

2026

September/October
Fall Edition

The FALI Forum

Official publication of the Florida Association of Licensed Investigators

In This Issue:

PI Business Advanced Skills	Page 03
President's Message	Page 04
FALI-U	Page 06
FALI BootCamp	Page 08
Area Director Intros	Page 09
Speaker Spotlight	Page 14
NCISS Legislative Update	Page 16
The Big 3	Page 19
Welcome New Members	Page 21
Committees	Page 23
Board Contact Information	Page 25

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The last edition of the FALI Forum was our annual **“Back to School”** edition. We highlighted the upcoming events that members (and potential members) could attend to fill their **“PI Toolbox.”** The edition that you are about to read is the follow-up with photos and information about these outstanding events.

As professionals we should always open ourselves to keeping up with the trends to grow our businesses and the profession. Whether you are a seasoned pro, or just starting out, there are always new things to be learned. This goes for both **old dogs and new tricks** as well as **new dogs and old tricks**.

Those who are serious about advancing in this profession must keep up or be left behind. The reality is everything you learn today will be obsolete next week thanks to technology and in particular, AI. Even more reason why you need to attend FALI programs and monthly meetings. But the other side is also true. . .technology can't always replace good old human interaction and hands-on approaches.

There was a recent post on the listserv regarding paying for social media advertising. It started with *listserv message #8699 on October 4th*. Past president Dan Riemer had an excellent response which can be read at message #8700. To quote Dan:

“Ultimately, your work product is your best marketing. Do good work. Be thorough. Be responsive. Produce something the attorney can actually use. Make yourself valuable to the case, and the referrals will follow. There is also a tremendous amount of satisfaction in knowing that your services are in demand because of the quality of the work you produce rather than because of how much money you spend advertising.”

If you want to be unlimited in this profession you need to open to all the tools that are available to you and maybe even create some of your own.



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PI Business Advanced Skills Session is strategically developed to advance the skills of investigators in our profession. Like other FALI trainings, this workshop includes professional development, instruction, activities and discussions. The content is designed so that you will have the skills and knowledge needed to provide a new service to your clients, develop new business opportunities, or put into practice new strategies for your organization.



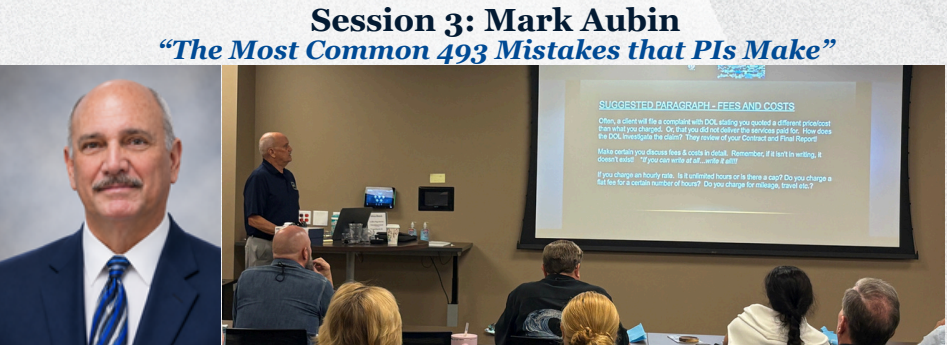
Over 60 attendees from all across Florida enjoyed a great day of learning!

This year’s “Back to School Pop-Up Event” was held at the TransUnion Headquarters in Boca Raton. Attendees were treated to a full-day of learning - **FREE** of charge - and our hosts provided refreshments and lunch.

Each of the speakers provided information that attendees could use immediately. Some of the follow-up notes can be found on the FALI website for members only. Login and look under the “Resources” tab and go to “In-Person & Zoom Presentation Files.”

The day ended at Miller’s Ale House for after session “networking.”

Thank you to Joe Mangano, Tim Klipsic and the entire TransUnion team for your hospitality.



FALI Stats
Members: 892
FBCIs: 40

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 (9/30/26)

Private Investigator "C"	6,963
PI Interns "CC"	1,352
PI Agencies "A"	2,578
PI Agency Branch "AA"	18
Statewide Firearm "G"	28,900
Concealed Weapon "W"	2,271,273

NEXT PIRSAC MEETING:

November 5, 2026
9:00am-12:00pm

Renaissance Orlando at
SeaWorld
2nd Floor, Palani Room
6677 Sea Harbor Drive
Orlando, FL 32821

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



Tim O'Rourke
FALI President

Dear Fellow members,

I hope this finds you well and safe in the aftermath of Hurricane Isaias. Many of us have been through these storms to various degrees. If in the aftermath you, or another FALI member have a need, please make sure to contact us at admin@fali.org

FALI has had a busy couple of months, and I want you to know where we've been and what is coming next.

Our Area Directors (AD) and Area Coordinators (AC) have held meetings all around the State. Our monthly **CDIN/CLIN** Zoom calls continue to be well attended. Over the last few months, we have had our special daylong programs which are always FREE for member.

In August we were welcomed to TransUnion headquarters in Boca Raton for **PI Business Advanced Skills Session** (page 3). Thank you to Joe Magano, Tim Klipsic and the entire TransUnion Team for welcoming us, teaching us and feeding us. This was followed up in September by our annual programs, **FALI-U** (page 7) and **FALI BootCamp** (page 8) in Tampa. If you made it to one of these special events, thank you. If you missed them, more are on the way.

