

The PICA Investigative Reporter

The Official Publication of Professional Investigators of California, Inc.

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President's Message

I would like to publicly thank all the outgoing PICA Board Members for their outstanding service and hard work during this last year.

I want to let you know what to expect from me during this year and what I would like in return from the membership. I didn't run for president just so I could put that on my resume. I want to see this organization continue with the ideals put forth when it was born. I'm willing to work hard for PICA and all I want in return is **your attendance** at functions.

Any organization is only as strong as its weakest link. Do you want PICA to be strong or weak?

I would hope that if you joined this organization, you want more from it than the listserv. I would think you would want to network, exchange ideas and thoughts at the meetings.

In 2008, the Board of Directors is planning one of the most

exciting and interesting ABM's ever hosted by PICA. Events planned for the year could include a 40's & 50's detective-themed dinner in conjunction with the Annual Conference, training days for Northern and Southern California, Self-Defense Training for PICA members, joint meetings with other associations, and survey's of members to help plan future events, and bring members the educational opportunities they are seeking. Also, we will be joining with other associations to add more licensed investigators in Sacramento to support CALI's Leg Day.

I like to think outside the box, and you should see some of that this year.

If you call me with a problem, I will attend to it professionally and quickly. If you have a suggestion to help PICA, call me and we will discuss it. I would be happy to present your thoughts and ideas to the Board at the next meeting.

Larry Smith, President



PICA Executive Director's Report by Ann Marie Batesole

Greeting and welcome to an exciting year! Watch for our soon to be launched PICA website with an emphasis on promoting marketing strategies for our members and sponsors. Use the interactive Constant Contact e-mail blasts, the surveys, PICA Blog and Listserv as valuable tools to express your opinions and share your knowledge. Take advantage of the resources and information contained in this issue of the PICA Investigative Reporter. Your interest is appreciated and your involvement is celebrated! Thank you for the opportunity to serve.

Ann Marie



WHEN WILL WE EVER LEARN?

Want to be able to get a credit report? Open a used car agency; not a PI agency! Anonymous PI Pundit

By Sarah Carson

The business of private investigation is under attack. Increasing public concerns regarding privacy and periodic well publicized incidents more and more inspire legislative initiatives or anticipatory steps by trouble avoiding information providers that restrict access to information to certain categories of individuals

including private investigators.

Consider various past legislative actions that have affected private investigation.

●FCRA ●DPPA ●GLB ●Use of SS Number ●Closing California DMV Address Records ●Latest Anti Pretexting

Each of these changes came about by one private investigator committing an egregious act.

However, in the last couple of years, there have been over 500 million privacy breaches, but less than 10 of these were by private investigators. One private investigator equals one privacy breach. Yet, one Choice Point equals millions of privacy breaches.

Because of this disparity in harm, often the reasoning that leads or threatens to the denial of information to private investigators appears ill conceived and illogical to private investigators. For instance, it was Choice Point's own incompetence in qualifying its customers that led to its release of information on thousands to individuals of ill meaning intent, but private investigators are now living with a greater reluctance of providers to do business with them.

Identity theft is often put forward as an argument for restricting access to information. However, identity theft is a rampant problem all over the world. It flourishes everywhere regardless of whether a country has restrictive or liberal policies about access to information and whether countries used national identifier numbers or proxies such as the social security number or have no such identification means. Most people, who try to get a police department to do anything about a complaint of identity theft, will find that the only recourse they end up having is a private investigator.

There is a vast data mining industry, which is busily collecting information on our shopping habits so we can be sold even more things. The activities of this industry are seldom noticed or discussed despite the fact that so many households in this country are laboring under staggering debt.

Many of the privacy advocates seem to confuse privacy with anonymity. We are social creatures and our actions can affect others. What is so wrong with someone who may have some dealings with us know something about us, and doesn't the criminal have the most to gain from privacy?

It is a rather dangerous trend to be giving unfettered access and any means of collecting it to officialdom while tightening up civilian access. The whole concept of public records is based upon the concept that the public right to know will curtail corruption in public officials.

