



IAPI NEWSLETTER

IOWA ASSOCIATION OF PRIVATE INVESTIGATORS

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March 2010



President's Message By Delbert L. King

I'm sure you will join me in being thankful that winter is finally behind us. Your board and regional directors have been hard at it all winter working to put together the 2010 conference. This is our 25th anniversary and we want to make it special.

The conference agenda is being finalized and should be ready in the next few days. Due to the small size of our conference it is always a challenge to secure speakers and vendors but the hard work paid off and I'm sure you will enjoy the presentations this year. All of the board worked hard to make this happen but special thanks goes to Past President Clare Reed and Vice President Kelly Halverson for their efforts in securing our presenters and vendors.

The conference registration fee remains the same at \$150.00 and motel rooms are \$84.00 and \$104.00. Be sure to mention you are with IAPI to receive these special rates. I stress these rates are good only through June 30th so don't wait too long to reserve your rooms.

There are still a lot of members who have not paid their dues for 2010. These were due on January 1st with a grace period until the last day of February. If you have not paid, a \$25.00 reinstatement fee will be added. Sue Boyde, our Treasurer has sent out letters to all PI's who are not members plus those PI's that have not paid. She has done a remarkable job in keeping track of our finances this past year.

The IAPI board and regional directors will hold a board meeting on Friday, April 2, 2010 at 10:00 a.m. at the conference site. Immediately following this meeting, the certification committee will hold a meeting. Members are welcome at both of these meetings.

Keep in mind that elections are held the last day of the conference. The offices of President, Vice President and Secretary will be voted on. Make it known if you are interested in serving in one of these capacities. On behalf of the entire board, I thank you for allowing us the opportunity to serve you.

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Private eyes, stung by bad economy, turn to gadgets for edge

By *Susan Taylor Martin*, Times Senior Correspondent

In Print: Tuesday, March 23, 2010

DALLAS — Let's say you're a private investigator, and your client wants to get the goods on that philandering spouse.

You could do it the old-fashioned way, trailing him (or her) all over town. Or, for \$695, you could buy a GPS Personal Asset Tracker and hide it under the bumper of the subject's car. Then you could sit back in your office, turn on the computer and, via a secure Web site, get the location of every place Cheatin' Heart goes.

"It works in real time so if they're in a bar or at someone's house, you can show up," said Cody Woods, a private investigator and manager of the Spy Exchange & Security Center in Austin, Texas.

Technology is one of many factors changing the P.I. business, and nowhere was that more evident than at the recent World Investigators Conference in Dallas. Some 600 gumshoes from as far away as Thailand were on hand to learn about the latest gizmos and services for "getting the competitive edge" in a down economy, as one speaker put it.

Woods' booth, for example, featured a cornucopia of surveillance gear, including \$10 sunglasses that enable the wearer to see behind him. Or for \$195, P.I.s can surreptitiously photograph a subject with tiny cameras hidden in everything from belt buckles and baseball caps to pens, watches, flashlights and key chains.

"People know cameras are in cell phones and might be a little wary," Woods said, "but who's going to think about a camera in a key chain? You can take a key chain anywhere."

The three-day conference was partly sponsored by TLO, the Boca Raton company whose corporate slogan is "lightning in a bottle." TLO founder Hank Asher developed Accurint, a database used by investigators to find people, and a highlight of the conference was to be Asher's unveiling of a supposedly superior new product called Accurint Killer.

But there was no demonstration.

"The lightning isn't quite in the bottle," said Asher, who was accompanied to Dallas by most of his management team, including former Florida Attorney General Bob Butterworth.

Nonetheless, the crowd had plenty to take in. Since Eugene Francois Vidocq became the world's first private detective in the 1800s, tracking fraudsters around France, the P.I. business has grown ever-more specialized. At a book stall, conference participants could browse scores of titles ranging from *Practical Homicide Investigations* to *Kidnap for Ransom* to *Financial Investigation and Forensic Accounting* (Second edition).

"One reason P.I.s come here is to find other things to do," said James Jessel of Signal Auditing.

His New York-based company is hired by DirecTV, a satellite service, to find bars and restaurants that show non-network National Football League games without paying for them. Signal Auditing in turn hires local private eyes to ferret out scofflaws.

"If we have somebody in Gainesville, they can access the legal list (of DirecTV) customers and know what restaurant is paying the legal rates," Jessel said.

Darren McCulley's specialty is more traditional. He does "fugitive recovery," but the job has become easier thanks to Google and Web sites like Facebook and MySpace where even crooks post personal information.