We encourage you to make the most of your membership by attending the area meetings for your region. ADs and ACs work hard to find locations and plan meetings that allow members to network and maybe learn a thing or two. It is impossible to find a location that is convenient for everyone. However, traveling a little farther once a month or once a quarter not only helps grow FALI but helps you to grow your business.

I'm pleased to announce that the vacancy in the Palm Beach area has been filled by Peter Zazzarro, who was recently appointed AC. Peter is in the early stages of planning a meeting for the area. If you have any suggestions for a location, please reach out to him.

In addition to the emails, listserv and social media posts about meetings, you can always visit the calendar on the bottom of the FALI website homepage to find specific dates, times and locations for upcoming meetings.

Check in with your AD for FALI updates as we close out the year and prepare for the 2027 legislative session which will start on Tuesday March 2nd.

I recently attended the TALI Conference in San Antonio Texas, where I joined our colleagues at TALI, welcomed their new president, Mike Thompson and signed up new Big 3 (CALI, FALI and TALI) members. By the time you read this, I will have just returned from the CALI conference in Palm Springs, California, and I intend to bring back more members. After that it's off to visit our friends in Alabama for their 13th Annual Conference which this year is in Montgomery.

Mark your calendar now for our 2027 conference: April 29 through May 1 at the Renaissance Orlando Airport Hotel. To those who have submitted RFPs, thank you! The Conference Committee will be reviewing all and making selections by mid-November. We look forward to welcoming Mike Thompson from TALI, along with CALI President Roberto Rivera. We have a few surprises in store for this one. I'll leave it there for now.

We look forward to seeing you in-person and/or online for FALI events.

Stay safe!

Respectfully,



Tim O'Rourke
President, Florida Association of Licensed Investigators



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Jacksonville: Ben Bergner
Panhandle/Tallahassee: Matt Jones
Broward/Dade: Hector Ventura
Fort Myers/Southwest: Sean Havenner

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North Central: Houston Ramsey
Palm Beach: Peter Zazzarro
Tallahassee: Danielle Gause

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**Next FALI Quarterly
Board Meeting:
Winter 2027**

FALI Member Benefits in Action

Whether you are a seasoned pro, or new to the profession, there are always new things to be learned to fill your “PI Toolbox.” This is particularly true in the digital age. The desire to keep learning is what sparked the creation of FALI University, aka FALI-U, and BootCamp in 2013. These programs are FREE for FALI members and represent just one of FALI’s many outstanding benefits.

FALI-U is a full day including professional development, instruction, activities, and discussions. The content is designed to give participants the skills and knowledge needed to provide a new service to their clients, develop new business opportunities or put into practice new strategies. FALI-U is FREE for FALI Members meeting the qualifications of 3+ years of experience. FALI-U 2026 was held in Tampa at the Hilton Tampa Airport Westshore on Wednesday September 16th. Over 50 members participated in this FREE event. FBCIs received CEUs towards their two-year requirement. This year attendees had the opportunity to participate in two fantastic sessions. After the training, the Tampa Area FALI group sponsored a Meet & Greet which allowed for socializing and networking.



Session 1

Maggie Gaffney kicked off FALI-U 2026 with this interactive session. Attendees were able to dive into the world of AI and learn how these tools could be applied effectively in the investigative field. This was a great start to an exciting and interactive day of learning.



Session 2

Lucas Delgado took the stage following the lunch break. This presentation focused on effective communication, conflict resolution, workflow improvements, and discovering additional investigative services that can increase your value as a private investigator.



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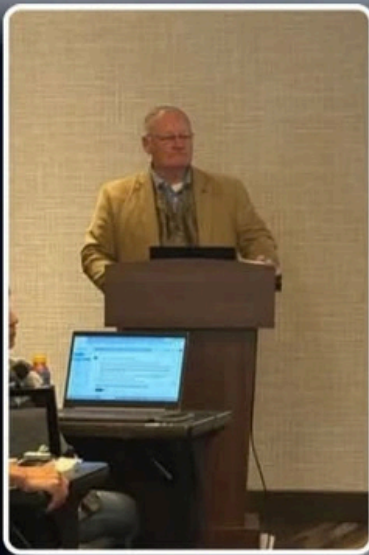
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FALI BootCamp 2026 - Thursday September 17th



This year's **FALI BootCamp** was co-led by President Tim O'Rourke and Vice President Mark Aubin. They covered the basic information that every new licensee needs to begin their career including: an overview of the profession, the basics of starting and operating a business, federal, and Florida statutes, and administrative regulations that apply to investigators. In addition, as an attorney, Mark discussed the importance of contracts and shared that these documents are available to FALI members in the **Members Only** section of the website.

Special offer from TransUnion for BootCamp participants
Any BootCamp participant not currently a TransUnion user is eligible for a two-week free trial of TLOxp
Contact Tim Klipsic at: Timothy.Klipsic@transunion.com and let him know you attended BootCamp.
Once your attendance is verified he will set up your trial.

Meet the FALI Area Directors for 2026-2027

FALI Area meetings offer members the opportunity to network with others and learn something new. 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. Their contact information is on the back page of this edition.

Potential members are always welcome to attend as a guest. After that we ask that they join to continue taking part and show support for 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.



One of the things I have enjoyed most since becoming the Orlando Area Director is watching what happens when you put people from different sides of our industry in the same room.