Part of the targeting of private investigators comes from the archaic manner in which occupations are regulated. At the birth of our country, there was a very strong contingent of people who feared all centralization of power and argued strongly for "states' rights." In the division of powers that came about, the regulation of occupations fell to the states. This may have made some sense then, as people tended not to move or travel a few miles from where they were born. Today, though, it is becoming an increasingly insane way of regulating occupations. People not only commonly live in or travel to a number of states during their life time, but they are also beginning to live in other countries besides their own during the course of their life.

I'm licensed in both New York and California. I can't think of any good reason why it should be different to be a private investigator in New York and California. Yet if I compare each state's Business & Professions Code pertaining to private investigators side by side, I find a different set of activities that require a private investigator's license. I'm sure I would find the same if I examined the B & P Codes in other states.

(...continued on page 7)

2007 Conference and Annual Business Meeting in Pomona



LEGISLATION RESTRICTING SALE OF SOCIAL SECURITY NUMBERS

Legislative Report By Gary S. Brummond

As I took to the air to fly home from Washington D.C. after last year's NCISS "Hit the Hill," it gave me time to reflect on another successful and eventful lobbying trip on behalf of PICA, NCISS, and the private investigation industry as a whole.

Our group from California made the traditional rounds to both Senator Feinstein and Senator Boxer's offices. We made significant progress in Senator Feinstein's office as we were able to meet with one of her legislative aids, and have representatives from PICA, CALI and NCISS at the table. With the focus on our theme "PI's for Privacy and Responsible Legislation," we explained our need for some additional language in HR-948 and HR-3046. Both of these House bills, as currently written, **ban the sale of Social Security numbers**, which would limit the ability of licensed investigators to verify identities and locate individuals.



The language reads "...to the extent necessary to prevent, detect, or investigative fraud or unauthorized transactions, to verify identity, to locate missing or abducted persons or witnesses to an ongoing or potential civil or criminal lawsuit, criminals, criminal suspects, parties to lawsuits, parents delinquent in child support payments, organ and bone marrow donors, pension fund beneficiaries, missing heirs, and for similar legal, medical or family related purposes."

Our visit to the Rayburn, Cannon and Longworth House Office Buildings also paid dividends as we met personally with Congressman Ed Royce and Congressman Dana Rohrbacher, each pledging their support for our endeavor. We then walked the halls of each building, floor-by-floor, distributing the NCISS literature to each representative we could find from California.

Having spent all day Thursday visiting every legislative representative from California, and attending the NCISS Board Meeting on Friday, I took to the air on Saturday afternoon to fly home.

The battle is not over in the 110th Congress, as both of these bills can be heard at any time. Stay tuned to the PICA List-serve and any Urgent Legislative emails, as we continue to keep the membership informed.

PICA 2008 CONFERENCE Channel Islands Harbor-Oxnard California November 13, 14, 15 & 16, 2008



Rick Albee to Teach Computer Forensics Course at November Conference

Rick Albee, CFCE, PI is the CEO of DataChasers, Inc., and a former police lieutenant with 29 years of service. He is an I.A.C.I.S. graduate, a P.O.S.T. Command College graduate, and has earned a Masters Degree in Public Administration from the University of Southern California. He is the recipient of the department's highest accolade, The Medal of Valor, as well as the State of California Attorney General's Certificate for Valor. He has lectured domestically and internationally on computer forensics and authored numerous articles. www.datachasers.com



Brandon Perron Teaches Two Seminars & Motivational Speaker at Closing Ceremony

Brandon A. Perron, CCDI, LPI, is the president and founder of the "Criminal Defense Investigation Training Council" (CDITC). He has served meritoriously as a Criminal Investigator with the United States Air Force and as a Florida Public Defender Investigator. In 1994, he developed the Component Method of Criminal Defense Investigation, which is used to train criminal defense investigators in the public and private sector. He is an author, motivational speaker, a Florida Licensed Private Investigator and criminal justice trainer. www.defenseinvestigator.com

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THE INVESTIGATOR'S BOOKSHELF

By: Bill Asher, Licensed PI Dallas, Texas

Cynthia Hetherington's "Business Background Investigations" published by Facts On Demand Press, 2007 is an investigator and a librarian's take on Business investigation. It is heavy on Internet research and fairly wide ranging. Clearly the work is worthy of a twenty dollar bill in order to reside in the investigator's library. She has written this book based upon her years doing oral presentations of much of this material. She currently is President of the New Jersey investigative association and runs an investigative operation.

