2011 Keynote

We are proud to announce one of our keynote speakers for this years conference.

Robert E. O’Neill
U.S. Attorney

Other Speakers:
Dean Beers, CLI
Daniel O’Shea
Jimmie Mesis
Kitty Hailey, CLI
John Lajoie, CLI, CII
Paul Purcell
Harriet Gold
James Goldman
Daniel O’Kelly
Andrew Froman Esq.

Keynote speaker
Robert E. O’Neill
U.S. Attorney
I’ve got to tip my hat to Rory McMahon, Steve Craig and everyone involved with the planning of this years 17th Annual Conference. First they have put together a very impressive line up of speakers, events and guest. Next they negotiated rates with the InterContinental that we where able to reduce the attendee rates for members to just $195. this year. Plus they have a few more surprise I’ve been told that they will be revealed starting on June 9th.

Next I cannot thank our sponsors and exhibitors enough for their generosity... between them we have amassed over $10,000 in prizes that we are giving away and raffling off everyday during the event. The exhibit hall is over 3,000 Sq. Ft. and you will be able to see and speak directly to those who provide us with the best products and services in the nation. The best part is they are in one location to give you the hands on training and advice you want and need during the conference.

Specials Pre-Conference Events:

Jimmie Mesis will host his full day seminar on June 9th from 8:00 am to 5:00 pm. To attend this workshop you can sign up and pay for it by visiting PI Magazines website or by following the Pre-Conference information from the FALI website.

Golfers can hit the greens with Scott Kamp (SLK Investigations) and friends for a few rounds around one of Tampa’s best golf courses. Talk business, have fun or do both its your day.

Pistol Shoot: Need we say more... this is a long standing tradition before the Conference where PI’s pit themselves against others for the Top Gun Trophy presented at the Banquet Dinner. Everyone is welcome.

Poker – Beginners and veteran card players always feel welcome and at ease with the annual Poker Tournament. Come enjoy the game and the fun in the Ballroom.

See you at the Conference.
Since the legislature is in session and I’m trying to keep track of all things governmental happening here in Tallahassee, as well as run a business, I thought I would take all of my free time and read a book - but not just any book.

I have in front of me a textbook that all professional investigators should read. Dean Beers, the author of *Practical Methods of Legal Investigations*, has managed to do a great job of compiling a handbook of concepts and protocols that apply to both civil and criminal investigations.

I’m sure that many of you have one or more books in your library that provide you with some guidelines that supplement your knowledge and training when it comes to investigations. As you look through those books I’m sure you may find an idea or two that may assist you in improving your investigative techniques. In reading this book, however, I would venture to say that you will find one or two of those ideas in each chapter.

From the outset, this text thoroughly and concisely walks you through an investigation, covering a variety of civil and criminal investigations, from photography to death analysis and all things in between. There are two things I particularly enjoyed about this book. First, from the outset Dean makes this book a personal journey, making the text both educational and insightful. Second, he spends nearly half of the book establishing a protocol for investigating – not just how to do something but why it is done in a particular manner. He then spends the remainder of the book in a casual, how-to format using the protocols outlined in the beginning.

As investigators we have learned there are steps we take in order to complete an investigation. We **prepare** for the investigation by looking at what we have to start with. We **inquire** by doing what we commonly think of as “the investigation”. We **analyze**; this is the part where we use our experience, objective and subjective, to see “what do we have here?” We next **document** what we have discovered and then we **report** our findings to the client. While this may look like any other textbook outline of how to do an investigation, this book spends almost 150 pages thoroughly explaining each step and the how and why of each step and then concludes by drawing all of the components together to show how the steps produce a complete investigation.

Dean Beers is a consummate investigator, speaker and, now, author. I have had the pleasure of knowing him for several years as a fellow professional, of hearing him speak, and, now, reading his book. I encourage you to attend the upcoming FALI conference in Tampa to meet and learn from this passionate professional.
Why Should You Attend the FALI Conference in June?

The first reason that you should attend the Conference is to learn something of value. We have chosen presenters based upon their ability to offer to each and every attendee something that they can bring back to their office and use to improve their ability as an Investigator or enhance their abilities to effectively and efficiently run their Agency. Every presenter has had many years of experience and own and operate their own successful agencies. Furthermore, none of these speakers has presented at a FALI Conference, or if they have, it has not been within the last five years.