At our September 21st Orlando Area meeting, we had 13 people in attendance and introduced our first **Member Spotlight**. Following our usual introductions around the room, FALI member Jaiylen Curry took a few minutes to tell us more about his background and the direction his career has taken.

Jaiylen came into the industry primarily through security and later expanded into executive protection. Since becoming involved with FALI, he has also developed a greater interest in investigations and surveillance and, more importantly, has begun recognizing how valuable those services can be to security and executive protection professionals who may not have investigative capabilities of their own. What started as a few minutes for Jaiylen to introduce himself quickly turned into a much larger conversation around the room.

We began talking about the opportunities that exist when investigators understand the needs of security and executive protection professionals—and when those professionals understand what a good investigator can bring to their operation. Investigations, surveillance, executive protection, corporate security, intelligence and other specialties within our industry do not have to exist in separate lanes. Very often, one discipline can provide exactly the resource another one needs. That conversation reinforced something I believe is one of the greatest benefits of being involved with FALI.

Know your network before you need it.

Networking is more than exchanging business cards or adding another contact to your phone. It is knowing what the people around you actually do.

Who handles surveillance? Who has executive protection experience? Who understands corporate security? Who can help with a case outside your geographic area? Who has experience with a particular type of investigation? And just as importantly—who knows what you do well?

You don't want to start building those relationships when a client calls with an immediate need that falls outside your normal scope of work. The time to learn about the capabilities of the people in your professional network is before you need them.

Our conversation that evening demonstrated that in several different ways. Members also discussed the Florida Board Certified Investigator (FBCI) designation, and an unexpected question about dumpster diving led to a discussion of California v. Greenwood and the Supreme Court's treatment of discarded trash under the Fourth Amendment. A member was even kind enough to print copies of the case information so we could share it around the room.

Our goal for the Orlando Area is to continue creating opportunities for conversations to happen. We want investigators, executive protection professionals, security professionals and others within our industry to get to know one another—not simply by name, but by understanding each other's experience, specialties and resources.

You never know when the person sitting across the table at a FALI meeting may have exactly the knowledge, experience or connection you need six months from now.

And when that day comes, it's much better to already know who you're calling.



Hello FALI colleagues,

Things are moving in a great direction down here in Southwest Florida.

In June, we had an outstanding presentation by Maggie Gaffney of BIOSolutions LLC covering digital forensics, AI tools, and cyber awareness some of you may have caught her at FALI-U as well.

In September, a solid group of us got together for an open networking night and had some great conversations.

As we head into the holiday season, I'm working on lining up a few more meetings with presentations spotlighting some of our local colleagues. Dates and speakers to be announced soon. I hope to see you at the next one.



As I settle into the role of FALI Panhandle Area Director, I wanted to take a moment to introduce myself to those members I haven't yet had the opportunity to meet.

I'm Matt Jones, owner of Palafox PI, LLC, in the Pensacola area. Before entering the private sector, I spent nearly two decades in law enforcement, working with federal task forces and retiring as a detective lieutenant. Like many of you, I now wear a number of hats as an agency owner—investigations, surveillance, process service, client management, billing, business development, and all the other responsibilities that come with running an agency.

The Panhandle presents some unique challenges for a professional association. We cover a large geographic area, and getting our members together regularly can be difficult. Pensacola to Tallahassee is a long way to travel for an evening meeting, and even within the western Panhandle, distance can make participation challenging. That makes the opportunities we have to get together especially valuable.

My goal is to help build a more connected Panhandle FALI community—one where members know who else is working in the region, exchange ideas and resources, develop referral relationships, and have a network of professionals they can call when they need assistance outside their normal area or expertise.

Our Thursday, October 1, 2026, dinner and meeting at Magnolia Grill in Fort Walton Beach was a great step toward that goal. The meeting was well attended, with members traveling from across our area, from Panama City in the east to Pensacola in the west. We welcomed new members, existing members, and prospective members, and it was especially nice to see spouses joining us for the evening.

Our guest speaker, Penny Mercer, Principal with Warren Averett in Fort Walton Beach, delivered a very informative presentation geared toward investigative agency owners. Her practical discussion of small-business accounting, QuickBooks, bookkeeping pitfalls, and financial considerations prompted plenty of questions and thoughtful exchanges. The conversation continued well into dinner, with enthusiastic participation and a lively back-and-forth among attendees. Thank you, Penny, for sharing your time and expertise with us!

Magnolia Grill was a wonderful host, providing a private room at no charge and dedicated service throughout the evening. We greatly appreciated the hospitality and the welcoming setting for our meeting.

The evening was a great example of the camaraderie and networking that come with being part of the FALI family. Bringing together investigators at different stages of their careers, along with prospective members and spouses, created an opportunity to make new connections, strengthen existing relationships, and learn from one another.

We are looking at early December for our next Panhandle Area meeting, with details to follow soon. All FALI members are welcome, including those traveling through Northwest Florida or working in the area. Please reach out to me directly with suggestions for topics, speakers, or anything else you would like to see at future meetings.

Thank you to everyone who attended and helped make this meeting a success. I look forward to continuing to build a stronger professional network across the Panhandle.



Thank you to everyone who joined us for our first Jacksonville Area meeting on August 18th. It was a pleasure to meet fellow investigators, learn about their areas of practice, and share a productive evening of conversation and networking.

Whiskey Cake was an excellent venue, but our group did not meet the restaurant's minimum order requirement to continue holding meetings there at this time. We hope that, as attendance grows, we can return in the future.