While this reviewer has not been to her seminars, she has a great reputation and this book tells me why. I grew up in a university town and I know the value of a research library, and research librarians. Cynthia is a librarian with two Masters degrees that applies research methodology from academia to investigations. This is a powerful combination for intelligence, in the world of finance, and helpful to making business decisions. The book will teach highly experienced "old dogs" a few new tricks.

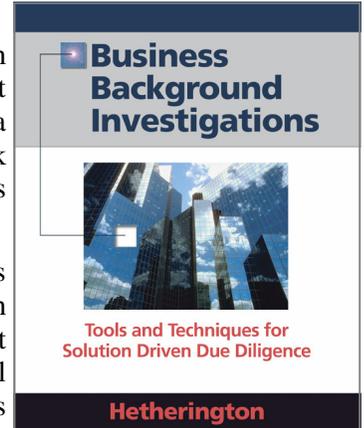
You can't have a Rolls Royce without first learning how to drive it. Ms. Hetherington provides us with a nice manual teaching us how to drive the high end business investigation focused on background research. Her comments about limitations to the sources for online research are apt and must be heeded to avoid liability minefields. Her comments about much investigative analysis occurring during report writing are exactly what my x-FBI mentor taught me and are true today.

I will rarely agree completely with anything written, but this work gets a strong mark. My disagreements would be rather minor here. I see elements of report style that don't suit mine. I see approaches to investigations that lack field research. I will fuss with her about Trusts and Lis Pendens, but most investigators would find the discussion arcane. Cynthia has taken a bold swath across the investigative landscape that most would find perilous to even attempt. Her confidence in a depth of resources finds its mark especially in the second section of the book, about 150 pages in length.

There are some well done appendices to further delight those of us with decades in the business. I enjoy appendix three like a kid at Christmas and appendix two was like Thanksgiving.

Now for the full disclosure: Ms. Hetherington and I are members of several investigative organizations together: NCISS and Intellenet. I've got some friends out east that know her. She also is a Rutgers graduate, as was my mother. Her publisher buys advertising in a couple of journals that I book ads for. Cynthia cooks vegetarian lasagna using Barilla pasta and I got the book for free by post.

[Bill Asher has been investigating in Texas for over twenty years. He can be reached at: washer@ticnet.com]



Corey Friedman to Teach a Course in Telephone Investigations at November Conference

J. Corey Friedman is a graduate of Central Washington University with a degree in Paramedics with numerous classes relating to law enforcement and crime scene investigation. Mr. Friedman is also currently enrolled as a law student at Concord University in Los Angeles. He is the president, director and instructor at the Nick Harris Detective Academy and California Institute of Locksmithing, divisions of Friedman College, a California licensed school. His diverse background includes being a police officer, detective, locksmith, contractor, process server, expert witness, magician, comedian, teacher, bail agent, bounty hunter, insurance company executive, TV consultant, actor, identity theft expert, paramedic and father of four.

www.lock411.com or www.nickharrisdetectives.com



Actor Skip O'Brien Keynote Speaker at Detective Theme Dinner in November

Skip O'Brien is an accomplished actor in both screen and theatre, acting for over 20 years. He graduated with a degree in theater in 1979 from Brookdale College in New Jersey. In addition to his reoccurring role in CSI as Detective O'Riley, he has played the roles of a Police Sergeant in "Monk" a Police Captain in "The District" a State Trooper in "Black Sheep" a Customs Agent in "Blow" a Correction Officer in "The Practice" a Court Guard in "Liar Liar" a Security Guard in "Higher Learning", a Sheriff in "Rodney" a Police Officer in "Ally McBeal" and a Bodyguard in "Hunter".



Keynote Speaker
Steven Kerry Brown



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(...continued from page 2)

WHEN WILL WE EVER LEARN?

States differ in the process by which one becomes able to call oneself a private investigator. There are 44 states with Private Detective Acts. In some states, one becomes a private investigator by self proclamation. Among those states that do require some testing and demonstration of qualifications, the rigor varies widely. A few such as Texas, Iowa, Florida, North and South Carolina, and Georgia require continuing education. Most do not. Some states like New York require bonding; a few require insurance. The monitoring and disciplining process that is supposed to come into effect after individuals qualify and are licensed by states that require some process is frequently non-existent.

