



# FALI FASCO FLACARS

PO Box 2685, Lakeland, FL 33806 T: (888) 845-3254 F: (863) 687-7403

## 18<sup>th</sup> Annual Southeast Super Conferences

10<sup>th</sup>  
may  
12<sup>th</sup>



Hilton Cocoa Beach Oceanfront is host to this years 18th Annual Southeastern Super Conference

Join us by registering online today at [FALI.org](http://FALI.org)

It's time to hit the beach... Cocoa Beach!



Keynote Speaker:  
**Dr. Henry Lee**

- Michele Stuart
- Tom Brooks
- Denice Weigand
- Brandon Perron
- John Lajoie
- Craig Gundry
- Johnston Blakley
- Adam Clarke
- and many more.

# 2012

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## Professional Development & Educational Conference

Hosted by FALI, FASCO and FLCars

We cordially invite you to The 2012 Southeastern Super Conference. The opportunity is set for you to enhance your knowledge, further your career; and enhance your earning potential.

FALI is the largest association of Private Investigators in the state of Florida. FALI also supports education in other fields, such as, general business, legal, paralegal and security...not just investigations. You will not leave without learning something NEW!

The 2012 conference is planned to be our largest conference ever. Some of the events to look forward to at this year's FALI conference include:

- Nationally recognized speakers over three days
- Interns and Agencies (*bring your resumes*)
- Authors' Luncheon and Book Signing
- Annual Golf & Pistol Shoot
- Entertainment
- Exceptional meals during program
- A chance to win multiple prizes valued at over \$5,000
- Speak with Exhibitors from around the US; Education, Equipment, Services, Products
- And with 7,000 Private Investigators in the southeast receiving invitations, the opportunity to network with your peers, potential employers and clients ought to be reason enough to attend.



# Welcome



## 2012 SE Super Conference

*Last year in Tampa we enjoyed one of our largest attended conferences in recent years and the conference committee has done it again with a great line up of quality speakers and a five star hotel on the Atlantic Ocean.*

### May 10th



- Uncovering Reasonable Doubt with Brandon Perron,CCDI Special Pre-Conference Program
- Golf and Pistol Shoot (off-site)
- FALI Board of Directors Meeting
- Vendor/Exhibitor Set Up
- Early Registration Begins
- Presidents Reception

### May 11th



- Exhibitor final set up
- Registration
- Exhibit Hall Opens
- Breakfast Buffet
- Opening Remarks
- Morning Breakout Session
- Lunch Buffet
- KEYNOTE: Dr. Henry Lee
- Afternoon Sessions
- Poker Tournament
- AfterHours Members Mixer

### May 12th



- Registration
- Exhibit Hall Opens
- Breakfast Buffet
- Morning Breakout Sessions
- Lunch Buffet
- Special Guest Speaker
- Afternoon Sessions
- Round Table Criminal Defense
- FALI General Business Meeting
- Speaker/ Author Book Signing
- FALI Members & Awards Banquet
- Dom & Dom Party Oceanfront

Check the website for the most up-to-date schedule of events and speakers!



## Brandon Perron,CCDI

Presents a Special Pre-Conference Seminar

### UNCOVERING REASONABLE DOUBT: A Comprehensive and Strategic Approach.



**What you will learn:** A fast track program designed to introduce the concepts, laws, and rules of advanced criminal defense investigation beyond the fundamentals. Gain the advantage of knowledge!

Date:

May 10th

Time:

9:00 to 5:00

Tuition:

\$100.00

- All aspects of Criminal Defense Investigation, Defense Theory Development, Rules of Evidence, Crime Scene Examination from the defense perspective; Blood Detection and Bloodstain Pattern Analysis, Digital Data Recovery & Computer Forensics.

other instructors:

Anthony Pullano

Brad Perron

Call CDITC to register for this pre-conference program or go online to CDITCTraining.com- you can look under upcoming training.

*Certificate of Training Awarded.  
Satisfied the Academic Required for the CDITC Designation of Board Certified Criminal Defense Investigator (CCDI).*

To Register for this Pre-Conference Program

(800) 465-5233

WEB: [www.cditctraining.com/upcoming.html](http://www.cditctraining.com/upcoming.html)

## Annual Golf Game



Join your professional colleagues from around the state for a game of golf. This annual networking event is a fun and casual way to strengthen existing relationships and build new ones.

