

2024

March/April
Pre-Conference Edition

The **FALI** Forum

Official publication of the Florida Association of Licensed Investigators

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Send to admin@fali.org

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FALI

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Countdown to the Conference

FALI Conference 2024 is just weeks away. We have a weekend planned that will enable you to enhance your knowledge, further your career, increase your earning potential, and network during this event dedicated to investigative professionals. Our Preconference seminar on Thursday, May 2nd will be presented by Sandra Stibbards who is a sought-out expert on OSINT. Sandra mostly presents to government, military, and law enforcement professionals so this is quite an honor to have her with us.

The Preconference is FREE for fully paid conference attendees. Prior to this some will also take advantage of the opportunity to participate in the FREE G Requal courtesy of the Neal Group International, Ex Umbra Defense Solutions and The Grafton Group.

During the Conference there will be plenty of networking opportunities throughout the day and especially in the evening on the pool deck. As usual the Conference concludes Saturday evening with the annual awards banquet and opportunity giveaways. This is a perfect way to conclude what promises to be a great weekend!

The Conference presentations cover a wide range of subjects with something for everyone.

Conference Topics:

- OSINT for Cybersecurity
- Manned & Unmanned Surveillance
- SciBIT (Scientific Behavioral Interview Techniques)
- How to Find and Secure High Profit Clients
- Artificial Intelligence Block
- Surveillance Detection
- International Investigations
- Self Defense/Use of Force
- Criminal Defense Investigations

There is lots of information throughout this edition of the Forum. For even more, please visit the Conference 2024 portion of the FALI website by clicking [HERE](#) for complete details.

See you in Tampa!

Details start on page 3

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FALI PRECONFERENCE

Thursday, May 2nd

8:00am-12:00pm



*Annual Requal & Shooting Competition
Wyoming Antelope Club - Clearwater*

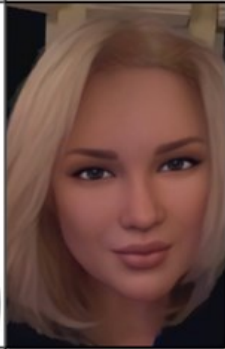


Requal: Please click [HERE](#) for additional information.

RSVP Required by April 20th, including submission of paperwork.

Those FALI conference attendees who do not pre-register and "walk-up" at 0800 will not be guaranteed an opportunity to requal since time and firing lines are both "limited."

1:00pm-6:00pm
FALI
Preconference
2024



*Open Source Intelligence:
Tools and Resources for Exceptional Investigations*

Presented by: Sandra Stibbards

This training will provide an education and information you will not be able to acquire anywhere else. Bring your laptop or tablet! The class is completely interactive keeping you busy every moment and enjoying the activities. Once you have attended this Open Source Intelligence Training you will conduct all searches more thoroughly including:

*Financial Fraud Investigations - Backgrounds - Due Diligence Investigations
Locates - Asset Investigations - Vulnerability Assessments - Brand Protection/IP Investigations Risk Assessments -
Corporate Investigations*

RSVP Required

Select the Preconference item under the "Optional" section on the registration page.

Note: If you have already registered for the conference, and did not register for the preconference please email admin@fali.org

6:00pm-8:00pm



*Welcome Reception:
Meet the Vendors*

Quick Facts & Information:

Conference Registration:

Early Bird Registration Fee through April 12th FALI Members: \$295 Non-Members: \$425

Click [HERE](#) to register online.

Click [HERE](#) to download a registration form to mail or email.

Hotel Information:

Hilton Tampa Airport Westshore
2225 N Lois Ave, Tampa, Florida 33607
Group Rate: \$129++ per night
Online Reservation: Click [HERE](#)
Phone: (813) 877-6688
Group Code: FALIM

Available through April 8, 2024, or sell-out, whichever comes first. Please reserve your room as soon as possible.

Continued on page 8

FALI Stats
2024 is FALI's
30th Anniversary
Members: 780

**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 (2/29/24)

Private Investigator "C"	6,927
PI Interns "CC"	1,330
PI Agencies "A"	2,616
PI Agency Branch "AA"	21
Statewide Firearm "G"	25,353
Concealed Weapon "W"	2,479,929

NEXT PIRSAC MEETING:
May 9, 2024
9:00am-12:00pm

Hilton Orlando Altamonte Spgs
350 S. Northlake Blvd.
Altamonte Springs, FL 32701

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



Dan Riemer

FALI President

Greetings FALI Members,

As you read this, we have just over a month until our 30th anniversary conference will take place in Tampa, Florida May 2nd – 4th. One of the most productive things a private investigator can do to improve his or her knowledge, public image, wealth, and trust is to continually train and learn as technology, economy, and life continually change.

For our 30th anniversary conference, we have put together a great 3 days of education and information for you. Our Preconference speaker, Sandra Stibbards, is a master in the trade. She barely speaks at any PI conferences, preferring to work with and speak in front of law enforcement, military, or other government agencies. She has made an exception to attend and speak at our Conference. The title of her presentation says it all: Tools and Resources for Exceptional Investigators. Bring your laptop. This will be a hands-on training and one you won't soon forget.

The other topics that we have for our conference include a hot topic in our current society, "AI" or Artificial Intelligence. Learn from the best, Peter Warmka and Matt Aubin, as they teach us the ins and outs of artificial intelligence.