The situation is such that if one goes to the office of any privacy advocate group and tries to discuss with them why private investigators should be excluded from some restrictions being proposed, it will throw this situation just described in your face. It's not that these advocates are blind to the function a private investigator performs and even thinks it is unimportant. They just find the current situation too unsafe.

The regulatory situation isn't likely to change too soon. After all, licensing fees are a source of states' revenue. However, there are some occupations that escape the relentless assault on their existence, and it's not because these occupations make no bad errors in judgment or engage in overtly wrongful acts.

It's probably more common than we know about for a doctor to amputate the wrong leg of a patient or remove the wrong kidney. None the less, no one is even contemplating denying physicians access to the tools of their trade. Nurses rather routinely made mistakes in medicating patients, but there is no public assault on nurses. Lawyers take their clients' fees and then don't perform the service or steal client funds. There are a lot of lawyer jokes, but the only assault on attorneys is the decrying of large attorney fees, which really is a disguised anti-consumer position.

What's different about these occupations compared to that of private investigation is that these occupations have made the leap from the status of a trade to that of a profession. What is a profession and a professional? This question was researched by Dr. Lawrence Kalbers, Director of the Loyola Marymount University Center for Accounting Ethics, Governance, and the Public Interest, and presented in Los Angeles on June 14, 2007, at a seminar on "Investigative Ethics" sponsored by the Los Angeles Chapter of the Association of Certified Fraud Examiners.

According to Dr. Kalbers, the attributes of a profession are:

- 1) highly specialized education and training
- 2) a rigorous testing and certification process
- 3) professional associations
- 4) a code of ethics
- 5) continual refreshment of skills

The attitude of the professional is characterized by:

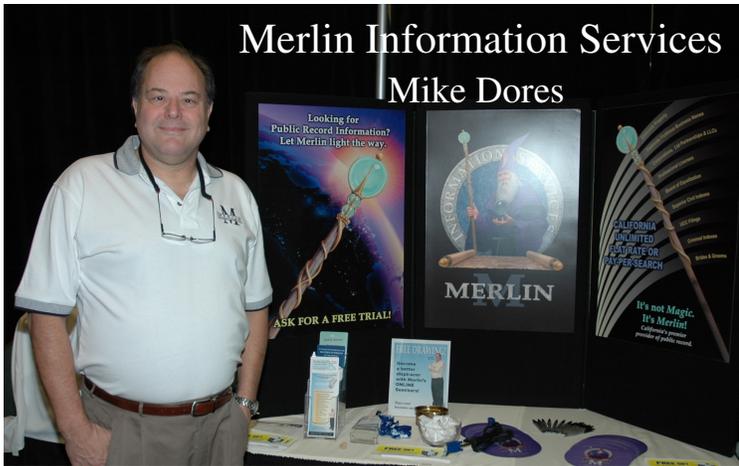
- 1) professional association as a central reference point
- 2) a belief in service to the public
- 3) a belief in self-regulation and a follow-through in doing so
- 4) a sense of calling to the field
- 5) demands for autonomy

None of the above is particularly descriptive of private investigation.

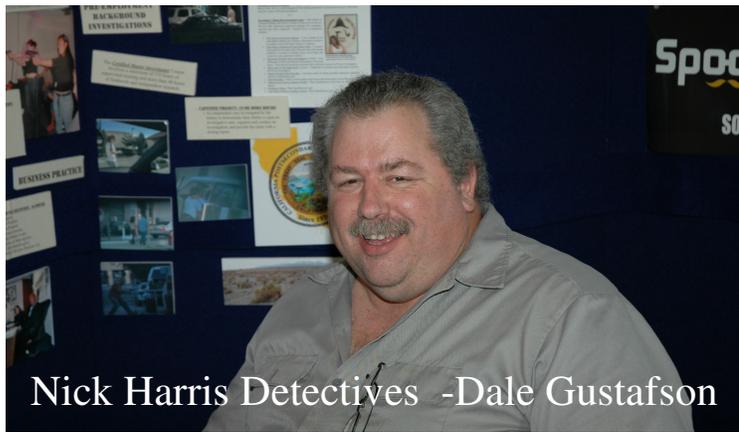
According to estimates of *PI Magazine* through its contacts with state private investigation associations, there are approximately 60,000 private investigators in the United States. A good number of these may not be working as a private investigator in any consistent fashion, which may explain the Department of Labor's estimate of 43,000 private investigators in the United States. However, according to a membership consolidated count of the state private investigation associations as researched by *PI Magazine*, only 23,000 private investigators belong to state associations. (The actual count, too, is probably somewhat less if dual memberships were to be factored into the total count.)



