large Director / Co-Chair

LAB is the Legislative Advisory Board hosted by NCISS and including representatives from all member associations. In February NCISS hosted a National Legislative Town Hall open to all, and the end of March hosted a LAB Town Hall for members. These are virtual events for the investigative and security professions. Discussions include the current legislative issues surrounding privacy law, public record access, licensing regulations, public relations, reciprocity and more. From these working strategies are developed to bring a unified voice and front to these issues in which NCISS and each state association can bear its strength on the issues, keep associations abreast and provide strategies supporting our shared positions.

WHO?

NCISS represents the national interests of investigative and security professionals in Washington, DC. NCISS is composed of individual or company members and state association members. NCISS regularly hosts its Legislative Advisory Board ("LAB") coordinating strategy, information, and support with state investigative and security associations nationwide.

WHAT?

The LAB communicates by a special listserv available to each state association representative, and also the State Associations Town Halls are the sharing of current issues facing our professions in each state. Meetings are joined by NCISS's DC lobbyist who will provide what we know is on the DC agenda. Discussions include the state and national agendas we face. These include deregulation, public record access, reciprocity, and more.

WHY?

Currently, NCISS has been monitoring a number of legislative actions aimed at restricting access to public records, altering state licensing programs, and creating new privacy laws which could affect our professions. These efforts have been at both the state and federal level. NCISS is attempting to reach out to those which will likely to be affected to build a coalition to address these concerns. NCISS has hosted a series of virtual meetings for state associations and its members. This meeting is to educate, inform, and encourage all investigative and security professionals to rally to the current challenges and support the profession.

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welcome
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Alejandro Diaz (Welcome back)

Ft. Myers

Michael Heflin

Jacksonville

Charles Mason

Orlando

Sandy Ferrer

Tallahassee

Lindsay Nordstrom

Tampa Bay

William Alexander (Welcome Back)

Peyton Donald

Phyllis Gagliardi

Adam Meyer

Nicki Rawlings

Big 3 Members

James McCarthy/TALI

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IS YOUR ONLINE/MEMBERSHIP FALI PROFILE UP TO DATE???



Save the Dates!
FALI-U Lite:
February 9, 2023

FALI Conference 2023:
April 27-29, 2023

NOTES

Keep YOUR information up to date online– Log In TODAY! www.FALI.org

FALI Board of Directors 2022–2023

Executive Board

Dan Riemer
President

T: (954) 557-6111
dan@southfloridapi.com

Tim O'Rourke
Vice President

T: (727) 463-3515
timorourkeps@yahoo.com

Rick Root
Treasurer

T: (561) 237-5029
rick@rickrootpi.com

Michelle DeCastro
Secretary

T: (954) 804-0025
seqrgroupinvestigations@gmail.com

Area Directors

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Citrus • Hernando • Hillsborough •
Manatee • Pasco • Pinellas • Polk • Sumter

AD: Matt Aubin

T: (813) 373-4181
matt@srecon.com

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Gadsden • Gulf • Holmes • Jackson •
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AD: James White

T: (865) 230-6559
James@Distinctivepi.com

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AD: Richard Hedges

T: (904) 669-4253
richardhedgespi@gmail.com

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T: (772) 263.1572
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T: (305) 930-5700
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