We also have several bread-and-butter topics, such as Johnston Blakely giving a presentation on surveillance; Jay Jacome's presentation on criminal defense investigations, and Tim O'Rourke's session on surveillance detection. Kyle Bradshaw will be speaking on SciBIT (Scientific Behavioral Interview Technology), Michael LaCourt is speaking on international investigations, which is ever so prevalent here in Florida and Dave Pelligrinelli is speaking on high-profit clients and how to handle them.

Don Redl is speaking on the use of force, which is an important topic in Florida, as the concealed weapons laws have lightened in Florida. Another hot topic of the times will be presented by Michael Delaney speaking on pig butchering and NFT thefts. So, you don't know what pig butchering or NFT thefts are? Well, you're going to have to attend this session to find out. I venture a guess that you probably have gotten calls on this subject but turned down the case because of your lack of knowledge but these types of cases are more and more prevalent in our society today.

If this is not enough to get you to sign up now for our conference maybe the next two topics will. We have the honor and privilege to have the Division of Licensing Director John Raymaker as well as Chief of the Bureau of License Issuance, Karen Hansford attending. In addition, the Justice Administration Commission's (JAC) top managers will be attending. This, in fact, is JAC's first PI conference ever. You'll be completely surprised on how the management of JAC is willing to answer any of your questions and help you in working with them. If you ever thought of becoming a vendor, then this is a conference that you must attend.

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For the last 30 years, FALI has been a leader in promoting training, and professionalism. Attending our conference is 3 days that will yield you many benefits to you and your agency for years to come. No excuses! Sign up! You'll be glad you did. I, personally, always walk away from the conference with new ideas, a new outlook, and a fruitful future.

As most members know, our annual FALI Board elections take place in April. Then a change of the Board (if any) takes place at the Annual Membership Meeting at the Conference. I can say that I have proudly served on the Board for many years as Broward-Miami-Monroe Area Director, Vice President for three years, and for the last two as President. One of my goals as President was to get younger people on the Board and we have done that over the last two years.

My original thought was to be President for only one year, however, after much encouragement I stayed on for a second year. Now is the time for me to step down as President and give someone else the reins to steer the Board.

I plan to remain on the Board in some capacity, even if it is a minimal in the advisory role of Immediate Past President. As far as the election goes you will be notified when the nominating period is open. FALI is a great organization, and your Board has the power and control to keep it that way so take this upcoming election period seriously. The goal is to keep FALI as one of the top Private Investigation Associations in the nation.

I look forward to seeing everyone in Tampa.

Respectfully,



Dan Riemer
FALI President



FALI Officers

Dan Riemer

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FALI Area Directors

Tampa Bay: Matt Aubin

Orlando: OPEN

Jacksonville: Courtney Doroski

Panhandle/Tallahassee: James White

Broward/Dade: Hector Ventura

Palm Beach: Aaron Johnson

Fort Myers/Southwest: OPEN

FALI Committee Chairpersons:

Advisory: All Past Presidents

Conference: Amy O'Rourke

FBCI: Mark Aubin

CST Task Force: Richard Hedges

Elections: Jack Belich

Legislative: Tim O'Rourke

Scholarship: Jerry Harre

Bylaws: Walt Zalisko

Technology: Michael Goodfellow

Ethics: Mark Aubin

Publications: Amy O'Rourke

Recruitment: Matt Aubin

CDIN: K. McMillan

Additional Support:

Administrative Director: Amy O'Rourke

Bookkeeper: Heather Roberts

Lobbyist: Cynergy Consulting

Social Media: Molly Woodburn

Next FALI Quarterly Board Meeting:

May 2024

Updates, and Messages, from the Area Directors (ADs)

FALI Area meetings offer members the opportunity to network with others and learn something new from guest speakers. 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.

Palm Beach - Aaron Johnson, AD

I trust the first quarter of your 2024 has been successful, profitable, and well. We had our first area meeting of the year in January, followed by FALI-U Lite in February. Our next area meeting will be on April 8 at our Palm Beach location. Our Space Coast group held their first meeting of the year in March. We are excited about the opportunities for this group and watching it continue to grow this year. Watch the website for information on any upcoming meetings for this group.

We have brought on several new members and have several CC licensees that are seeking sponsorship. If you are an investigator looking for some assistance, please reach out and let us connect you!

We are looking forward to the FALI 2024 Annual Conference being held in Tampa, FL. A great line-up of speakers and topics are planned. I look forward to seeing each of you there. The annual conference will serve as our May area meeting. In June we will pick up with our alternating, north end, south end, area meetings.

Thank you for what you all do each and every day and thank you for being part of FALI.

* * * *

Northeast Florida - Courtney Doroski, AD

My name is Courtney Doroski, and I am the Area Director of Jacksonville and the CEO of Red Hawk Investigation & Intelligence. I specialize in interview and interrogations, sex crimes, cyber-crimes, undercover tactics and social media investigations. I am also the lead Instructor of training for National Investigative Training Academy for Security Class D officers.

We had a special meeting at the Duval County Courthouse on March 28th. It's always a pleasure to have new faces, new ideas, and new questions at our meetings. I always look forward to seeing everyone. Together we will shake things up by adding some educational skill sets to take away from it.

I hope to see you all at the annual conference otherwise and be safe out there!"

Panhandle/Tallahassee: James White

Hello Panhandle FALI Members,

My name is James White, and I am the Chief of Legal Investigations at Distinctive Investigations in Navarre, FL, and your Panhandle Area Director.