(...continued on page 10)



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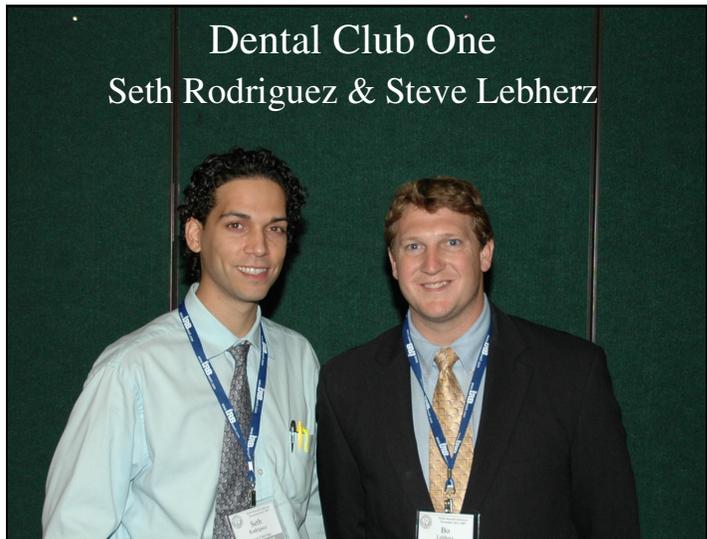
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WHEN WILL WE EVER LEARN?

All of these professional associations have ethics codes, but not many state Private Investigator Acts do. State Private Investigator Acts generally don't require private investigators to belong to a professional association. This means that only a third of the total private investigator population may be subscribing to any code of conduct and vast numbers of them have no systematic way of keeping informed on regulatory action approved or pending that may affect them. The percentage of total private investigators operating outside professional associations varies around the country according to *PI Magazine*. In the Northeastern states, one can find 40% to 50% of the private investigator population having membership in state associations. Going west, the participation falls off markedly making the national average only 13%.

Private investigators tend to resist any efforts to require a uniform testing and certification procedure to qualify as one. They prefer to tout their experience gained from other employment and the minimal testing only some states require for licensing as the only requirement for becoming a private investigator. The idea of continuing education requirements meets with the same attitude. We can be sure that even the best of the states' testing procedures aren't too much better than the DMV process of licensing drivers and continuing to qualify them to be on the road. We all know people who can pass the driver's test, but we shudder to be a passenger when they are driving and hope never to encounter them on the road. The same is so with the private investigation qualification procedure. Many make it through the screen and later prove an embarrassment to their colleagues.

Why is this so? It's because none of the testing procedures devised by the states whether it be for driver licensing or private investigator licensing tests character. Although it may seem like a bureaucratic "silliness" to seasoned investigators to go through a certification process consisting of a course of study of a rigorous curriculum and a demonstration of the curriculum's mastery—a process administered by ones peers-- and to maintain the designation by demonstrating continuing education efforts, it does require character and not just competence to do so. It also is a demonstration of character to subscribe to a code of ethics and to eject those from the association and endorsement of their peers if they don't adhere to that code. Individuals of good character tend never to be associated with the conduct or commit the mistakes of those who are lacking in character. If they do, there is a higher likelihood that it will not reflect upon the regard of those similarly engaged.

What are we going to do? We can continue to wallow in our apathy, refusing to support the pitifully few who do yeoman's service in trying to represent the interests of private investigators in legislative halls and privacy advocates' offices and continue to object to any further testing and certification and continuing education. We can also see the hand writing on the wall and get with a program that lifts private investigation from the level of a trade to one of a profession, where character is necessary to maintain ones place. Certain specialized niche investigators have already done so such as the Certified Fraud Examiner.