Houston Ramsey and I are planning our next meeting for early November. We are considering Roger That Wings & Things in Green Cove Springs and Palms Fish Camp Restaurant in Jacksonville. Once the venue and date are confirmed, we will share the full details and registration information.

The November meeting is planned to feature a case study involving a South Florida cargo theft investigation. We look forward to another opportunity to connect, exchange ideas, and learn from one another. Please continue to share your suggestions for future meeting topics and speakers.



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

Calendar		MORE
10/12/2026	Orlando Area FALI Meeting	
10/14/2026 • 10/15/2026	Alabama Private Investigators Association Annual Conference	
10/14/2026	[MEMBERS ONLY] FALI-CDIN Monthly Lunchtime Chat	
10/19/2026	Tampa Bay Area October Meeting	
10/28/2026	SE Florida Meeting in Hallandale Beach	



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 Private investigation industry since 2009, and I am currently the managing partner at Southern Recon Agency and our specialized AI & Cyber Division, E3 Legacy Intel. As an expert AI Developer and consultant, I enjoy sharing my experience with AI along with various forms of technical investigations ranging from Cyber Intelligence, TSCM and Cyber Forensic Investigations.

Our July meeting was incredible. Several local members led a mastermind on running the front end of a private investigation business, covering client communication and vetting, bringing on new cases, case intake and management, and procedures and processes. Our local members shared their experiences and added a ton of value.

Our August meeting featured an interactive discussion with contributions from various members regarding different databases and OSINT tools. Members shared the tools and resources they use, along with their experiences and insights on how they apply them in their investigations.

For our September meeting we hosted the FALI U & Boot Camp. Maggie Gaffney did a very informative presentation on building an AI sandbox and was followed by Lucas Delgado on going from vendor to partner with reliable clients. FALI Bootcamp was hosted by Tim O'Rourke and Mark Aubin where they laid a foundation for people new to the PI profession.

Obviously, we'll be providing a lot of expertise and training on new cutting-edge things, especially with AI. However, we want to make sure that we're meeting everyone's needs and interests, so please don't hesitate to reach out. I am always here to bounce ideas off of, help you make the right connections for your business, keep you informed on things that the Board of Directors is doing to serve you and the industry, and just answer any random questions you may have!

Our Tampa meetings are dynamic and extremely unique. Our local members are highly skilled, experienced and decorated and create a productive atmosphere for investigators to grow their skillsets and businesses. The contributions from the diversity of the members and guests in our area, keeps our members informed and entertained with legislative updates, current industry trends and relevant investigative and professional topics. We will continue to create valuable trainings and meetings to give our members something they can actually use!

This year we will be approaching 300 members in the Greater Tampa Area and in my opinion one, we have the greatest accumulation of professional investigators in the nation right in our back yard. The in-person meetings are one of the best and most effective networking and educational tools available in this profession. The Tampa area meetings are open to ALL FALI members and we encourage anyone within driving distance to come and join us for our events. 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.



I would like to reiterate appreciation to Patrick "Pat" McKenna for graciously taking time out of his schedule when he was our guest speaker on Wednesday August 26th. We had an amazing turnout in attendance of our area members.

Las Vegas Cuban Cuisine is an excellent restaurant which has a full bar. We had privacy for our group in the restaurant's private area which was for our group's exclusive use. The restaurant provided a designated waitress who is looking forward to our next visit since our members were generous where together we provided the restaurant a profit shy of \$900.00 by a few cents.

Our next meeting will be on Wednesday October 28th, and our speaker will be Maggie Gaffney who is the owner of BIOSolutions LLC. Gratitude in advance to Maggie for traveling from Bonita Springs, FL. Maggie will be presenting "CREATING AN AI SANDBOX" to our members here in the SE Area.

The SE Area had previously communicated that we were going to be holding quarterly meetings this year. A few members expressed their gratitude for our new meeting location and were thrilled that

Pat McKenna led our first meeting with his presentation on the OJ Simpson case/trial investigations. Therefore, we are in the works of "possibly" having a November and December speaker, the PI Speaker would speak on the topic of Human Trafficking, and an attorney would speak on the topic of "Labor Law." Looking forward to seeing FALI Members of all areas on Wednesday October 28th!!



Area Coordinators

🍁 Happy Fall, Y'all! 🍁

As we approach the end of 2026, it's hard to believe how quickly the year has gone. We've made many great memories, welcomed new members, and enjoyed some wonderful times together. As we look ahead to 2027, I'm happy to say that the Tallahassee area group is still going!

That said, we'd love to see more participation from our members this year. If you have plans to travel to the Tallahassee area and would be interested in speaking or sharing your knowledge and experience with the group, please reach out to me. We are currently having a difficult time finding speakers, and we would greatly appreciate anyone willing to contribute.

We also need to see stronger attendance at our meetings. One of the biggest benefits of these gatherings is the opportunity to get together, learn from one another, network, and, of course, enjoy a little time away from the office.

In order to continue holding these events and making them worthwhile for everyone, we need our members to show up and participate. Your attendance and involvement are what keep the group active and allow us to continue learning and growing together.

Thank you to everyone who has participated throughout 2026. We're looking forward to finishing the year strong and making 2027 even better! 🍁 Hope to see you at the next meeting!"