Since our last Panhandle Area meeting occurred on Jan 23rd at Georgio's in Tallahassee, I chose not to try to squeeze another one in before the FALI conference May 2nd – May 4th. Speaking of the FALI conference, if you haven't already, please register to attend. The discounted block of rooms will only be available through April 1st (or until they sell out). I expect this conference to be one of our best and will mark FALI's 30th year as an organization (how exciting). This is a reminder for those of you who maintain a G License that the requalification will occur at 8am on May 2nd at the Wyoming Antelope Club.

I will be giving up my seat as the Panhandle Area Director at the upcoming FALI election cycle. I have put forth a recommendation to take my place, but I encourage anyone in the Panhandle Area that is a FALI member and wants the challenge, to throw your hat in the ring. Healthy competition breeds quality service. As always, the drive for membership is as much your responsibility as the Area Director's. You are, each and every day, ambassadors for FALI, so I challenge each of you to be vocal about FALI while conducting business with eligible membership, associate membership, or student membership (investigators, students, or attorneys) candidates. Use the benefits associated with membership, to include the G license requalification at the next conference and send them over to FALI.org to sign up.

I encourage all current members to attend and enjoy the training and fellowship of all that share your craft by attending the Conference. In this industry NETWORKING IS EVERYTHING. To all the new members, welcome to FALI, we're glad you're here.

If there is anything I can do for you or you have questions, concerns or something that needs to be addressed before the board, I can be reached at 865-230-6559 or James@Distinctivepi.com.

Southeast Florida - Hector Ventura, AD
Greetings FALI members.

I am focusing on growing the FALI SE Area. We have established a relationship with the Courtyard by Marriott Miami Airport West/Doral where we will have our meetings when meeting in Miami. We have also reestablished our relationships with Courtyard by Marriott Fort Lauderdale Airport in Dania Beach where we will meet when our meeting is held in Fort Lauderdale.

I am placing efforts on having a guest speaker every month to provide value to our meetings. Having a guest speaker will ignite the interests of our members because attendees will be willing to invest time to listen to someone else's specialization which may add more to their own PI toolbox.

Visitors will be willing to become members when they see the value of our meetings. Everyone has the opportunity to network and establish unexpected business relationships as most of us have experienced by being a member of our great organization.

We have a confirmed speaker lined up for our April 11th meeting in Fort Lauderdale.

We are looking forward to seeing you there!!

* * * *

Tampa Bay Area - Matt Aubin, AD

My name is Matt Aubin, and I am the Tampa Area Director. I have served in multiple positions as an Officer and Director on the FALI Board since 2016 and am excited to continue to serve as the Tampa Area Director. I have been in the investigation industry since 2009 and I am currently the managing partner at Southern Recon Agency and our specialized technical division E3 Legacy Intel. I enjoy sharing my experience and expertise in Cyber-Crime, Intelligence, AI, TSCM and Internet Related Fraud.

Our Tampa meetings are dynamic and extremely unique. Our local members are highly skilled, experienced, and decorated. They 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.

In February we hosted our annual "PI Business School" with approximately 50 in attendance including several new members and guests who became members after the event. Thank you to Tim O'Rourke and the Grafton Group for sponsoring the meeting room and coffee for the event which took place at the Hilton Tampa Airport Westshore which is also the location for FALI Conference 2024.



The meeting kicked off with Dr. Keith Ludwick, retired FBI special agent, speaking about OSINT, big data, and other various resources he picked up doing cyber and intelligence in the FBI.

The next topic featured Jeff Sanow retired senior intelligence officer from the CIA. He shared his decades worth of insights into obtaining human based intelligence and provided tips on how to apply that in various areas of private investigations today.



We wrapped up the meeting with a powerful marketing mastermind taught by three extremely successful PI business owners, including Tim O'Rourke, and Bruce Anderson. They shared strategies and secrets they used to build seven and eight figure PI agencies. The feedback from the group is that this was one of the most powerful and beneficial training events they've ever attended! Based on the member feedback, we will continue to offer this event each year.

Our monthly Tampa meetings are generally held on the fourth Monday at Four Green Fields Channelside. We feature industry specialists to teach on select topics along with Round Table Discussions and Master Mind events, There a lot of group collaboration at our meetings.