"You could spend six months in a car or you could jump online and do a little profiling with social network sites," said McCulley, a Dallas P.I. who recently found a notorious parole violator. "I think human nature is to want people to know what they're doing."

For P.I.s who need help navigating such sites, a Hernando County company, Tracers of Spring Hill, was touting its latest product: "Social Network Profile Search."

The new service, which costs \$2 ("no hit, no fee") identifies the actual owner or user of a specific e-mail address and also finds Web postings, pictures, personal details, family, friends and more.

"I call it the George Orwell Search — a little *1984*," said Sarah Dyer of Tracers. "It implies Big Brother is watching you, but actually this is information that's out there."

The economy has taken its toll on private investigators, with thousands nationwide said to have dropped out of the business in the past few years. While the number of repossession agents in Florida is up, the number of P.I.s. has remained flat at about 7,900.

"The fact this hasn't grown in a state where we're used to occupations growing says something," notes Terence McElroy, a spokesman for Florida Department of Agriculture and Consumer Affairs, which regulates private investigators. Private eyes have long been popular in literature (Sherlock Holmes), movies (Sam Spade) and on television (Peter Gunn, the Rockford Files). Judging from the conference crowd, it remains a field dominated by men, many of them military veterans or former law enforcement officers.

But P.I.s of both genders have a disdain for one staple of the trade — spending long hours parked across from a No-Tel Motel, hoping to catch an unfaithful spouse.

"Surveillance is so ugly. I just hate it; I always did," said Dana Miller, a Denton, Texas, investigator for 20 years. "It's always raining or snowing or you've got to pee. That's the hardest part for women."

Susan Taylor Martin can be contacted at susan@sptimes.com.

Iowa Private Eye Pens New Novel

T.W. Person Tells Stories Of His Long Career

DES MOINES, Iowa -- An Iowa private investigator who has tracked criminals, cheating spouses and lying employees has rolled his experiences into a new book.



T.W. Person said his job has given him some insight into his fellow man. "Everybody has a skeleton, everybody," he said. "I've had people hire me just to find out what their new neighbor is like." He said he's been watching Iowans for decades, collecting video and information without people knowing about it.

"This is not a ho-hum city. This is not a ho-hum state," he said. "There are good guys and bad guys everywhere." He said he finds people who don't want to be found and tapes couples who shouldn't be together. He said that so many people found his stories interesting that he rolled them into a new book. "I didn't have to make anything up. It was all there," he said.

One story, he said, was about a man who claimed to be disabled. "We couldn't figure out how we could hang around his place without drawing attention," he said. Person said he needed footage and got creative. "I bought five or six dozen ears of sweet corn," he said.

He said he set up shop near the man's farm. "I could see his house. I charged enough money that I knew nobody would buy them because it was cheaper in town," he said. His sweet corn business was a bust, but he got shots of the guy who claimed to be disabled. "This guy was loading plywood on a shed, pulling plywood around, climbing a ladder up and down, nailing the plywood down and we got it all on tape," he said. He said he's had an entire careers of interesting investigations here in the area. "(People will) say, 'That sounds like an interesting job,' or, 'That sounds like fun' and they're right," he said. "I mean it is." The book is named after a fictional character, Milo Powell, P.I. All of the stories are real and from Iowa, but he's changed the names of everyone involved. You can find it at Amazon.com by searching for Milo Powell.

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IAPI Conference Speaker Bio's....

Robert Clements

Bob Clements has been an energizing speaker before audiences of all sizes, both as a lawyer and as an E-Myth advocate. His message for business owners is compelling, passionate, humorous, and paradigm-busting. It is a weave of the E-Myth point of view and years of law practice and practical, hands-on, business experience. To the business owner, his message is a mirror that compels us to look at the sometimes-painful truth about small business, and the keys to the world of all possibilities where the true vision of the business owner is realized.

Bob received his Juris Doctorate in 1973 from Creighton University School of Law and has been a practicing attorney for a more than thirty years. He has worked primarily in the areas of business law, commercial transactions, banking, and business workouts and reorganizations, and is a trained and certified Senior E-Myth Consultant. In a more holistic approach to the practice of law, Bob has guided many business owners through difficult organizational, planning and financial issues, and has trained and served as a facilitator and mediator in numerous cases. He has been president of his local chamber of commerce, a community improvement association for downtown businesses, and a venture capital group. In addition, for more than ten years, he served as a board member and counsel for a multi-bank holding company.