Golf Rates for Members: \$30.00

## Annual Pistol Shoot



If the greens are not your style we have another range that may work for you. This annual event is another way to network with other like minded PI's and keep your skills sharp in the process. From 8:AM - 10AM

Range Day for Members: \$ 12.00

## Event Contact

Steve Craig

(407) 278-4554 or [steve@craigpi.com](mailto:steve@craigpi.com)

**Cocoa Beach Country Club**

**Tom Warriner Boulevard**

**Cocoa Beach, FL 32932**

**T: (321) 868-3351**

**W: [golfcocoabeach.com](http://golfcocoabeach.com)**

## Event Contact

Rick Neal

(727)359-3592 or [Neal\\_Group@yahoo.com](mailto:Neal_Group@yahoo.com)

**The Gun Site Range**

**125 S. Banana River Drive**

**Merritt Island, FL 32952**

**T: (321) 453-2071**

FALI's 18th Annual Southeast Super Conference  
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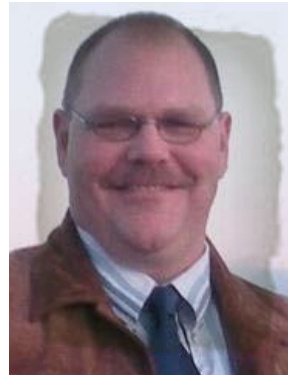
# 2012 Speaker Line Up



Dr. Henry Lee



Brandon Perron CCDI



Adam Clarke, EPS



Douglas K. Haas



Michele Stuart



Craig Gundry, CPS



John Lajoie, CLI



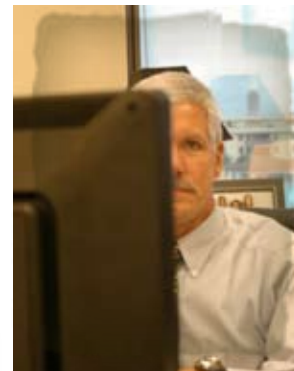
Johnston Blakley



Jeremy Sheets



Susan H. Sweeney



Tom Brooks



Denice Weigand

join us...

## Uncovering Reasonable Doubt Brandon Perron, CCDI



This pre-conference program presents the Component Method of Criminal Defense Investigation in a comprehensive format designed to address the training needs of new or experienced investigators. The basic philosophy of criminal defense investigation and theory of investigative critical thinking are examined, as is the concept of reasonable doubt; Case Review & Analysis, Defendant Interview, Crime Scene Inspection, Impeachment, Background Investigation, Witness Interviews & Statements, Report Writing & Testifying.  
*Register online to reserve a seat in this program.*

## Investigator - Attorney Relationship John Lajoie, CLI

How many of you conduct criminal defense related investigations but really have not established the type of relationship with your criminal defense attorney clients that you aspire? Not many I'll bet! Attorneys really don't have the time to develop a strong, interpersonal relationship with you. So you must take advantage of the time you do have with them to form a close bond so that the relationship becomes almost symbiotic. World class speaker and professional private investigator John Lajoie tells you how to obtain and develop a strong and lasting relationship with your criminal attorney clients. Live and learn as Lajoie discusses the prevailing mindsets; the Drake/Mason Analogy; attorneys to work with and the ones to avoid; building your relationships; working with the attorney-client on investigative theories and themes in homicide and rape cases; examples of defense investigative theory and theme; and reporting.



## Probate Investigation Tom Brooks, CLI

Tom will show our Membership how they can expand their business through his presentation on Probate Investigations. It is hoped that Members will have a fundamental understanding of the process and evidence needed to prove or disprove the validity a will. Areas that will be covered include, basic Florida Probate Law, Will Execution, Undue Influence and Mental Capacity. There also will be a question/answer and marketing ideas session Thomas L. Brooks is the Investigator for the Florida law firm of Gunster, Yoakley, & Stewart, PA. in West Palm Beach. Gunster has nine offices throughout the state of Florida with 182 Attorneys.

## Workplace Violence Adam Clarke, EPS

Sometimes violence comes as a surprise and sometimes it builds up over a time. Many organizations are not equipped to recognize or deal with hostile employees and conflict resolution. In this program Adam Clarke will provide training to attendees on how to provide these services for current or new clientele.  
Workplace violence is a issue faced by all sizes of businesses and every industry can be subjected to random acts of violence from simple employee bullying, harassment to murder.



## Terrorism Investigation Douglas Haas

As a retired Captain from South Florida and lead for a Multi-Organized Crime Intelligence Unit (MOCIU) Doug spent many years collecting and analyzing information on both real and potential terrorism plots inside the US and Florida. As a frequent commentator and advisor for local and national media Doug is uniquely qualified to discuss and provide insight into investigating terrorism in the United States.