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

Friday, May 3rd

<p>7:30am-8:30am 8:30am-9:00am</p>		<p>Breakfast for attendees Opening Remarks and Parade of Flags</p>
<p>9:00am-11:00am Sandra Stibbards Keynote</p>		<p>OSINT for Cybersecurity: OSINT is an important tool in the arsenal of cybersecurity. The focus of this presentation is the Human Element in cybersecurity. You will learn the value of OSINT for cybersecurity by getting hands on and sharing stories, as well as tips and techniques. This two-hour keynote presentation will cover: Thinking Outside the Box - The Human Side of Privacy - Simple Ways to Anonymize - Advanced Search Techniques - Email Tracking - International Mapping - Unexpected Search Tools - OSINT Tool Sites- International Public Records - Specialty Platforms - Extra Layer of Protection: Create an Identity/Sock Puppet - Useful Tools to Anonymize Your Digital Footprint - Searching the Dark Web without going to the Dark Web</p>
<p>11:30am-12:30pm Sponsor Presentation</p>		<p>TLO/TransUnion: Tricks of the Trade: Join TransUnion's top expert and trainer for tips and tricks that participants will find useful and productive to quickly and cost effectively uncover comprehensive information and data investigators need for some of the toughest cases. Aleck will focus on several of the most requested features that the TLOxp database platform provides to Licensed Investigators.</p>
<p>12:30pm-1:45pm</p>		<p>FALI Annual Business Meeting Election results, updates and other important FALI information will be discussed. Member input will be requested on various topics. Only "Active" level members may participate in any votes during the meeting. & Presentation by the Division of Licensing with Q&A</p>
<p>Breakout Session 2:00pm-3:00pm</p>	 Johnston Blakley  Alicia Davis & Jeanette Ottley	<p>The Future of Surveillance: From Manned to Unmanned As times have evolved so has the way surveillance is conducted. Johnston will discuss how we've gone from manned to unmanned and drone surveillance. He will discuss the factors that go into deciding which is the best method to use. Video samples from each type of surveillance will be analyzed along with the technical detail involved to get the best footage. Students will learn when to switch from a manned surveillance to unmanned. (and back). He will show how you can improve manned surveillance with unmanned surveillance as well as whether traditional (manned) surveillance techniques are the best to perform unmanned surveillance. OR JAC Protocols for Billing: Q&A for Efficient Payment Process Over the last year, JAC has become a big topic during FALI's Criminal Defense Investigator Network (FDIN) monthly Zoom meetings. One of the main issues that has come up constantly is members' issues with billing. FALI President Dan Riemer reached out to JAC Executive Director Alton L. "Rip" Colvin, Jr. who was very receptive to partnering with FALI by providing training on how to properly bill and complete invoices for faster payment. During the FALI Legislative Team's visit to Tallahassee, they had a wonderful meeting with Director Colvin and his staff two of who will be joining us at the Conference for this breakout session. Following the session attendees can sign up for one-on-one sessions with Alicia Davis, Director of Court Appointed and Jeanette Ottley, Deputy Director who will answer individual questions.</p>
<p>3:15pm-4:45pm Kyle Bradshaw</p>		<p>SciBIT: Improve your interviewing and interrogating skills through a better understanding of human behavior that is grounded in behavioral science. This discussion provides an overview on three main areas of witness and suspect interviewing. This presentation benefits anyone who interacts with people and is interested in understanding body language to decipher truth and deception. These techniques are grounded in behavioral science research and supported through multiple peer reviewed studies. It explores core behavioral aspects that are intrinsic to every human. This presentation is primarily focused on interview techniques for those who investigate and have a need to interview witnesses, complainants, and suspects. However, these techniques spill over into everyday life and interactions with people in general. The techniques discussed are gaining popularity beyond the world of investigations and can be seen in leadership and sales seminars.</p>
<p>4:45pm-6:15pm David Pelligrinelli</p>		<p>High Profit Clients for PIs: 10 Industries with High Margins & High Demand for Investigative Agencies Good clients do not always do a Google search when looking for a private Investigator. Sometimes they search terms related to the result they are hoping to get and you may never know the results a high margin client is looking for to find you. Many profitable clients do not even know they need an investigator. There are many untapped markets for professional investigators that are hidden in plain sight. This presentation will look at how a PI agency can market beyond the traditional client and focus on the high margin client. Some of the benefits of going after the high margin clients include: bigger budgets, ROI for the client, payment in advance and not as labor intensive for the amount of work required. There are large pools of potential clients that are in need of various services, that are not aware that private investigators could easily solve their problems. In this presentation we will uncover at least 10 types of clients you can reach out to, with almost no competition.</p>
<p>7:00pm-9:00pm</p>		<p>FALI After Hours Throwback: The Return of the Dom & Dom Party</p>