It's an honor to step into the role of Palm Beach Area Coordinator and to support an organization built on professionalism, experience, and the highest investigative standards. Although I am in my second year as a licensed private investigator, my career has been shaped for more than three decades by the same core disciplines that define our profession: ethics, fact finding, problem solving, investigation, and customer satisfaction.

Before entering the PI field, I spent 30 years in corporate operations and executive leadership, where investigations were not an occasional task — they were a daily responsibility. Whether resolving complex incidents, conducting internal inquiries, analyzing failures, or leading teams through high-stakes decision-making, I relied on structured investigative methodology, evidence-based reporting, and the ability to turn raw information into actionable intelligence. Those skills were translated naturally into private investigation, and they continue to guide my work today.

Today I am the President of Identifax Investigative Services, which has been serving Florida since 1980. Leading an agency with such a long-standing reputation for reliability and professionalism has deepened my appreciation for the standards and ethics that define our industry.

FALI is a critical part of our profession, and I believe strongly in supporting the goals, ethics, and standards we all represent. The strength of this association comes from the experience, mentorship, and integrity of its members, and I am committed to contributing to that legacy.

As I take on this new role, my goal is simple: to support the seasoned professionals who built FALI's reputation, strengthen collaboration across our Palm Beach community, and ensure our members have the resources, connections, and advocacy needed to thrive. I am counting on you — the members — to be active participants and to share your vast experience with the Palm Beach chapter team so we can learn from one another and continue providing the highest-quality services to our clients. Networking will be a major focus for our chapter, creating opportunities to build relationships, exchange insights, and elevate the collective capabilities of our local investigative community.

I am planning our first Palm Beach chapter meeting for Q1 2027 and look forward to bringing everyone together to share insights, strengthen relationships, and set the tone for a productive year ahead.

Thank you for welcoming me into this position. I'm committed to serving our members with professionalism, responsiveness, and respect for the craft that each of you has spent years mastering.



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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.

Asset Tracing Across Borders: Notes from My FALI 2026 Conference Presentation

Submitted by: Mike LaCorte, CEO, Conflict International

When I was invited to speak at the FALI conference on international asset investigations, I decided the most useful thing I could offer the room, both investigators and the lawyers who instruct them, wasn't a polished sales pitch. It was honesty about how genuinely different this work looks once you cross a border.

American investigators are, on the whole, exceptionally good at what they do. American litigators are equally formidable at home. But applying domestic methods and assumptions to international cases is one of the fastest ways I have seen capable practitioners come unstuck. What follows distills what I shared in Florida, written from where I sit, which is firmly on the investigator side of the table.

Why these investigations are commissioned

At their simplest, asset investigations identify what someone owns and where it sits. The instructing reasons are remarkably consistent: enforcement of a judgment, fraud recovery, divorce proceedings, pre-litigation due diligence, debt recovery, or quietly understanding a counterparty before signing a transaction. Whatever the trigger, the underlying question is always the same. Is there anything worth chasing, and if so, how do we reach it?

The international dimension has become unavoidable. Wealthy individuals, and certainly anyone with something to hide, rarely keep their affairs in a single jurisdiction. Holding structures stretch across numerous jurisdictions. Property is held through corporate vehicles, trusts, and nominee arrangements. Bank accounts move. The investigation has to move with them, and the legal strategy with it.

The basic process

Good asset investigations are intelligence-led as well as database-led. We start with scoping: what the client actually needs, what jurisdictions are likely to be in play, what enforcement routes exist, and what realistic recovery looks like. There is no point spending tens of thousands tracing assets that cannot be reached, or producing material that will be of no use once a case is genuinely in motion.

From there the workflow generally runs through:

- Open source and corporate registry research.
- Land and property records, where available.
- Court records, insolvency filings, and litigation history.
- Lifestyle indicators such as social media, public-facing footprint, and observed behaviour.
- Discreet human intelligence and source enquiries.
- Field verification, including, where appropriate, surveillance forensic accounting where documents are obtained through proper legal process.

The American advantage

The United States is, by international standards, an extraordinarily open environment for an investigator. County recorders publish property ownership. UCC filings show what has been pledged as security. Court

records sit on PACER and state systems, searchable by name. Vehicle records, voter rolls, and an entire ecosystem of skip-tracing tools and aggregator databases (TLO, IRB, LexisNexis Accurant) give US investigators an information advantage that simply does not exist elsewhere.

That advantage carries hard limits. Bank records remain off-limits, and pretexting for financial information is a federal offence. American investigators understand this instinctively. The trouble starts when those same instincts, and the same expectation of public-records depth, are applied to an enquiry across the pond.

Europe is several countries, not one

The single biggest mistake I see is treating "Europe" as one place. It isn't. Each jurisdiction has its own regime for public records, its own attitude towards privacy, and its own ways of compelling disclosure when it eventually becomes necessary. Add the General Data Protection Regulation (GDPR) over the top, and the investigative landscape looks very different from a US courthouse.

A few quick illustrations.

The United Kingdom has Companies House, a free, searchable corporate registry that helps with transparency. The Land Registry now allows name-based searches against an index of proprietors, with restrictions. Court records exist but are far less accessible than US equivalents. The Persons with Significant Control (PSC) register on beneficial ownership genuinely helps, even where compliance is patchy.

Germany is, in my experience, one of the more privacy-conscious jurisdictions in Europe. Public records are limited and the cultural expectation of data protection is strong. Investigators arriving expecting bulk record retrieval are quickly disappointed.