## Dr. Henry Lee KEYNOTE

## Forensic Investigation

Known for his testimony in such high-profile cases as the O.J. Simpson murder trial and the Jon-Benet Ramsey investigation, Dr. Henry Lee has become one of the most recognizable names in the field of forensic science.

He is the author hundreds of articles in professional journals and has co-authored more than 30 books, covering the areas, such as; DNA, Fingerprints, Trace Evidence, Crime Scene Investigation and Crime scene reconstruction. Most recently he has published books include: Famous Crimes Revisited, Cracking Cases; Blood Evidence, Trace Evidence; and Dr. Henry Lee Case Files.

## Surveillance: Using Technology and Equipment to take you to the Next Level.

Johnston Blakley

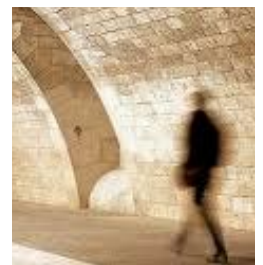


Take the uncertainty out of your surveillance / locate cases and reduce back-compressing wait time. Why not set up an unmanned camera and see what happens at a residence or workplace every second of the day over the course of a week....a month....or longer before you conduct manned surveillance.

- Don't use those monster-size hunting cameras that do not fit into an urban environment.
- Don't invest a lot of time in a surveillance and then realize that there are several people at a residence who fit the same description.
- Don't put in hours and hours of surveillance of someone who only leaves the house on Tuesdays at 1pm to 5pm each week (gleaned from a time-stamped TL cam).
- Don't assume that a particular investigator puts in the whole time....find out.

## Surveillance Detection

Craig Gundry, CHS-VI, CPS



Surveillance Detection (SD) is a non-aggressive form of detecting, confirming and identifying a surveillance effort in all forms. SD is a field tradecraft used to collect intelligence, identify hostile elements and adopt protective measures for yourself, your protectee or your facility.

Those who perform surveillance for a living will become better surveillance operatives. Attendees will learn how to detect foot and mobile surveillance, what are the most common errors of both.

## Indigent Criminal Defense Investigations

Round Table Panel



The panel will include Brandon Perron, Steve Craig, Rory McMahon, Jeremy Sheets and others as we discuss the problems relating to indigent criminal defense and the negative impact it is having on our membership and all investigators who do this type of work.

## Forensic Photography

Denice Weigand, CSI



Photography skills can be an integral part of an investigator's job. Therefore, choosing the correct camera such as the type of camera- (hidden, compact, video, underwater, SLR or DSLR), to use is of vital importance. The circumstances and purpose of the photographs (for example-- court presentation) will determine which is the best equipment to use.

The two hour presentation will cover two main areas. The first will concentrate on the digital SLR camera, its importance in the field and basic principles of still photography exposure, ISO, speed, aperture and focus length). The second section will concentrate on documenting, through photography, a variety of cases including product liability, personal injury, property damage, fire/arson, aircraft incidents and possible crime scenes with overall, medium range and close up photographs. The discussion will include the use of scale, angles, tripods and lighting.

## OpenSource - Intelligence & Due Diligence



Michele Stuart

This class will illustrate the most current and comprehensive techniques using open sources, social networking sites and online auctions/sales sites such as EBay and Craigslist. The program will further demonstrate how to utilize the internet as an effective investigative research tool (by manipulating search criteria) in locating and creating an entire profile on an individual or company. This program is a "how to" presentation showing you the step-by-step procedures in conducting due-diligence research, internet profiling and intelligence / counter intelligence in the most productive and fact finding ways.

- Understanding search engines-
- The procedures of public records searching
- Understanding how information is obtained & distributed on the internet
- How to protect your own information
- Utilizing OSINT to obtain information covering personal, business and financial relationships
- Understanding and using social network profiles to connect associations and personal information

## Death Row: It can happen to Anyone.

Jeremy Sheets



Jeremy Sheets's is America's 95th exonerated Death-Row inmate. Convicted in 1997 of the rape and murder of a 17 year old, Jeremy spent five (5) years on death-row until all charges were dismissed in 2001.

His alleged accomplice, Adam Barnett, confessed to the crime and implicated Sheets in exchange for a plea deal. Barnett later recanted his confession and committed suicide before Sheets's trial. In 2000, the Nebraska Supreme Court overturned the conviction because it deemed Barnett's confession "highly suspect", "inherently unreliable," and hence inadmissible without the opportunity for Sheets to cross-examine Barnett. After the U.S. Supreme Court declined to hear an appeal of the Nebraska Supreme Court decision overturning his conviction, prosecutors then dropped the charges against him.