<p>7:30am-8:30am</p>		<p>Breakfast for attendees</p>
<p>8:30am-11:00am AI Block</p>	 <p>Peter Warmka</p>  <p>Matt Aubin</p>	<p>Artificial Intelligence (AI) Deepfakes AI technology is neither good nor evil. Its impact on society depends upon the intentions of the beholder. Since its inception in 2017, the use of synthetic media to create deepfakes has evolved at an explosive rate. While proponents of such technology enthusiastically embrace numerous applications for the benefit of humankind, its use by fraudsters and other criminals has already resulted in billions of dollars in losses to organizations as well as devastating financial and emotional suffering for individuals who fall victim to sextortion and other crimes. Leveraging his expertise as a human hacker, Certified Fraud Examiner (CFE), and cybercrime investigator, Peter will demonstrate how deepfakes are easily incorporated into advanced social engineering schemes.</p> <p>AI as a Tactical Toolset During this presentation you'll gain expertise in a wide array of AI applications for private investigations and learn how to harness it in your AI investigations to transform it from a looming threat into a powerful ally. From advanced data analysis for uncovering hidden patterns in large datasets to employing AI in digital forensics for tracking cybercrime trends and digital footprints, Matt will cover the essentials. You'll learn how AI algorithms can monitor social media and online forums, a critical skill in today's digital age, along with the responsible use of AI-powered facial recognition and image analysis tools for surveillance tasks. He'll also delve into how AI can streamline report generation and documentation, freeing up time for critical analysis. The session will explore the use of AI-driven chatbots for initial information gathering, the role of AI in predictive policing and threat assessment and address the vital aspects of ethical considerations and legal compliance in AI usage</p>
<p>Breakout Session 11:15am-12:15am</p>	 <p>Tim O'Rourke</p>  <p>Mike LaCorte</p>	<p>Surveillance Detection Route: Why it Matters! As a professional investigator conducting surveillance, being detected aka "burned" is always a risk. Hands on training and practice is essential to honing your skills to become better at surveillance. Once you are comfortable with these skills it's crucial that you understand the other side of the coin. That's why learning about Surveillance Detection Route (SDR) is essential to becoming a better surveillance operator. SDR is a counter-surveillance technique that helps detect, thwart, or manipulate a surveillance team. By understanding the fundamentals, you'll gain better situational awareness and become a better surveillance operator. Don't wait until you're burned to learn.</p> <p style="text-align: center;">OR</p> <p>A Guide to Conducting Successful Overseas Investigations From time to time you might have a case that starts in the US and then requires enquiries in a foreign country. Or maybe one of your current clients has an investigation in another country. What should you consider? How do you manage an international case successfully? What are the risks and how do you mitigate against them? Gain insight into how to successfully manage international investigations, expand your business globally and keep your clients satisfied. Topics include: learning what you need to know about subcontracting, types of data available and considerations for traveling overseas. This presentation is designed for both the new and experienced investigator.</p>
<p>12:15pm-1:15pm</p>		<p>Boxed Lunch: FALI Committee Meet-ups</p>
<p>Breakout Session 1:15pm-3:15pm</p>	 <p>Don Redl</p>  <p>Jay Jacome</p>	<p>Establishing Justification in a Self Defense/Use of Force Case This presentation will give attendees insight into understanding both the subjective and the objective principles required to establish a threat, as well as the elements required across all 50 states necessary to establish justification in using force in a self-defense/use of force case. This presentation will also cover the misconceptions between state specific stand your ground and/or duty to retreat laws. After attending participants will be able to apply the information in this presentation to their criminal defense practice or to their own personal situations.</p> <p>Essentials of Criminal Defense Investigations This course is a comprehensive overview of the essential disciplines and techniques used by certified Private Investigators when conducting criminal defense investigations. Topics covered in this course include: I. Attorney/Investigator Relationship II. Burden of Proof & Elements of the Crime III. Discovery IV. Investigations V. Experts VI. Crime Scene</p>
<p>3:30pm-5:30pm Michael Delaney</p>		<p>Pig Butchering & NFT Thefts This presentation will cover investigating theft, fraud, and laundering of cryptocurrencies. Attendees will be familiarized with cryptocurrencies and non-fungible tokens (NFT), their ecosystems, decentralized finance, and how criminals exploit cryptocurrency. The presentation will explain and demonstrate the analysis of blockchain data to pursue fraud schemes with a topical focus on investigating NFT hacks/thefts and high yield investment "pig butchering" scams. Also addressed will be client considerations and how they are victimized by the fraud schemes and the aftermath. Case examples will be presented that demonstrate how stolen NFTs and their proceeds were pursued and traced, as well as how pig butcher fraud proceeds are laundered.</p>
<p>6:45pm-7:15pm 7:15pm-9:00pm</p>		<p>Pre Banquet Cocktails (Cash Bar) Annual Awards Banquet</p> <p style="text-align: center;">TITANIUM SPONSOR </p>

Join us at the Conference on Saturday, May 4th for:

Brown Bag Lunch Talks

Meetings Off of the Zoom Screen

Pick up your lunch then join one of the committees for networking and discussions over lunch. Details available at the Registration Table.

During the events of 2020 FALI did not miss a beat and stayed in front of the membership via Zoom meetings and training events. This gave members the opportunity to continue networking and assisting one another with business during a very difficult time. In addition, it opened up FALI meetings to members who under normal circumstances can't attend in-person meetings due to geographic and health issues. Following FALI Conference 2023 the CDIN Monthly Lunchtime Chat was launched on Zoom and has been going strong ever since. With the Conference coming up we thought it would be a great opportunity for those who participate in the committee to meet in-person. The conversations may focus on the committee or just general networking. Either way. . . Members will interact IN-PERSON. In addition, the Child Sex Trafficking Task Force will also have a lunch talk for updates and information. We look forward to seeing everyone on Saturday!



FALI Criminal Defense Investigator Network (FALI-CDIN)

Monthly Lunchtime Chat Via Zoom

2nd Wednesday of the month, 12:30pm-1:30pm

K. McMillan, Chair

What started out as a conversation among colleagues at the FALI 2023 Conference about the lack of collaborative community specific to CDI work - quickly grew roots and within two months the *CDIN Monthly Lunchtime Chat launched*. The networks' attendance has averaged 25-40 with pre-registration topping registration over 75 members from across the country. If you specialize in a certain CDI genre, please contact K. McMillan to get on the schedule to present your knowledge during an upcoming meeting. For more info, or to register, please visit the calendar on the FALI website.

FALI Child Sex Trafficking Task Force (CST Task Force)

Richard Hedges, Chair



The Task Force recently had an informational session on Zoom. Thanks to all of you that have volunteered. Our goal is to have investigators with varying expertise throughout the state that can be called upon when needed. If you are interested in volunteering your time for this noble cause, please fill out an application. If your services are requested, you can decline if your workload does not permit it. Additional information about the CST can be found on our webpage by clicking [HERE](#)



Florida Board Certified Investigator (FBCI)

Mark Aubin, Chair

Upon checking into the Conference all FBCIs will be given a folder to keep track of their CEUs during the Conference. The folder must be turned back in at the end of the Conference in order to receive CEUs.