Switzerland still carries the reputation for bank secrecy, but the picture has shifted substantially since FATCA and the Common Reporting Standard. It is no longer the black hole it once was, though it remains a jurisdiction where local expertise beats assumptions.

Italy offers genuinely useful chamber of commerce records, particularly for tracing corporate interests. The Netherlands has reasonably open commercial registries. France sits somewhere in between, with court access governed by procedural rules unfamiliar to most outsiders.

There are also the offshore jurisdictions (BVI, Cayman, Jersey, Guernsey, Isle of Man) where corporate transparency varies considerably. Beneficial ownership reform has changed the picture in recent years, but expecting a quick public registry hit is naive.

Continued on page 15

Where legal tools take over

Public records eventually run out. So does what can be obtained through open enquiry, registry searches and source work. From that point onwards, getting any further usually requires action that only instructed lawyers can drive.

Across most jurisdictions there are court-driven mechanisms that can compel banks, payment providers, registries and other third parties to disclose what they know, and separate mechanisms that preserve assets while a case proceeds. The specifics differ enormously by country, and I am not the person to walk anyone through them. The principle, however, is the same wherever the work is happening. The investigator identifies and frames the question, and counsel deploys the tool that turns it into disclosure or preservation.

That hand-off is rarely a clean finish to the investigation. Each round of court-ordered disclosure tends to surface new leads: a beneficial owner not previously identified, a payment route into a jurisdiction nobody had focused on, a counterparty whose own affairs are worth a closer look. Those leads have to be worked, which means more investigative effort, which in turn often supports the next legal step. The cases that recover real money tend to be the ones where this loop between investigation and legal action runs cleanly for months at a time.

The point I keep coming back to with clients is that international asset work is not a one-shot exercise where the investigator delivers a report and the lawyers take it from there. It is a sustained partnership in which intelligence and legal process feed each other, and the partnership has to be set up that way from the start.

Where human intelligence comes back into its own

Because the database-led approach simply does not translate, international asset investigations rely much more heavily on human intelligence than US domestic work typically does. That means trusted local correspondents who understand their own jurisdiction, speak the language, and know the boundaries of what is legally and ethically acceptable. It also means properly conducted discreet enquiries, done in compliance with local law and data protection requirements, not in spite of them.

This is where the international networks I have spent much of my career involved in, namely the World Association of Detectives, the Association of British Investigators, and the IKD, earn their keep. A vetted partner in the right country, with the right experience, is worth more than any database subscription.

Common pitfalls

A few I keep seeing, and which came up in the questions after my session:

- Pretexting across borders. What is grey in one jurisdiction is criminal in another. Default to the strictest standard.
- Underestimating data protection law. GDPR and its equivalents apply to investigators, and getting that wrong can sink an otherwise strong case.

- Assuming offshore means untraceable. It often does not, particularly post-Common Reporting Standard.
- Skipping the scoping conversation. Without a proper scope at the outset, clients, lawyers and investigators all end up disappointed.
- Ignoring enforceability. Tracing an asset is half the job. If the asset cannot be reached where it sits, the investigation has produced an interesting story rather than a recovery.
- Treating intelligence as evidence. They are not the same. Material that may have to stand up later needs to be gathered with that in mind from the start, with clear provenance, lawful methods, and records that hold up under scrutiny.

Working with counsel

The cases that go best, in my experience, are the ones where the lawyer and the investigator are in genuine partnership from day one. The lawyer shapes the legal strategy, the investigator shapes the intelligence-gathering plan, and the two adjust in real time as facts emerge. The cases that go badly are the ones where the investigator is treated as a supplier of unconnected reports, or counsel is briefed too late to influence what was looked at and how.

The right structure on day one tends to pay for itself many times over. International work in particular rewards the team that runs intelligence and legal action as a continuous loop rather than two separate workstreams.

The bottom line

International asset investigations are not domestic investigations with a longer flight involved. They demand a different mindset: slower, more cautious, more reliant on people than on platforms, and far more attentive to the specific rules of each jurisdiction in play.

Investigators who acknowledge that, and who partner properly with the right lawyers when work crosses the Atlantic, will out-perform those who try to brute-force foreign jurisdictions with domestic tools every time. And clients who set the team up that way at the start of a matter will find the difference shows up in what is actually recovered at the end.

That, in short, was my message to FALI. The questions afterwards, many of them from experienced investigators in the room, suggested it landed, and that there is a real appetite within our wider professional community for genuine cross-border education rather than vague reassurances. Long may that continue.

* * * * *

Mike LaCorte is CEO of Conflict International, a global investigations firm based in London. During a career spanning more than 25 years he has led complex investigations in over 60 countries. He is known internationally for his expertise in cross-border international investigations. He currently serves as President of the Association of British Investigators and the Secretary General of IKD, the European body dedicated to harmonizing standards across member nations. He is a past President and Chairman of the World Association of Detectives (WAD), and continues to hold a senior position on the executive committee. Mike is a speaker at global industry conferences, advising on conducting international investigation successfully. He was the only investigator outside North America to be recognized as PI Magazine's Top Investigator for 2024. He is currently working on a guide for investigators who work internationally, with a mission to elevate standards and support the next generation of professionals.



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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!