Professionals enjoy the regard of the public despite the failings of some of their members. Trades people do not command the same respect. If we continue to avoid the measures that would recreate private investigation as a profession, we will continue to get the lack of respect we deserve.

Sarah J. Carson, CA PI 17758 and NY PI 11000088041

PICA San Diego District Director

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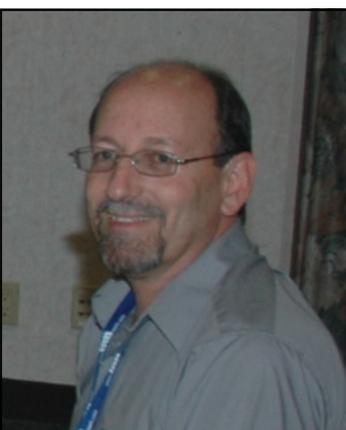


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2007 ANNUAL CONFERENCE ATTENDEES



Loss Prevention-the PIs Adversary?

By Kelly E. Riddle

Shrinkage is a term those in the security industry often cringe upon hearing. The word immediately conjures a visual stimulation within our minds of a person discretely snatching an article of clothing and jamming it into the trap door of a wrapped present he or she is carrying. We are all well aware of many industry-accepted methods of dealing with the common types of theft and pilferage in retail settings, including: CCTV systems, electronic sensors on merchandise and undercover loss prevention personnel. But what do you do when a problem exists outside of the normal box? Loss prevention personnel are trained and educated to protect a specific geographic location such as a mall, convenience store, manufacturing plant or similar facility. Private investigators are trained and educated based on an ever-changing client, location and operating method. Take either out of their field of expertise and you will usually end up with a duck out of water stigma. There are, however, many times when the two professions can collaborate effectively to achieve a successful end. Unfortunately, many of these opportunities are often missed or simply overlooked.

As a private investigator, I can recall many cases where we relied on the expertise and scope of loss prevention personnel. On the other hand, loss prevention personnel have failed us, too.. Examples would include an employee-suspected embezzlement; a vendor turned thief; or complications due to multiple geographic locations. While loss prevention could possibly handle the incident, failure increases dramatically due to the potential for discovery or human resource issues.

Inappropriate action against an employee could result in discrimination lawsuits, workers compensation stress-related claims and morale issues with other employees, just to name a few. Should problems arise during the investigation of a vendor, this could be a public relations dilemma that could affect product supply for the entire company.

Private investigators, like loss-prevention personnel, often have a working relationship with law enforcement officials. Many times, however, this relationship is dramatically different. In the local law enforcement when someone is detained after a suspected theft. The police officer meets with loss prevention officers, makes a report and takes custody of the individual. This relationship may extend somewhat to increased patrols or presence of law enforcement, especially during holidays. Police officials may also provide some assistance in training loss prevention personnel. The private investigator, on the other hand, typically works on a different level with law enforcement and often is with detectives and not patrol personnel. Through this working relationship, private investigators work closely with specialized sting operations after the investigator develops the case to a point where law enforcement is involved. Much of law enforcement is a response to a crime *after* it has been committed. Patrol units and loss prevention personnel are more involved with the crime at hand versus private investigators and police detectives who operate in a follow-up capacity.

(Continued on page 13)

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Loss Prevention-the PIs Adversary?

Loss prevention personnel are the natural place for the corporate management to turn when a problem occurs within the work environment. When management requests something out of the ordinary, such as a countermeasures sweep to determine how trade secrets, client information or conversations are being leaked. A partnership with private investigators allows the task to be handled quickly and professionally. In this manner, the loss prevention personnel are kept in the inner workings and maintain their position with management while being a clearinghouse for security issues.

Additionally, private investigators are consistently working more closely with loss prevention personnel regarding counterfeit products. Some of the many items finding their way into mainstream businesses include purses, sunglasses, blue jeans, watches and items with trademark-protected logos. The majority of the counterfeit producers are sophisticated in their ability to copy the original item, which typically is manufactured in Asia. Private investigators are regularly employed by many of the large corporations in an effort to prevent the introduction of counterfeit products. These products are typically found in flea markets, convenience stores, dollar stores and similar retail establishments.