The second reason you should attend the Conference is Networking. When I say networking, I am saying that you have the opportunity to expand your client list to everyone that attends this Conference. That will require some effort on your part. You need to break out of your comfort zone and speak to everyone that you can and promote yourself and your Agency as the best alternative available to handle assignments in your city and county. In the 17 years that I have been a member of FALI, I have received at least $75,000 in business as a result of referrals from FALI members I have meet at meetings and Conferences. Furthermore, you can meet Investigators from other areas that you can refer your clients or subcontract to do work for you. It sure beats picking a name off the Internet! So if you could use more business – come to the Conference and NETWORK.

The third reason you should attend the Conference is to meet and socialize with other friends and associates, and to meet some new friends. The people that I have met in FALI and other professional associations make up the majority of my friends and social network. Many of them I rely on to help me make decisions on working cases or look to for advice on how to run my Agency better. Investigators such as Brian McGuinness and Dave Wasser in Miami; Kerry Farney, Rich Harris and Steve Craig in Orlando; and Burt Hodge in Tallahassee, have been invaluable over the years as referral sources, mentors, friends and advisors. I could not have run a successful Agency for the past 20 years with their help and guidance.

You work hard and you deserve to have some FUN. One of the great elements of the early FALI Conferences (mid to late 1990’s) was that we worked hard attending valuable sessions during the day, and then played hard at night with our new found friends and acquaintances. We golfed, we played poker, we went out to Dinner together, and we had fun. It was a great break from our work. It was a mini-vacation and an opportunity to explore different cities.

So if you want to learn how to be a better Investigator, learn to run your business more efficiently, meet new clients and subcontractors, and have some FUN, I suggest that you save June 9 - 11, 2011 and plan to attend the Southeast (FALI) Super-Conference in Tampa.
IRBsearch® is simply the best database for locating people, businesses, and assets. In addition, the IRB Advantage provides database training, social business networking, discounted surveillance equipment, multi-channel marketing services, and specialized mobile access. Call today and sign up for a free trial and see why we're simply the best!
These are just some of the 2011 Speakers

Robert O’Neill
US Attorney MDOF
Keynote Speaker

Dean Beers, CLI
Forensic Investigator
Speaker/Author

Albert Perotti, Jr.
Retired HCSO Major
Speaker

Kitty Hailey, CLI
Investigator Ethics
Speaker/Author

Dan O’Shea
Daniel Risk Mitigation
Speaker/Author

Craig Gundry
S2 Institute
Speaker/Author

Paul Purcell
InfoQuest Investigations
Speaker/Author of
“The Case File”

James Goldman
Speaker/Consultant
former INS Agent

John Lajoie, CLI
NALI CLI Chair
Speaker

KC Poulin, CPS
CIS - FASCO
Speaker/Author

Jimmie Mesis
P.I. Magazine
Speaker/Author
NCISS Director

Harriet Gold, FCI
Gold Investigations
of Florida & Georgia
17th Annual Southeast Super Conference - 2011  
June 9 - 11, 2011  
InterContinental Tampa  
Tampa, FL

Hosted by: Florida Association of Licensed Investigators (FALI)  
& Florida Association of Security Companies (FASCO)

InterContinental Tampa  
4860 West Kennedy Boulevard  
Tampa, FL 33609  
Phone: 1-866-915-1557  
Fax: (813) 286-4053  
For hotel details and reservations, go to www.fali.org

Hotel reservation deadline is May 11, 2011.  
Please make your reservations early to ensure the discount rates of $99 single/double.  
(Based on availability)  
Mention FALI/FASCO when making reservations.

ATTENDEE REGISTRATION FORM

----- Please Use a Separate Form for Each Person Registering. ------

Name Tag should read ________________________________

Check All that Apply:  
[ ] FALI Member  [ ] FASCO Member  [ ] Non Member  [ ] Student

Company Name on Name Tag: ________________________________

Address: __________________________________________________

City: ______________________ State: __________________ Zip Code: ____________

Phone Number: __________________ E-mail Address: __________________

Full Registration includes admission to ALL events, breaks and meals, including the Friday night Social and the Saturday night Banquet

Check Only One  

<table>
<thead>
<tr>
<th>Registration fee (before May 11, 2011)</th>
<th>Registration Fee (After May 11, 2011)</th>
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<tbody>
<tr>
<td>[ ] FALI, FASCO, &amp; other Assoc. Members: * $195.00</td>
<td>[ ] FALI, FASCO, NALI Member: $225.00</td>
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<tr>
<td>[ ] Non- Member (Includes 6 Month Membership): $275.00</td>
<td>[ ] Non- Member (Includes 6 mo. mbshp): $325.00</td>
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<td>[ ] Student: $150.00</td>
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No Date Limit  
[ ] One Day Attendee: $150.00

Attendee SubTotal $ __________________

Guest Meals Only Tickets... are for spouse and non-registered guest only. Entrance to sessions is not included.