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NCISS Fall 2026 Update

By Edward Ajaeb, CLI, Chairman of the Board

This year, the National Council of Investigation and Security Services marks its 50th anniversary. At our recent annual meeting and conference, we welcomed new leadership and continued our work on behalf of investigators and security professionals across the country. Our recent attention has included legislative advocacy, practical education, and opportunities to bring more members and emerging professionals into the work of NCISS.

Advocacy After Hit the Hill

Our advocacy remains focused on protecting the ability of qualified professionals to obtain and use information responsibly. At our Hit the Hill event in Washington, D.C. this past March, members collectively met with more than 75 members of Congress and congressional staff. Those discussions addressed data privacy and restrictions on data access, independent contractor classification, and judicial security. These issues remain central to our legislative mission. Privacy protections must account for legitimate investigative needs, including locating missing people, uncovering fraud, and preparing or defending legal claims.

NCISS continues to monitor federal and state proposals involving data privacy, data brokers, public records, GPS tracking, and the use of drones in investigations and security operations. We are also watching rules affecting independent contractors, occupational licensing, judicial protection, and access to information used for lawful OSINT and due diligence. Through our Legislative Advisory Board, NCISS works with state associations to exchange information and identify measures that could affect the profession before they become law.

Nashville Conference Recap

The highlight of the summer was our 50th Anniversary Annual Meeting and Conference in Nashville, August 20–22. Investigators and security professionals from across the country gathered for association business, education, and networking with colleagues. The program covered digital investigations and OSINT, investigative data analysis, ethics, drone use, and business leadership. We appreciate the speakers, sponsors, volunteers, and attendees who made the anniversary gathering possible.

New NCISS Leadership

The annual meeting also brought the election of our new officers and directors. We thank those stepping into leadership, as well as those whose terms concluded, for the time and experience they contribute to NCISS. Our 2026 elected Board includes:

- Chair of the Board:** Edward Ajaeb
- President:** Fernando Alvarez
- Vice President:** Cynthia Cavalie Gonzalez
- Secretary:** Dionne Porter
- Treasurer:** Alden Wheeler
- Directors:** Michael Contratto, Kyle Corrigan, George Gergis, Lindon Lilly, Jay Marin, Matthew Spaier, Alison E. Peacock, and George Porter

Recognizing Outstanding Service

At the awards luncheon, NCISS recognized three members for their service. Brad Duffy received the John J. Duffy Memorial Achievement Award, the Council's highest honor. Kelly Cory received the Wayne J. Wunder Memorial Award, recognizing exceptional contributions to NCISS and service to the profession. The Vinson Award for Outstanding Service was presented posthumously to the late Director Rob Garza. Rob regularly attended Hit the Hill, took a strong interest in legislation, and devoted considerable time to his board responsibilities.

Education and Emerging Professionals

Education has continued beyond Nashville. On September 29, NCISS presented "Immigration as an Investigative Tool," featuring Eduardo Rodriguez, a licensed private investigator and former federal immigration officer with DOJ/INS and DHS/ICE. The webinar addressed immigration information as a resource in civil and criminal investigations, including marriage fraud, verification resources, and the legal and ethical considerations involved. Offering accessible education gives members another way to stay involved between our in-person events.

Supporting emerging professionals and encouraging participation in advocacy are also important to our work. The Jim Zimmer Legislative Scholarship helps eligible members who have never attended Hit the Hill overcome financial barriers to participation. This year's recipient, Raheem Williams, a Security Management student at John Jay College of Criminal Justice, joined members in Washington and described the experience as influential in his professional development. Discussions about broader student outreach and internships build on that same goal: giving people entering the field access to experienced professionals and a clearer understanding of the work we do.

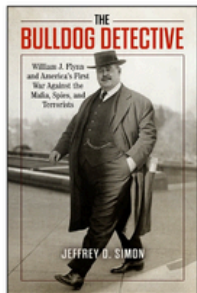
Looking Ahead

As we move through the fall, we encourage members and colleagues in state associations to share legislative concerns, participate in educational programs, and help introduce others to NCISS. Our next Hit the Hill is scheduled for March 2027. Members should also save the date for the 2027 NCISS Annual Meeting and Conference, October 20–23 at the Golden Nugget in Las Vegas, Nevada.

Whether you join us in Washington or Las Vegas, volunteer, or support the legislative and scholarship funds, your participation helps sustain the representation our profession needs. Visit [NCISS.org](https://www.nciss.org) for updates and opportunities to get involved.



Dr. Jeffrey D. Simon
2026 Conference
Speaker



THE BULLDOG DETECTIVE

America in the early twentieth century was rife with threats. Organized crime groups like the Mafia, German spies embedded behind enemy lines ahead of World War I, package bombs sent throughout the country, and the 1920 Wall Street bombing dominated headlines. Yet the story of the one man tasked with combating these threats has yet to be told. **THE BULLDOG DETECTIVE: WILLIAM J. FLYNN AND AMERICA'S FIRST WAR AGAINST THE MAFIA, SPIES, AND TERRORISTS** (Prometheus, January 16, 2024, Hardcover) is the first book to tell the story of the larger-than-life Flynn, who as chief of the U.S. Secret Service and then director of the Bureau of Investigation (the forerunner of the FBI) took on the most fearsome criminals in the country and became a folk hero.

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Click [HERE](#) for CALI Information.
CALI's Associate Member rate is \$229
the Big 3 rate is \$126.

Click [HERE](#) for TALI Information.
TALI's Associate member rate is \$175
the Big 3 rate is \$87.50.