Over nine years ago, Bob discovered the E-Myth, in which best selling author Michael Gerber described every business owner Bob had ever worked with. After training with Michael and his team at E-Myth Worldwide in Santa Rosa, California, there began an odyssey of transformation for himself and the many business owners with whom he and E-Myth Benchmark have since worked.

Bob is currently a co-owner of and Strategic Marketing Director for E-Myth Benchmark, based in Des Moines, and remains Of Counsel in the law firm of Clements, Pothoven, Stravers & Yates.

Michael Burke

Mike is the Director of the Iowa Central Homeland Security Training Center at Iowa Central Community College in Fort Dodge. He is responsible for the implementation of a Homeland Security Training Center in Iowa. He developed curriculum in the area of Terrorism Awareness, Incident Command and Bombing Awareness. He is a former deputy sheriff and loss prevention agent with Sears in Fort Dodge.

Michael O'Kelly /Cell Tower Forensics

Michael has been analyzing/comparing cell tower with cell device records since the mid 1990's. He is experienced in the "acquisition" of the electronic data from cell devices. Michael employs a field exercise to determine the "cell splitting zone" configuration of the area cell towers. This process will validate the cell tower signal propagation in relationship to the crime scene.

Norbert Zaenglein

Norbert Zaenglein spent most of his adult life living, working, and studying in the San Francisco Bay Area. He also held security-involved positions in the military and for several San-Francisco Bay Area corporations. He worked his way through college earning degrees in criminology, psychology, and management, all while working in diverse jobs including a campus police officer at City College of San-Francisco.

As personal computers began to appear in the workplace, Zaenglein was among the first to recognize the implications of computers and law enforcement. This led to writing his first book, *Disk Detective*, which is still used as an introductory training manual on the fundamentals of disk storage and, more importantly, the recovery of deleted data.

He went on to author a second book, *Secret Software*, which served an introduction to various software technologies such as encryption, steganography as well as emerging illegal hardware and software surveillance threats.

His latest book, *The Covert Bug Book*, is an introduction to technical surveillance counter measures (TSCM) for private investigators, law enforcement and security professionals. *The Covert Bug Book* documents the growing illegal surveillance threats posed by civilians that have access to law-enforcement and intelligence-grade surveillance technologies.

Additionally Zaenglein has studied, tested, and documented cost-effective effective countersurveillance equipment and methodologies that can be used to detect, identify and neutralize the vast majority of illegal surveillance threats.

His lively and informative PowerPoint-based seminar includes countersurveillance demonstrations and a display of inert taps and bugs that are marketed to civilians by foreign manufacturers of military and law-enforcement surveillance technologies. Zaenglein also provides valuable insights into new illegal surveillance methodologies from cellular telephones, bluetooth, and GPS devices.

Whether you are a private investigator, law enforcement officer, security professional, or thinking about adding TSCM to your repertoire of skills and services you will not want to miss this seminar.

Stan Oglesby

Stan and Debora Oglesby are the owners of Midwest Accident Reconstruction Services, L.C. Mr. Oglesby has presented subject matter to various groups on numerous topics related to the field of accident reconstruction nationwide. He has investigated, or reconstructed, approximately 4,000 crashes and has examined thousands of vehicles. He has also testified approximately 185 times in federal or state court and in deposition.

Mr. Oglesby earned a degree in criminal justice administration from Central Missouri State University in Warrensburg, Missouri. In 1978, he started training as a trooper with the Missouri State Highway Patrol. He was employed by the Missouri State Highway Patrol for 13 years, in which he served as a road officer. Mr. Oglesby completed accident reconstruction training in 1990 and later attended the Commercial Motor Vehicle School. He was one of the few troopers, at that time, to be certified by the Commercial Motor Vehicle Safety Alliance to inspect commercial motor vehicles and drivers in accordance with the federal regulations. Mr. Oglesby also attended the Arkansas State University Commercial Vehicle Accident and Reconstruction School presented by the National Transportation and Safety Board.

In September of 1994, he received his ACTAR accreditation #62. In 1985, the National Highway Traffic Safety Administration provided a grant to develop national guidelines for the standardization of training in the field of traffic accident reconstruction. A task force of accident reconstructionists, engineers, police officers, educators and attorneys met and developed a report entitled *Minimum Training Criteria for Police Traffic Accident Reconstructionists*. In that report, the task force addressed certification of individuals in the field and recommended that “a certification board be formed” to accredit accident investigators and reconstructionists. Five years later, 12 professional accident reconstruction associations with worldwide representation met to explore the possibility of forming an internationally recognized accreditation program open to both police and civilian accident reconstructionists. ACTAR was the result of that coalition. One of the many goals of ACTAR is to assist the legal and scientific community in weighing the suitabilities of individuals offering their services as accident reconstructionists. Mr. Oglesby served on the governing board of directors of this international organization as chairman and had partial responsibility for creating and supervising the tests given to applicants.