FALI Conference 2024 CEU Options

CEUs	Time	Thursday, May 2, 2024
5	1:00 - 6:00	Preconference: Sandra Stibbards - OSINT Tools and Resources for Exceptional Investigations
CEUs	Time	Friday, May 3, 2024
2	9:00 - 11:00	Sandra Stibbards Keynote Address: OSINT for Cybersecurity 2024
1	11:30 - 12:30	TransUnion: Titanium Sponsor Presentation
1	2:00 - 3:00	BREAKOUT SESSION: Johnston Blakley - Surveillance: Manned & Unmanned
	2:00 - 3:00	BREAKOUT SESSION: Justice Administrative Commission (JAC) Staff Presentation
1.5	3:15 - 4:45	Kyle Bradshaw: SciBIT (Scientific Behavioral Interview Techniques)
1.5	4:45 - 6:15	David Pelligrinelli: High Profit Clients for PIs: Industries with High Margins & High Demand
CEUs	Time	Saturday, May 4, 2024
2.5	AI BLOCK	Peter Warmka: Artificial Intelligence Deepfakes
	8:30 - 11:00	Matt Aubin: AI as a Tactical Toolset
1	11:15 - 12:15	BREAKOUT SESSION: Tim O'Rourke - Surveillance Detection
	11:15 - 12:15	BREAKOUT SESSION: Mike LaCorte - International Investigations
2	1:15 - 3:15	BREAKOUT SESSION: Don Redl - Establishing Justification in a Self Defense/Use of Force Case
	1:15 - 3:15	BREAKOUT SESSION: Jay Jacome - Essentials of Criminal Defense Investigations
2	3:30 - 5:30	Michael Delaney: Pig Butchering & NFT Thefts



FALI Scholarship Committee

Jerry Harre, Chair

The deadline to submit an application for FALI'S Educational Scholarship is April 11th!

Please share this opportunity with your family and friends who might qualify. On a yearly basis, FALI awards Two (2) \$500.00 scholarships to two students to be used toward tuition and books. The Scholarships are awarded to the recipients during FALI's annual conference. Click [HERE](#) for details and to download the 2024 FALI Scholarship Application.

FALI COMMITTEES



FALI would like to thank TransUnion for not only being our FALI-U Lite event sponsor but also being our Titanium sponsor!



fali.org

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Thank you to everyone who attended FALI-U Lite in Boca Raton

And to our presenters:

- Aleck Ragsdale
- Tim O'Rourke
- Carly Asher Yoost
- Mark Warshavsky

And to our sponsor for welcoming us to their headquarters and sponsoring a fabulous day of learning and networking, . . and also for feeding us.



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LEGISLATIVE LEADERSHIP

Contact your NCISS Legislative Committee Chairs:



Brad Duffy
Security



Lisa Turley
LAB Chairman



Jim Zimmer
Investigations



The NCISS Legislative Advisory Board (LAB) assists supporting FALI and other member state associations monitoring 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 nearest Director is: Alden Wheeler (Alden Wheeler Detective Agency - SC) (864) 437-8850 or alden.wheeler@gmail.com

NCISS Update to Department of Labor Employee vs. Contractor Final Rule

Legislation Chaos and Election Year Madness

Lisa Turley, Legislative Advisory Board Chair

The current political environment in Washington, D.C. has seemingly been hostile for a period of time. It also may seem easier to be apathetic or uncommitted when thinking about engagement and/or legislative advocacy. However, I'd be remiss not to thank all the professional volunteers who recently came to Washington, D.C. for the return of NCISS Hit-The-Hill (HTH) event when we did just that—advocated for YOU!

There was a sense of purpose and focus as we walked the halls in the Senate and Representative buildings to meet and educate our respective legislators and/or legislative staff about our profession and how investigators are incredibly relevant and intricate in the legal community. We as professionals come from different parts of the country, have varied opinions, but collectively and with a unified voice represented you and our profession as we diffused myths and mis concepts of Private Investigators as a whole. Another integral part were our incredible HTH sponsors who contributed so many could join us in that support of our profession. The power of cohesiveness warms the heart. If you haven't been to Hit-The-Hill before, we encourage you to make plans now to attend in 2025. It is a life-changing experience.

As mentioned in the legislative advocacy, data privacy continues to be a hot topic with the surrounding subset of protecting children; collection of data on social media platforms; the use of data information; artificial intelligence and the impacts of algorithms influence of data access and safeguards, etc.

With the recent Department of Labor (DOL) Final Rule now in effect, increased concern about Independent Contractor (IC) status has led NCISS to take several approaches to communicate our concerns to include: 1) a letter campaign to Chairs and Ranking Members of key committees both in the Senate and the House; 2) NCISS also joined coalition under S.J. 63 and H.J. 116 with other organizations to nullify the DOL "new rule" setting enforcement standard DOL will use for determining whether a worker is an employee or independent contractor under the Fair Labor Standards Act (FLSA); 3) spoke directly with legislators at HTH. NCISS members utilize ICs around the country for litigation support and understand the importance of ICs. NCISS will continue to monitor legislative concerns. For more information on membership and specific bills we are monitoring please visit nciss.org.

Continued on page 13

What is NCISS doing?

NCISS Board Approves Support of Coalition Opposing DOL Rule

Congressional Review Act -- joint resolutions in the Senate and House --H.J. Res 116 and S.J. Res 63

Joint resolutions were introduced in both the Senate and House, to nullify the U.S. Department of Labor's ("DOL") recently finalized regulation (the "new rule")¹ that sets the enforcement standard DOL will use for determining whether a worker is an employee or an independent contractor under the Fair Labor Standards Act ("FLSA").