[ ] Friday: $99.00  
[ ] Saturday: $99.00  
Guest SubTotal $ __________________

( includes all meals; breaks, lunch and dinner per day )

Registration Fee Total = $ __________________

CANCELLATION: Refunds may be obtained when a letter of Cancellation is received prior to May 11th. (Mail, Fax or E-mail). A $75 administration fee will be assessed for all cancellations. There will be no refunds or cancellations accepted after May 11, 2011.

[ ] VISA  [ ] MasterCard  [ ] Amex  [ ] Discover  
Card No: __________________ Exp Date: __________________

Name on Card: ___________________ Phone #: __________________ CVV: ____________

Billing Add: ___________________ State: ____________ Zip Code: ____________

E-Mail Address (confirmation will be sent): __________________

Signature (type name if e-mailed): __________________ Authorized Amount: $ ____________

You may Mail or Fax this form.  Please make checks payable to FALI.  Hotel details are at www.fali.org.

Mail to: P.O. Box 2685, Lakeland, FL 33806  
Fax to: (863) 687-7403.

Questions? Contact Conference Chair, Rory McMahon at (954) 341-2001 or rorymcmahon@bellsouth.net

*Discount Assoc. fee is extended to all professional Association members: FAPI, SFIA, other State Associations. Proof must be presented along with the Registration form. (Copy of Membership card or a letter from that Association President.)
MEMBER SPOTLIGHT

Charles Goslin is currently a security consultant advising clients both in the U.S. and internationally on security threat and risk, security and safety master planning and security systems implementation. Mr. Goslin has advised US and International organizations in Critical Infrastructure Protection, Urban Planning/Counterterrorism, and strategic security policy planning. He is a retired CIA Senior Operations officer, with over 30 years international experience and expertise in the security and intelligence operations business. He has deep regional expertise and knowledge in the Middle East, Latin America, North and East Africa, and Europe.

In addition to intelligence work, Mr. Goslin has worked extensively with both international and U.S. law enforcement agencies and the federal, state and local level on criminal cases and counterterrorism investigations. Mr. Goslin is a military veteran (U.S. Army Intelligence). In addition to membership in the Florida Association of Licensed Investigators (FALI), he is an active member ASIS, International, the Association of Former Intelligence Officers (AFIO), Central Intelligence Retirement Association (CIRA), and the Royal United Services Institute (RUSI), London, UK. He is a lifetime Sigma Chi fraternity member, and currently resides with his family in Jacksonville, Florida.

FALI Membership Benefits

- Your FALI membership demonstrates your professional concern to the members of the Florida Legislature, as FALI is the leader in protecting your interests and those of your fellow investigators through our continuing legislative efforts. FALI is also a member of the National Council of Investigative and Security Services (NCISS), which lobbies in Washington D.C. on behalf of our profession.

- FALI chapters conduct monthly meetings throughout the State hosted by our Area Directors. The Area Director in your vicinity will contact you personally to extend an invitation to attend a local meeting. FALI’s annual conference provides opportunities to network with your fellow professionals, and to learn from the best investigators in the country.

- FALI provides an annual Member Directory to help you out-source to other professionals when the need occurs. This directory is available on our web site at www.FALI.org, where your e-mail address and agency website are hot linked at no extra charge. This year we will release two (2) Membership Directory’s one in March and the other in Septembers to catch those new Members.

Year Round Legislative and Regulatory Representation

The FALI Forum Publication for Members
The FALI E-Alert; a quick summary of news and events
FALI Membership Directory
Access to complete FALI Member Profiles
Access to past FALI Forums (must be logged-in)
Access to our Digital Library (must be logged-in)

Educational Regional Seminars
Annual Professional Development Conference
June 9-11 2011 Tampa (see website)

Continuing Education Unit (CEU’s) classes

20% Discount on S2 Institute Distance Learning

Statewide Meeting & Networking Opportunities

Leadership Opportunities

Online Member Profile: that you can manage and updateReferral Programs
### FALI 2010—2011 Board of Directors