You have to join each association **separately** using their normal procedures.
Make sure to use the promo code: **TheBig3** to get the discount.

Each of the Big 3 Associations had outstanding Conferences this year.
From Orlando to San Antonio to Palm Springs - the training and networking were amazing!

FALI was honored to welcome
Bob Washington President of TALI and
Roberto Rivera President of CALI
to our Conference in May.



FALI was well represented at:



As we congratulated outgoing president Bob Washington and his team for all their accomplishments. Roberto and Tim welcomed the new TALI president, Mike Thompson to the Big 3 Team.
The Big 3 table was very active as we signed up quite a few new Big 3 members.



Last up for 2026 was:



CALI 57th Annual Conference
October 8-10, 2026 • Palm Springs



Roberto and Tim even got to share some time
with CALI legend Francie Koehler.





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INSTRUCTIONS

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- 3 OR visit the organization's online at the addresses above.

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Makiem Miller
Antonio Perez-Cross
Dmitry Pugachev
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Rimma Rubinov

Jacksonville

Trudy Callahan
Mike Carovillano
Carl Florez
Welcome Back
Samuel Gelabert
Daphne Glasgow
Leo Moscatelli

Orlando Area:

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Maria Rita Bernardon-Costa
Nicole Hartley
Benjamin House, III
Howard Howell
Alisha Jimenez
Louis Lopez
Kyle Potter
Amanda Reynolds
Kyle Thompson

Palm Beach

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Panhandle/Tallahassee

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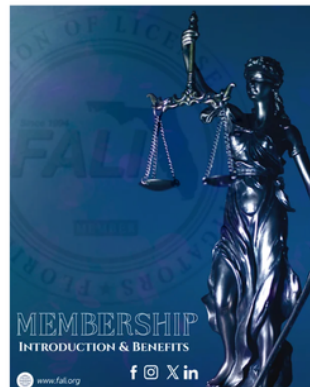
Big 3

Harold Rick Aragon - CALI
Stasia Burk - TALI (Arkansas)
Brian Erbis - CALI
Sharif Hassan - TALI (Arkansas)
Rosario Hurtado - TALI
Ed Martin - TALI Welcome back
David Mata - TALI
Paloma Quintana - TALI
Grant Roll - TALI (Utah)
Mark Smith - TALI
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Stefanie Villarreal - TALI
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A Message from Your FALI CDIN & CLIN Chairperson K. McMillan



CDIN & CLIN Network Update: Recaps & What's Ahead

As Chairperson for FALI's Criminal Defense Investigation Network (CDIN) and Civil Litigation Investigation Network (CLIN), I want to thank everyone who joined our recent sessions. Our monthly peer-to-peer roundtables continue to deliver sharp insights for active investigators.

Past Meeting Highlights

- **August|Putting AI to Work: A PI Q&A (Dean Beers):** Dean Beers broke down practical applications of artificial intelligence in investigative workflows, focusing on ethical implementation, efficiency, and real-world Q&A scenarios.
- **September|Risk Assessment in Civil Litigation (Tim O'Rourke):** FALI President Tim O'Rourke led a comprehensive session on risk mitigation strategies within civil litigation. As founder of The Grafton Group, Tim drew from over 30 years of experience across corporate investigations, Technical Surveillance Countermeasures (TSCM), protective services, and workplace violence matters. A former member of Florida's Private Investigation, Recovery and Security Advisory Council (PIRSAC) and a national speaker on technical security and privacy threats, Tim provided actionable tactics for evaluating risk exposure in complex civil matters.

Upcoming Meetings

- **October|Defending Sex Crimes Against Children (Katherine Mayer):** Katherine Mayer will present on the investigative nuances and defense strategies critical to handling cases involving sex crimes against children. We will discuss evidence analysis, interviewing dynamics, and high-stakes defense protocols.
- **November 11th|Open Discussion:** Mark your calendars for an open-forum roundtable. Bring your current case hurdles, technical questions, and investigative tips to bounce off fellow CDIN and CLIN members in a collaborative setting.

Keep an eye on your inbox for monthly Zoom registration details. We look forward to seeing you at the next meeting!



Florida Board Certified Investigator (FBCI), Mark Aubin Chair

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. Of the 6900+ C licensees in Florida, only 40 hold the FBCI designation.

Prior to obtaining the FBCI designation, an investigator must demonstrate to a committee of their peers that his/her credentials are deserving of the certification. The designation is one 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. They must earn 24 CEUs every two years which truly takes commitment and dedication.

Any "Active" Level FALI member in good standing, or an Affiliate member in good standing who is employed as in-house investigator as defined in Chapter 493, Florida Statutes, is eligible to apply.

Click [**HERE**](#) for complete details.

Kristin Alioto is the latest FALI member to achieve the FBCI designation. FBCI Chair Mark Aubin presented her with her FBCI plaque at the PI Advanced Skills Session in Boca Raton in August.



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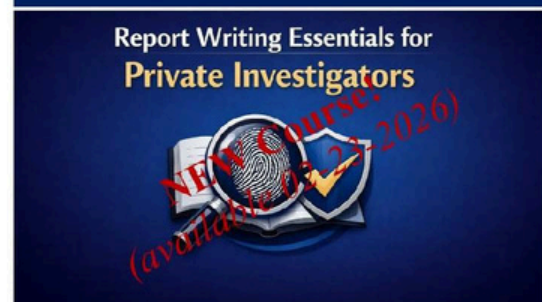


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