This coalition letter in opposition to the DOL rule is in Your Advocate. Links to the resolutions can be found here:

- <https://www.congress.gov/bill/118th-congress/house-joint-resolution/116>
- <https://www.congress.gov/bill/118th-congress/senate-joint-resolution/63>

In early March, the NCISS Legislative Committee proposed to the Board to join this coalition in support of the joint resolutions opposing the DOL Rule. In mid March, the NCISS Board unanimously passed in support of the joint resolutions.

Legislative fix to DOL rule

Many industry groups, including NCISS, are hoping for a legislative fix to this terrible rule. Several legislators have signaled that they will file legislation to quash the rule, or to amend it.

The NCISS Legislation team drafted a letter to the Senate and House Labor Committee Chairs and Ranking Members, which was sent to them in mid-January. (a copy of the letter is attached). Among other things, our letter urged the Committee members to carefully consider the potential consequences of the ruling. We requested that they work with us to find a solution which balances the protection of worker rights with the unique needs of the private investigator and security professions. NCISS continues to seek a legislative solution to this issue.

WHAT IS LAB???

- LAB = Legislative Advisory Board.
- Compromised of at least one representative of each NCISS member state association. (Usually the President or Legislative Chair).
- Meets remotely by Zoom quarterly or as needed.
- Discuss Federal and State Legislative Priorities.
- Privately Hosted Listserv for LAB Representatives.
- Coordinates Support Among NCISS member State Associations.

LEGISLATION INVESTIGATION

FALI is an active participant in LAB meetings.

FALI VP Tim O'Rourke is a member of the NCISS Legislative-Private Investigators Committee

Protecting the image of the profession helps us ALL.

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Evans, CO. 80620-0615
tel: 800.445.8408 fax: 970.480.7794



Here is a sampling of some of FALI's legislative accomplishments over the years:

- 2023: Elimination of the Sales Tax on private investigative services after 30+ years. Click [HERE](#) for FAQ,
- 2023: Increase in JAC rate from \$40 to \$50 per hour.
- Elimination of physical addresses of Class A PI Agency licensees from the Division of Licensing (DOL) website. This request must be made in writing to the DOL. Click [HERE](#) for details.
- Expansion of calibers to include .40 S&W and .45ACP for Class G Licensees.
- Proposed and passed "Increased Penalties for Unlicensed Activities".
- Proposed and passed the window tint restriction for PIs and agency owned vehicles. Click [HERE](#) to access the Statute. If you have tinted your windows to this standard it is recommended, you keep a copy in your glove box should you be stopped.
- Defeated bills that would have restricted access to Social Security Numbers to Licensed Florida Private Investigators.
- Assisted Department of Revenue in crafting a refund procedure for insurance companies requesting sales-tax refunds that made sense for private investigators.
- Worked on extension of the length of time for the renewal of the Class A license from 2 years to 3 years.
- Defeated the attempts to move our licensing from the DOL to the Department of Business and Professional Regulations (DBPR). Under DOL there are three professions regulated under 493. Under the DBPR we would have been lost, and possibly minimized, among the 34 + services and industries.
- Defeated bills to reduce fees that would be charged to do abandoned property work in Florida
- Assisted in working out a reciprocal agreement with other states for licensed Florida Private Investigators to work on a temporary basis.
- Worked with DOL on budget reductions that proposed the closing of 6 DOL Offices statewide.
- Assisted in repealing the DOL insurance requirement for private investigators of non-essential coverage.
- Work with other PI associations throughout the country to show support for their position regarding legislation they are facing in their State, and they work with us when we are facing legislation that impacts the profession.

FALI consistently monitors bills designed to limit public records access for Private Investigators.

In addition. . .

FALI is an active participant in the DOL's Private Investigation, Recovery, and Security Advisory Council (PIRSAC) which meets at least four times a year to advise FDACS and make recommendations relative to the regulation of the 493 professions. Over the years we have been involved in many important decisions by the Council to further protect the profession, and our interests. Click [HERE](#) for more details.

FALI is a member, and active participant in the National Council of Investigation and Security Services (NCISS) which is a national association that keeps abreast of laws and regulations which could hinder or enhance our profession. Individuals may also join NCISS. Every issue of the FALI Forum includes an update from NCISS. Legislation that begins on the federal level can often trickle down to the State level so it's important we are involved in both. Click [HERE](#) for more information.



ATTENTION:
ACTIVE LEVEL (C Licensee)
FALI MEMBERS

Official Call for Nominations for 2024 FALI Election
Declarations Due Between April 4th and April 13th

If you are presently holding any elective office in FALI, and if you are planning to stand for re-election in 2024, or if you intend to run for another office, you must formally declare your candidacy. Please do so by sending me a statement to that fact, via email, U.S. Mail, or fax **no earlier** than Thursday April 4th and **no later** than 5pm on Saturday April 13, 2024.

If you are not presently holding an elective office and if you desire to offer yourself for election, or if you desire to nominate someone to stand for election, then your statement of candidacy or nomination must be sent to me, via email, U.S. Mail, or fax, **no earlier** than Thursday April 4th and **no later** than 5pm on Saturday April 13, 2024. All candidates for office must meet the requirements as provided for in the FALI Constitution and Bylaws.