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<tr>
<th>Region</th>
<th>Area</th>
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<td><strong>DAYTONA</strong></td>
<td>Area 2</td>
<td>includes: Brevard, Flagler, Volusia</td>
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<td></td>
<td><strong>Area Director:</strong></td>
<td>Stephen Craig, <a href="mailto:steve@craigpi.com">steve@craigpi.com</a></td>
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<tr>
<td></td>
<td><strong>Area Director:</strong></td>
<td>(305) 790-6288</td>
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<td><strong>CLEARWATER</strong></td>
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<td><strong>Area Director:</strong></td>
<td>John P. Jack Belich, <a href="mailto:jbelich@jbelich.com">jbelich@jbelich.com</a></td>
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| **OCALA/MAINESVILLE** | Area 4 | includes: Alachua, Marion, Levy, Lafayette, Dixie, Suwannee, Bradford, Columbia, Union, Putnam, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, Gilchrist, 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H. Richard Bisbee, P.A.
Attorney at Law
Tel: 850-386-5300

REPRESENTING FALI MEMBERS IN FDOACS
DISCIPLINARY & LICENSE DENIAL CASES

www.thebisbeefirm.com
Tallahassee, Florida
MEMORANDUM

DATE: March 17, 2011

TO: Members of the Private Investigation, Recovery, and Security Advisory Council (PIRSAC)

FROM: Constance N. Crawford, Director, Division of Licensing

SUBJECT: Training Requirements for Private Investigator Interns

This memorandum is issued in response to a request for clarification from the members of the Advisory Council concerning the training requirements for a Class “C” Private Investigator Intern License as those requirements are set forth in section 493.6203, Florida Statutes.

ISSUE

Section 493.6203(4) stipulates that an applicant for the Class “C” license “shall have 2 years of lawfully gained, verifiable, full-time experience ...”. The question posed by the Council is whether this section requires the private investigator intern to be employed on a full-time basis in order to gain the experience necessary to obtain the Class “C” Private Investigator License.

RESPONSE

An intern is not required to work a full-time, 40-hour week in order to gain the required experience within a two-year time frame.

In order to satisfy the two-year, full time experience requirement, however, one must use a 40-hour workweek as the basis for calculating the required time. Thus, a person cannot shorten the two-year requirement to 18 months by working 60 hours a week. Likewise, an intern with no previous investigative experience and no creditable college coursework must work as a full-time employee for two full years in order to accrue the required experience. If the intern is able to work only a part-time schedule of only 20 hours per week, then that intern would have to work as an intern twice as long, or four full years, in order to complete the requirements of the internship and qualify for the private investigator license.

In summary, a private investigator intern can work toward the 2-year requirement set forth in the statute over a period of time, even if that period of time exceeds the 2-year term of the license. The license holder will, of course, have to continue to renew the intern license in order for the experience to be lawfully gained.
Since 1979 James Toth and his technical staff have been solving security and espionage problems.

His long experience as a Licensed Private Detective along with the many years of both wiretapping and TSCM countermeasure schooling from the best telecommunications and electronic surveillance programs our government has available throughout the country.

Over 1500 assignments successfully completed throughout the U.S. Trusted by clients from every business imaginable, including 225 Fortune 500 companies and their CEOs’ private residences.

Detection Instrumentation: ($ 250,000) is the same type employed by the U.S. Government, and includes some instrumentation of our own design.

Sweepteam only employs former U.S. govt. intercept techs.

Our offices are in Florida, Fort Lauderdale and Miami but we service a wide range of corporate and individual clients throughout the United States, Europe, and South America.
From the INVENTOR of ACCURINT & AutoTrack

If you liked what Hank Asher did before – you’ll love TLOxp
It’s Lightning in a Bottle!~
~John Walsh, Co-Founder

It’s going to be much less safe to be dangerous!~

PUBLIC RECORDS LOCATE & RESEARCH TOOLS

- Contacts • Current & Historical Addresses
- Phones • Emails • Bankruptcies • Judgments
- Liens • Licenses • Memberships • Affiliations
- Associates • Neighbors • Assets • Real Property
- Vehicles • Criminal History

- Expansive Corporate & Business Info: Assets
- UCC’S • Officers • Directors • Present & Former Employees
- Customers • Suppliers • Competitors

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(Sworn Law Enforcement Experience Required)

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FALI’s Regional Area Meetings:

When you need to meet fellow investigators, there is nothing better than attending one of our network and educational meetings across Florida!

The benefits of attending these formal, and at times informal, meetings are vast. Most attendees range from experienced professional investigators with specialty backgrounds to interns whom have just entered the field.