*Barnett's statement was the key evidence used against Sheets at trial. (State v. Sheets, 618 N.W.2nd 117 (Neb. 2000))*

## How to Effectively FIND and WIN U.S. Government Bids

Susan Hodson-Sweeney

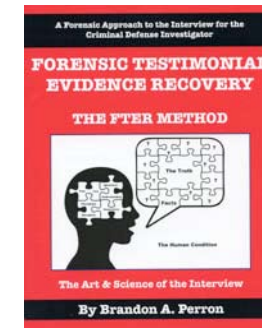


Susan is a West Palm Beach-based independent contracting firm for HodsonKane and has been helping firms to capture government revenue for nine years across six industries, and to locate government business opportunities that match her client organizations' core capabilities and improve their position on future competitive procurements.



## Forensic Interviewing: The FTER Method

Brandon Perron, CCDI



Forensic Testimony Evidence Recovery (FTER) is intended to enhance the investigative interview process by elevating the investigator's understanding of testimonial evidence as it relates to analysis, evaluation, recovery, and documentation. Testimonial evidence often becomes the primary focus in pursuit of the truth and the development of a sound defense theory. Therefore, the criminal defense investigator must understand the evolutionary process of testimonial evidence and the manner in which it becomes fact and ultimately introduced as evidence..



## Author's Book Signing

We are so proud that many of our speakers and members are writers. As in the past we will host a special period for you and all the authors to get together and get your book signed.

Why not add a little more value to the book by having the author signature penned in it while your at the conference.

### 2012 Guest Authors

- Dr. Henry Lee
- Brandon Perron
- Rory J. McMahon
- John Lajoie
- KC Poulin



## Workplace Violence

Adam Clarke



Workplace violence is a trend faced by all businesses no matter how large or small. They can range from harassment to bullying and assault.

In this seminar learn how to interact with your client and build a relationship where you can provide assistance in what often is a difficult and sometimes dangerous situation. We will discuss methods to intervene and de-escalate as well a tactics to manage long term mitigations.

## Protective Ops Using Limited Resources

Capt. Rick Neal (Ret)

Executive protection is both a mentally and physically challenging job and it 100% harder when operating with limited manpower and resources.



Rick Neal has provided protection on both presidential size details to one and two man ops. This topic is geared for small or often referred to limited personnel resources. How to accomplish all of our functions and duties of a protective operation with limited assets.

## Premise Liability

Info not available before press time

Security Assessments

Please check website for up-to-date information.



**SWEEPTEAM**

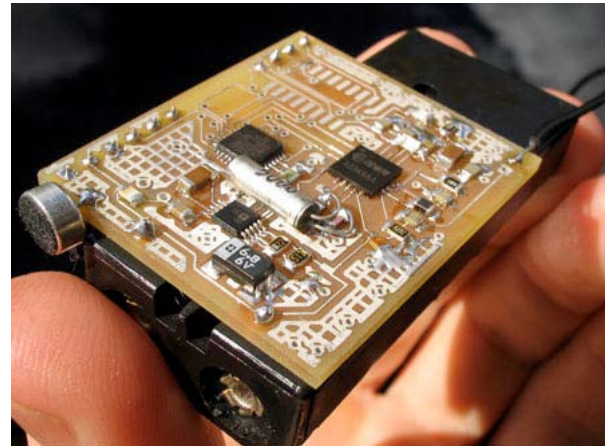
Electronic Eavesdropping Countermeasures

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**JAMES TOTH**

SweepTeam (TSCM Services) has been operating here in South Florida since 1979. As my detective agency **A-0001482** gives the clients the confidentiality they should expect when dealing with sensitive assignments as **Eavesdropping / Wiretapping** and the discovery of **Covert Electronics**, SweepTeam feels we have a leg-up on other such firms.