Recently, some investigators have begun to find these illegal items in large, well-known national retail stores throughout the United States. This is increasing the working relationship between private investigators and the loss prevention departments. Additionally, private investigators are finding their loss prevention counterparts useful in increasing the number of personnel actively engaged in reviewing products, which allows investigators to focus on other areas. In some instances, loss prevention is called into internal situations that may evolve outside of the workplace. Domestic violence can spill over to the job and can involve verbal arguments; physical confrontations or escalate in violence.

Regardless of the care within the workplace, private investigators are often used to help control the situation, prevent violence and limit corporate liability. Since federal laws require an employer to provide a safe work environment,

circumstances like this have to be taken seriously. Investigators are often asked to conduct surveillance on employees who may pose a threat to another employee as well as coordinating efforts with loss prevention and local police agencies.

Private investigators not only can benefit in their work product by associations with loss prevention personnel but can also use these contacts to increase business opportunities. Working together, both entities win in an ever-changing environment.

Kelly Riddle is a San Antonio-based licensed private investigator with more than 28 year's of investigative experience. Kelly obtained the Texas Certified Investigator (TCI) designation and is the author of 10 industry related books. Kelmar and Associates conducts a variety of corporate and general investigations, including counterintelligence and workplace investigations and hold licenses in Texas, Tennessee, Arizona, Florida, Oklahoma, etc.



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LOS ANGELES DISTRICT MEETING



Dale Gustafson & Ashour Ebrahim

Ashour Ebrahim, FBI Supervisory Special Agent was the guest speaker at the Los Angeles February district meeting held at the Nick Harris Detective Academy. Agent Ebrahim's PowerPoint presentation offered informative educational facts about investigating Human Trafficking and what signs to look for when we are interviewing witnesses.

Dale, acting as "Mr. Gadget" excited the packed house by demonstrating two covert video cameras.

INLAND EMPIRE DISTRICT MEETING



Blaine Kern & Ed Saucerman

Blaine Kern, President of Human Identification Technologies, Inc. was the guest speaker at the February Inland Empire District Meeting held at the Redlands Marie Calendar's. Mr. Blaine's PowerPoint presentation "DNA Up-Close" was educational and informative.

Ed Saucerman, the new Inland Empire District Director, assisted by Bruce Hanley, District Ambassador, held an exciting and educational meeting with an open bar and prizes for everyone.

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CA Lic. PI 6477 / PPO 18770 • NV Lic. PI 852 / PP 852A • AZ Lic. PI 1003680

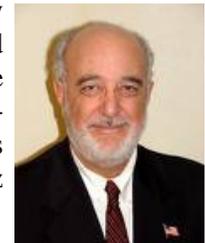
ORANGE COUNTY DISTRICT MEETING



Gary Brummond, Orange County District Director, held his February District meeting at Marie Calendar's in Anaheim.

California Assemblyman Michael Duvall provided an update of the legislative activity in Sacramento.

The educational topic, *Are We Losing the War Against Insurance Fraud?* was presented by attorney, Barry Zalma, Esq., recognized internationally as an expert on insurance claim handling, insurance coverage, Insurance fraud, and insurance bad faith. His website are, www.zalma.com, www.zic.bz and www.claimschool.com.



**New Cellular Phone Laws
 Go Into Effect July 1, 2008**

All drivers are prohibited from using a handheld wireless telephone while operating a motor vehicle. (Vehicle Code (VC) §23123). Motorists 18 and over may use a hands-free device. Drivers under the age of 18 may NOT use a wireless telephone or hands-free device while operating a motor vehicle (VC §23124).



Paul Johnson

PICA Members Attend Northern California Educational Seminar

Paul Johnson, Chief of the California Department of Consumer Affairs' Bureau of Security and Investigative Services was available to answer questions and concerns presented to him by attendees at the Northern California District Educational Seminar at the Vacaville Marriott Hotel in Vacaville. Before introducing his staff, Chief Johnson took a few minutes to report on licensing requirements and enforcement actions conducted by the agency.