 Resolve to Stay Involved!
Annual Conference

June 9th—11th, 2011

Bayshore Ballroom

( I )

( II )

( III )

Exhibit Hall

Grand Foyer

3,113 Sq Ft.

Westshore I

Westshore II

Lobby Level Hallway
Dear Prospective Member:

Thank you for your interest in the Florida Association of Licensed Investigators (FALI). FALI is the largest statewide private investigator association in the state of Florida. As the President my objective is to make your FALI Membership the most important professional investment you will make this, and every year!

When you join FALI, you are investing in your profession, your business and yourself. Since 1994, FALI has consistently been the leading force in our state capital, protecting the interests of both professional investigators and licensed agencies. We meet with state regulators and legislators in Tallahassee and throughout Florida every year to aggressively advocate and defend our Members’ professional interests.

We have a host of other Membership benefits for you to view below. I encourage you to contact your local Area Director for further information about area network and educational meetings in your region. You may go online and view this and much more information about FALI any time.

In closing, let me say again thank you for your time and I hope you join us in protecting our profession.

Sincerely yours,

Tim

Tim O’Rourke
President
Florida Association of Licensed Investigators

additional benefits
- continuous legislative and state regulatory representation
- a statewide network of professional investigators and agencies
- regional meetings and professional networking opportunities
- an annual comprehensive professional development conference
- electronic and print newsletters plus a membership directory
- a “members only” online forum
SELECT YOUR REGION

☐ TAMPA: Area #1  ☐ DAYTONA: Area #2  ☐ CLEARWATER: Area #3  ☐ OCALA: Area #4  ☐ MIAMI: Area #5  ☐ TALLAHASSEE: Area #6  ☐ PENSACOLA: Area #7  ☐ FT MYERS: Area #8  ☐ ORLANDO: Area #9  ☐ PALM BEACH: Area #10  ☐ SARASOTA: Area #11  ☐ JACKSONVILLE: Area #12  ☐ FT LAUDERDALE: Area #13

BACKGROUND CODE:


NAME:  

AGENCY NAME: Class C/CC Lic #

ADDRESS: 

CITY: Suite or Unit: 

STATE: ZIP CODE: 

OFFICE PH: ( ) — URL: http://www. 

MOBILE PH: ( ) — AGENCY LIC #: 

FAX LINE: ( ) — STATE: 

Your Florida County:

NOTICE: FALI Does NOT Sell or Share this information. FALI will send You Newsletter and E-ALERTS 

Business E-Mail: Alternate E-Mail:

FALI Membership Classification: Please select one per person or per organization applying.

☐ ACTIVE: Class "C" Private Investigator Florida Active Class "C" Licensed Private Investigator are an Active Voting Member.

☐ $125. 1-Year (12 Months) ☐ 300. for 3-Years  

☐ ASSOCIATE: $85. Class "CC, M or Process Server" Florida Licensed CC Intern, Manager M, MA or a Certified Process Server anywhere in the State of Florida.

☐ $95. 1-Year (12 Months) ☐ 160. for 2-Years  

☐ AFFILIATE: In-House or Out of State Investigator Any qualified and vetted non-licensed or licensed investigator who works in or out of Florida.

☐ $95. 1-Year (12 Months) ☐ 160. for 2-Years  

☐ STUDENT: Attending School Any student that is currently enrolled in a college, university or a vocational institute in the related fields of Criminal Justice and or Private Investigations.

☐ $60. 1-Year (12 Months) ☐ 110. for 2-Years  

☐ UNLICENSED SPECIALIST: Anyone that provides products or services to investigators.

☐ 225. 1-Year (12 Months) ☐ 600. for 3-Years  

☐ LIFE TIME MEMBERSHIP: $1200. A one time payment of dues for a Lifetime Active Member  

☐ This maybe split into quarterly installments of $300.00  

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Specialty and Background Codes - Your FALI Directory listing can include up to six Specialty and five Background Codes.

These codes will help to provide some background about you and your firm. It is a good networking tool that helps others to identify investigators with the skills that they may need when selecting a consultant to assist them. (Limit to 6 Codes)


How did you hear about FALI?  

I hereby acknowledge that I am applying for Membership to FALI. By signing this application I understand a review of the information I have submitted herein will be conducted and any false information will result in the denial and or revocation of my Membership. If accepted I agree to abide by the Constitution and By-Laws of FALI.

Signature:  

Date: (FF)

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IS YOUR MEMBERSHIP FALI PROFILE UP-TO-DATE ???

NOTES

Save the Date: June 9-11 2011

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

Florida Association of Licensed Investigators
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