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# 2 0 1 2 S C H E D U L E

| TIME          | THURSDAY May 10th                                      | Location          | Speaker               |
|---------------|--|-------------------|-----------------------|
| 9:00 - 5:00   | "Uncovering Reasonable Doubt" Pre-Conference Seminar   | Dunes             | Brandon Perron        |
| 9:00 - 12:00  | Annual Pistol Shoot                                    | Off-Site          | Rick Neal             |
| 9:00 - 12:00  | 2nd Annual Rory J. McMaho Golf Tournament              | Off-Site          | Steve & Rory          |
| 1:00 - 5:00   | FALI Board of Directors Meeting                        | Sea Horse         | FALI Board            |
| 12:00 - 5:00  | Vendor / Exhibitor Set Up                              | Seagrapes / Lobby | Steve Craig           |
| 12:00 - 5:00  | Early Registration                                     | Lobby             | Heather               |
| 6:00 - 8:00   | The President's Reception                              | Horizons          |                       |
| Time          | FRIDAY May 11th  | Location          | Speaker               |
| 7:00 - 8:00   | Vendor / Exhibitor Set Up                              | Seagrapes / Lobby | Steve Craig           |
| 8:00 - 5:00   | Registration   | Lobby             | Heather               |
| 8:00 - 6:00   | Vendor / Exhibitor OPEN                                | Seagrapes / Lobby | Steve Craig           |
| 7:30 - 8:30   | Breakfast Buffet                                       | SeaOats           | Steve Craig           |
| 8:30 - 9:00   | Opening Remarks; Proclamation                          | SeaOats           | Tim O'Rourke          |
| 9:00 -10:15   | "The Investigator - Attorney Relationship"             | SeaOats           | John LaJoie           |
| 9:00 -10:15   | "Surveillance Detection"                               | Dunes             | Craig Gundry          |
| 10:30 - 12:00 | "Probate Investigations"                               | SeaOats           | Tom Brooks            |
| 10:30 - 12:00 | "Risk Assessments"                                     | Dunes             | Craig Gundry          |
| 12:00 - 1:30  | Lunch Buffet   | SeaOats           | Steve Craig           |
| 1:30 - 3:00   | Keynote: "Forensic Evidence in High Profile Cases"     | SeaOats           | Dr. Henry Lee         |
| 3:30 - 5:00   | "Terrorism Investigations"                             | SeaOats           | Doug Haas             |
| 3:30 - 5:00   | "Forensic Photography"                                 | Dunes             | Denice Weigand        |
| 5:00 - 5:45   | FALI General Membership Meeting                        | SeaOats           | Tim O. & Burt H.      |
| 6:30 - TBD    | AFTER HOURS PARTY: Sponsored by: TracersInfo.com       | Ocean Deck        | Terry & Nancy         |
| 6:30 - TBD    | Annual Poker Tournament: Sponsored by: TracersInfo.com | Ocean Deck        | Terry & Nancy         |
| TIME          | SATURDAY: May 12th                                     | Location          | Speaker               |
| 8:00 - 12:00  | Registration   | Lobby             | Heather               |
| 8:00 - 5:00   | Vendor / Exhibitor OPEN                                | Seagrapes / Lobby | Steve Craig           |
| 7:30 - 8:30   | Breakfast Buffet                                       | SeaOats           | Steve Craig           |
| 9:00 -10:15   | "Internet Profiling and Information Gathering"         | SeaOats           | Michele Stuart        |
| 10:30 - 12:00 | "Surveillance"   | SeaOats           | Johnston Blakley      |
| 10:30 - 12:00 | "Executive Protection: Limited Resources"              | Dunes             | Rick Neal             |
| 12:00 - 1:30  | Lunch - Special Speaker: Jeremy Sheets                 | SeaOats           | Rory Intro: J. Sheets |
| 1:30 - 3:00   | "Forensic Interviewing for Defense Investigations"     | SeaOats           | Brandon Perron        |
| 1:30 - 3:00   | "How to Effectively Find and Win Government Bid"       | Dunes             | Susan H. Sweeney      |
| 3:30 - 5:00   | "Workplace Violence"                                   | Dunes             | Adam Clarke           |
| 3:30 - 5:00   | Indigent Criminal Defense Investigations Round Table   | SeaOats           | Speaker Panel         |
| 5:00 - 5:45   | Speakers / Authors Book Signing                        | Lobby             | Rory McMahon          |
| 6:00 - 6:30   | Awards / Prizes  | SeaOats           | Steve & Rory          |
| 6:30 - 8:00   | Annual Banquet Dinner: Sponsored by IRBSeach           | SeaOats           | Steve & Rory          |
| 9:00 - TBD    | The DOM & DOM Party: Sponsored by IRBSearch            | Ocean Deck        | Rebecca Roberts       |
| TIME          | SUNDAY: May 13th                                       | Location          | Speaker               |
| 8:00 - 12:00  | Check-Out  |                   |                       |
| 9:00 - 11:00  | Vendor Appreciation Breakfast (By Invitation Only)     | Horizons          | Steve Craig           |



## Florida Association of Licensed Investigators 18th Annual Southeast Super Conference

# Celebrate with **IRB**

IRB is pleased to support FALI at their 18th Annual Southeast Super Conference. Following Saturday night's banquet, slip on your flip flops and enjoy champagne and pizza with us at the Dom & Dom party!



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