Rick Fong, Deputy Chief of the Bureau of Security and Investigative Services, explained the new Pocket Guide to License Types, including the new Proprietary Private Security Officer license.

Rolando Taeza, Outreach Coordinator, explained the new Information Outreach Program that will provide a one-on-one visit with licensees to provide information, answer questions and address issues of concern. If you would like to expedite a visit, or have questions about the program, please contact Rolando Taeza at (916)575-7055 or by e-mail Rolando_Taeza@dca.ca.gov.

Paul Kulas, of Skip Tracy presented a hands-on seminar on how to use the telephone as an investigative skip tracing tool..

Steve Klinger, Bay Area District Director made all the arrangements for this educational seminar that also included a free buffet lunch for PICA members.



Rolando Taeza



Rick Fong

PICA WELCOMES NEW MEMBERS

Enrique P. Mercado
Phillip Sheridan
James M. Allard
Jerry Haroldsen
Gloria Gressman
Gary M. Fersterer
David O'Connor
Rodney T. Vahoviak
Brian Gray
Kelly E. Riddle
Amber Driscoll
Bob DeGeorge
Barry B. Yamron
Bruce Robertson
Randy Ontiveros
James A. Ballard
Scott J. Shaw
Ayn M. McIntosh-Lauderdale
Timothy T. Williams, Jr.

Michael G. Spohn
Matt Durham
Heather Parker
Dave Carlson
Linda Wells
Allen Horner
David E. Walker
Richard I. Miller
Lisa S. Hart
Cynthia L. Erdelyi
Allen E. Price
Martin Basaldua
Robert J. Lough
William Leo
Robert Crain, Jr.
Jeff Crawford
Ramon Martin
Gayle E. Moore
Harry M. Edwards

Suzy Pobor
Rebecca Roberts
Mario Loffredo
Mike Mottesheard
Michelle St.Claire
Marlon L. Brandle Sr.
Pierre Galvez
Kathryn Johnson
Barton Topham
James Huggins
Colleen M. Dennis
Steven M. Weisman
Louise Gill
David Bruce Palmer
Jeff Kaye
Doug Brenn
Michael Moreno
James Benner
Steven G. Luz

2008 PICA Annual Conference - November 13, 14, 15 & 16

Sneak Preview

- **Criminal Defense Investigations - Separate Fee: \$150**
Brandon A. Perron, CCDI, LPI

CDITC Board Certification Training Program: 8 Hours.
Completion of this intensive training in The Component Method of criminal defense investigation will satisfy the academic requirements to become a Board Certified Criminal Defense Investigator. (CCDI)

- **Contracts & Retainers - Financial Success!**
Brandon A. Perron, CCDI, LPI

This course will teach the business side of the private investigative practice. This powerful training will help you make more money on every case you do. The training covers both retainers from private clients as well as retainers and billing policies from attorneys and law firms.

Center for Investigative Studies 1-800-465-5233
<http://www.defenseinvestigator.com/index.html>

- **Breakfast Meeting & Closing Ceremony**
Brandon A. Perron, CCDI, LPI - Keynote Speaker

Activities

- Golf Tournament
- Shooting Range Competition
- Shopping Excursion
- Local Attractions
- Sunset Cruise
- Detective Theme Dinner
- Vendor Reception
- Industry Exhibits
- Educational Seminars
- Annual Business Meeting



Additional Accommodations

Hampton Inn Channel Islands
PICA Room Rates: \$109 & \$124
To reserve a room logon to:

www.channelislandsharbor.hamptoninn.com
Enter Group Code: **PIC**

ADDITIONAL SEMINAR TOPICS

Advanced Skip Tracing - **IRB Search**

Medical Billing - **Bruce Hanley, JD, PI**

Computer Forensics - **Rick Albee, CFCE, PI**

Telephone Investigations - **J. Corey Friedman**

Social Networking Lab - **FaceBook /MySpace**

Asset Locates & Judgment Recovery - **TBA**



Casa Sirena Hotel built in 1968 and renovated in 1997 has a quaint beach community charm



Channel Islands Harbor
3605 Peninsula Road
Oxnard, CA 93035

PICA Room Rates
\$79 - \$89 - \$109
Reservations Call:
800-447-3529

Conference Cost To Be
Determined