Midwest Accident Reconstruction Services began providing services to the legal and insurance industries in 1991 and was honored with the award of “Missouri’s Best Reconstruction Firm for 2007” in the Missouri Lawyers Weekly, Vol. 21, No. 40. The home office is located in Concordia, Missouri, just two blocks south of Interstate 70. If you would like further information about our company, please visit our website at www.accidentinvestigation.com.

Nancy Newhoff

Nancy is an Investigative Reporter with the Waterloo Courier and she will be discussing How they develop a story, and in particular discuss the story about Jesse Marzen the Floyd County Attorney who lost his license to practice law recently.

2010 IAPI Conference Agenda (25th Anniversary)

Thursday, July 22, 2010

7:30 - 8:00 AM	Registration/Vendors Open
8:00 - 8:30 AM	Color Guard and Opening Remarks
8:30 - 9:30 AM	Michael O'Kelly - Cell Tower Forensics
9:30 - 9:45 AM	Break/Vendors Open
9:45 - 10:45 AM	Michael O'Kelly - Cell Tower Forensics
10:45 - 11:00 AM	Break/Vendors Open
11:00 - 12:00 PM	Michael O'Kelly - Cell Tower Forensics
12:00 - 1:00 PM	Lunch
1:00 - 2:00 PM	Norbert Zaenglein - Counter Surveillance
2:00 - 2:10 PM	Break/ Vendors Open
2:10 - 3:10 PM	Stan Oglesby - Vehicle Black Box Technology
3:10 - 3:20 PM	Break/Vendors Open
3:20 - 4:20 PM	Stan Oglesby - Vehicle Black Box Technology
4:20 - 4:30 PM	Break/Vendors Open
4:30 - 5:30 PM	Investigative Panel - Questions and Answers
5:30 - 6:30 PM	Social Time
6:30 - Banquet	Keynote Speaker Michael Burke

Friday July 23, 2010

8:00 - 8:30 AM	Registration - Vendors Open
8:30 - 9:30 AM	Norbert Zaenglein - Counter Intelligence
9:30 - 9:45 AM	Break/Vendors Open
9:45 - 10:45 AM	Robert Clements - Why Most Small Businesses Don't Work
10:45 - 11:00 AM	Break/Vendors Open
11:00 - 12:00 PM	Robert Clements - Why Most Small Businesses Don't Work
12:00 - 1:00 PM	Lunch
1:00 - 2:00 PM	Nancy Newhoff - Investigative Reporting
2:00 - 2:15 PM	Break/Vendors Open
2:15 - 3:15 PM	Michael Burke -
3:15 - 3:30 PM	Break/Vendors Open
3:30 - 4:30 PM	Michael Burke -
4:30 -	Board Meeting - Election of Officers - Certificates

Vendors will be listed in the next newsletter and can also be seen on the IAPI website as information comes in.

“Why Most Small Businesses Don’t Work and What to do About It”

E-Myth Benchmark, a unique business development coaching company strategically located in the Nation’s Heartland in Des Moines, Iowa, delivers the legendary E-Myth Mastery Impact!™ Coaching Program that has been developed and successfully implemented by more than 52,000 business, nationally and internationally, over the past 30 years. Based on the works of best selling author Michael Gerber, we have learned that most small businesses have been started by a successful technical person who decides one day that s/he can do the boss’ job too—like the carpenter who starts a construction company—only to learn that building and running a business is far different from the everyday work of the business. E-Myth Benchmark works with small business owners worldwide to bridge the gap between those responsibilities.

In this presentation, business owners will learn the secret to creating a business that works FOR them, not just BECAUSE of them. The transformation from owning a small business that is frustrating, keeps one awake at night with churning thoughts and acid reflux, and has a negative impact on family life, is only a few steps away—no matter what ones’ particular frustrations might be.

Business owners will be asked to question everything they think they know about business, to consider that their experience may indeed be their worst teacher instead of their best, to consider the possibility that they’ve been doing the wrong work, and getting the same frustrating results over and over. They will learn a different point of view—the E-Myth Point of View—along with learning how to integrate the Seven Centers of Management Attention™ that live in the heart of every successful business— Leadership, Marketing, Money, Management, Lead Generation, Lead Conversion and Client Fulfillment.