We will once again be conducting the FALI election online. We have engaged a professional, third-party company, whose only business is conducting on-line elections, to host our electronic voting. Full details and voter instructions will be forthcoming soon.

Note: All positions are open for nomination. Only the president has an exclusion on who can run.

My contact information is: Email: jbelich@jbelich.com

U.S. Mail:

Mr. Jack Belich
FALI Election Committee Chair
c/o J. Belich & Associates, Inc.
6822 - 22nd Avenue N. #426
St. Petersburg, FL 33710-3918
Fax: 877-724-9253

List of FALI ELECTED POSITIONS

Executive Board:

- President
- Vice President
- Treasurer
- Secretary

Area Directors

- Tampa Region
- Jacksonville Region
- Fort Myers Region
- Broward/Dade Region
- Tallahassee/Panhandle Region
- Orlando Region
- Palm Beach Region

According to FALI Bylaws* :

4.1 Qualifications. All nominees, and Board members must be an Active member in good standing for the last 12 months immediately preceding that election. If there is not a candidate meeting the qualifications, then the position can be filled by a majority vote of the Board, after the election. A nominee or Board member may not be a member of any other professional investigative association whose primary office is located in Florida, and must have internet capabilities. Nominees for President shall have served on the Board of Directors for one (1) year within the prior three (3) years.

4.2 Nominations

All candidates shall be nominated by Active members in good standing. The nomination period shall be for ten days. The dates for beginning and closing of nominations, which shall be publicized via email, the FALI Forum, and the FALI Listserv, shall begin at least thirty (30) days prior to the start of the FALI Annual Educational Conference. Nominations will be closed twenty (20) days prior to the first day of the FALI Annual Educational Conference, in order to provide ten (10) days for actual voting. Nominations will not be accepted from the floor of the general membership meeting.

According to FALI Constitution*:

ARTICLE V. ELECTED OFFICERS AND DIRECTORS

The Board of Directors shall consist of the elected officers (president, vice president, secretary and treasurer) who shall not serve more than three (3) consecutive terms, and one area director representing each of the regions in the State of Florida who shall be elected by ballot (including absentee ballots received prior to elections) for a one (1) year term or until their successors are elected. Should the president's position go unfilled at the end of three (3) consecutive terms, the Board of Directors may authorize, by majority vote, the termed-out president to fill the vacancy by election for one additional year but cannot exceed two years.

***These are only excerpts from the FALI Constitution and FALI Bylaws which can be found on FALI's website under the "About FALI" section.**

THE BIG 3



The Big 3 membership require that an applicant be a fully paid member in good standing of one of the three associations. They can then apply to the other two states at the Big 3 rate which is half of that state's regular out-of-state member price. CALI's Associate Member rate is \$229 so the Big 3 rate is \$114.50. TALI's Associate member rate is \$175 so the Big 3 rate is \$87.50.

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

Click [HERE](#) for CALI Information

Click [HERE](#) for TALI Information

ICYMI: The Big 3 Makes the Cover of PI Magazine!

*2013 - Launch of The Big 3 Program between
CALI, FALI & TALI*

2023 - The Big 3 Celebrates 10th Anniversary

*And now we are proud to start 2024 as
"Front Page News"*

Click the cover image to read the full article.



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-welcome-
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Tracy Couillard
Charles Morgan
Kirsten Rice
Felicia Track
Gary Watters (Welcome Back)

Orlando

Johnie Allen (Welcome Back)
Darren Altarac (Welcome Back)
Albert Mompeller
Stacie Moore
Bobbie Prichard (Welcome Back)
Michelle Russell
Andrew Wiedemann
William Young

Palm Beach

David Boriskin
Alfred Martin
Reginald Rock

Panhandle
Kristoffer Mercurio

Southeast
Eduardo Ojeda
Melanie Ortiz
Stephanie Palmer
Marisa Perez
Cristina Pulley
Fernanda Suji
Edwin Tapanes

Tampa
Tucker Cowles
Michelle Crnkovich
Ruby Cureton
Eric Fazzi
Shawna Fikar
Desiree Fleming
Angela Heath
Brooke Hickox

Michael Hughey
Randy Leckinger
Linda O'Brien
Jane Rott
Danielle Scott
Ken Segelhorst
Devan White (Welcome Back)

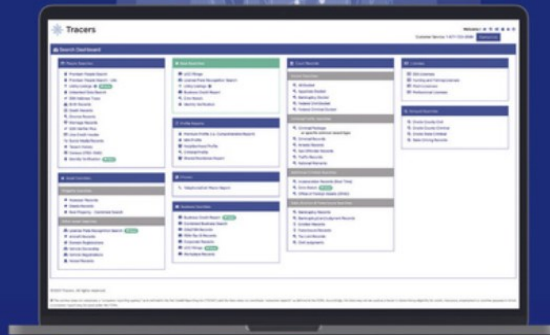
Big 3
David Carlson – CALI

Out-of-State
Alexandra Solórzano - Virginia



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30th Anniversary Conference:
May 2-4, 2024
Tampa, Florida

NOTES

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

FALI Board of Directors 2023—2024

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President

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dan@southfloridapi.com

Tim O'Rourke
Vice President

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Lauren Harre
Secretary

T: (660) 619-8157
laurenh.tgg@gmail.com

Michelle DeCastro
Treasurer

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segrgroupinvestigations@gmail.com

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matt@srecon.com

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