In short, for those who are ready to hear the message, they will experience a wake-up call that will forever change how they go to work every day, what they do when they get there, how they experience their business, their people, their customers, and their vendors. They will discover the way to get MORE LIFE out of their business, instead of letting their business drain the life out of them.

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Private Investigators now Licensed in Missouri

Neighboring Missouri now joins the majority of states who license their private investigators. In 2007, after years of lobbying by the Missouri Association of Private Investigators (MAPI), the state legislature passed and the governor signed the measure which went into effect August 28, 2007. However, Missouri did not start accepting applications until February 1, 2010. The intervening period was needed to gear up such as getting a board in place who fine tuned the regulations.

According to Travis Ford, spokesman for the department which oversees licensing, now state officials are ready to take notice of those who have not made an effort to turn in their applications. He indicates hundreds of PIs in Missouri are estimated to be working without an attempt at being licensed. He says they are simply breaking the law. However, many PIs who are awaiting approval of their license are upset the state was not forthright about whether or not there would be a grace period and when enforcement would start. Off the record, a state official says they are taking the tough public stance to encourage those who wish to be licensed in the Show Me State to do so. The official also indicates that if someone is turned in for not being licensed, the government will make the non-compliant PI aware of that they know they are out there and they need to make a decision to apply or stop their work.

As of March 10, 2010, Missouri had issued only 25 private investigator licenses. By March 22, 2010, 43 individual licenses were issued.

Among the requirements to get an individual private investigator's license in Missouri include taking a test (waived if the PI can prove over two years experience), \$500 for the application and two year licensing fee, \$250k liability insurance, an FBI and state highway patrol fingerprint background check, worker's comp insurance or proof the PI has no employees, and continuing education training for renewal. The state also issues agency licenses, agency employee licenses, and trainer licenses.

Pamela Groose, executive director of the Missouri Board of Private Investigator Examiners says, an Iowa private investigator cannot come to Missouri and legally practice if their investigation crosses over into her state unless they also have a Missouri PI license. Officials say Missouri is open to discuss reciprocity with any state that is interested but, currently, no such reciprocity exists with any state.

More information on the statute and regulations governing Missouri's private investigators, as well as applications and other information, can be obtained at <http://www.pr.mo.gov/pi.asp>.

Submitted by:
Ron Rugen (Rugen@MissouriDetectives.com)
Rugen Team Investigations, LLC
Missouri Licensed PI #2010007685
www.MissouriDetectives.com

IAPI is pleased to welcome these new members to our Association

Pete McCloud (Full Member)

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highlanderpi@yahoo.com

Greg Koenighain (Full Member)

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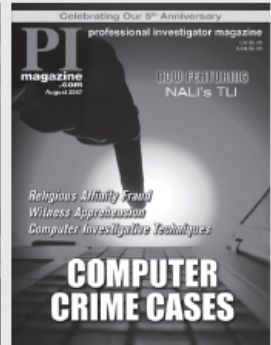
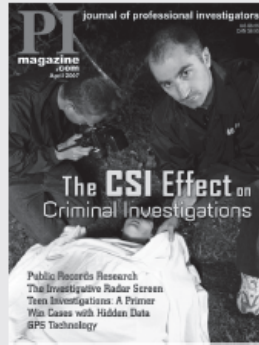
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Remember to show your support for IAPI by attending the 25th Anniversary Special of the 2010 IAPI Conference held in Des Moines, Iowa. This is a great way to network among fellow private investigators, to learn something new from the speakers and/or attendees and for some of you to help with the association by volunteering your time and experience as an officer or regional director on the IAPI Board of Directors. Please contact one of the officers if you are interested in holding one of the Board of Director positions.

IAPI has an official LinkedIn Group site. This is a great way to network with other IAPI members by asking questions, answering questions, referring cases, getting tips of the trade, asking board members questions, commenting on our association and conferences and so on. All you have to do is become a LinkedIn member than search for groups and type in "Iowa Association of Private Investigators" and click on the link "Join Group". Only IAPI members are allowed in this group for privacy reasons.



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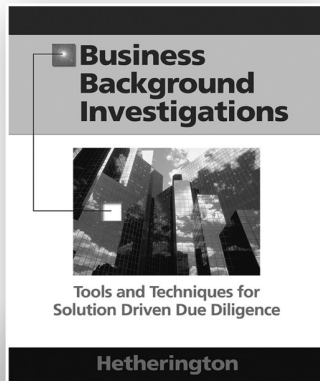
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