

JOURNAL

Volume 25, Number 1

Editor / Publisher : Ken Walter
Carolina Investigations, Inc.
PO Box 4486
Spartanburg, SC 29305
(864) 948-1333
Ken@carolinainvestigations.com



January - February - March 2009

25th Annual Spring Conference May 14-16, 2009 / Greenville, SC



**Servantis Firearms
Training Center**

Specializing in:

- Concealed Weapons Permit training
- Personal Defense
- Safety Training
- Marksmanship
- Hunter Education Classes

Contact Bill Roberts at 449-8882 or
email at billrobertspi@aol.com

Decoding Affairs - Seven Vital Clues!



Reprinted with permission on page 8

By

Bill Mitchell (mitchellreports@bellsouth.net)
Infidelity Expert, Author and Private Investigator
Mitchell Reports Investigations, LLC

Fewell And Associates, Inc.

Private Investigators & Process Services

Ed Fewell, III

PO Box 10802

Rock Hill, SC 29731-0802



SLED # RD 77856



Fax# 803-327-4181

For more information, see our ad under
Directory Listings

E-mail: gumshoe@comporium.net

Available 24 Hours 803-327-7378

JOURNAL

January - February - March 2009

Volume 25, Number 1



SCALI

TO PROMOTE AND MAINTAIN the HIGHEST ETHICAL PRACTICES IN THE PROFESSION OF PRIVATE INVESTIGATION

TO FURTHER THE SPIRIT OF COOPERATION AND MUTUAL ASSISTANCE AMONG MEMBERS

TO FURTHER A MUTUAL FEELING OF GOODWILL AND FRIENDSHIP AMONG INVESTIGATORS

TO MONITOR AND TAKE ACTION ON ANY LEGISLATION THAT MAY AFFECT OUR PROFESSION

TO UPGRADE THE PROFESSIONAL STANDARDS OF OUR ORGANIZATION AND ITS MEMBERS THROUGH CONTINUED EDUCATION

The JOURNAL is an official publication of the South Carolina Association of Legal Investigators, Inc. (SCALI). All rights reserved. Copyright © 2009 The South Carolina Association of Legal Investigators, Inc. Please request permission before reprinting any part of this publication. This publication includes some images from Microsoft® Publisher2007 which are protected by the copyright laws of the U.S. and elsewhere. Used under license.

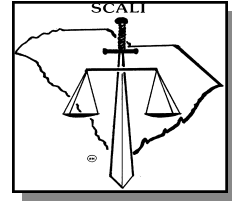
Editorial Office: PO Box 4486 Spartanburg, South Carolina 29305. E-mail: kenwalter@charter.net. Please send and address all subscription requests, changes of address and all other SCALI business to: SCALI Director, Vicki D. Childs, PO Box 21297, Charleston, SC 29413.

Readers are cautioned that opinions expressed are those of the writers and are not necessarily endorsed or supported by SCALI or the Editor/publisher. Publication of advertising does not imply endorsement. All advertising is subject to the approval of the editor/publisher. Advertiser and advertising agency assume liability for all content including text, presentations, and claims arising there from against the publisher and/or SCALI.

Inside This Issue

1 Seven Day Detective by Bill Mitchell / Servantis Firearm Training Ad	16 Vicki Childs Ad	36 Meet the Candidates / Frank Rimsek
2 Fewell & Associates, Inc. Ad	17 Professionalism Continued	37 Meet the Candidates / Marty Henderson
3 Index and SCALI Information	18 Professionalism Continued	38 To Catch a Cheat; Austin Troxell
4 Letter from Director, Vicki Childs	19 Absentee Ballot	39 To Catch a Cheat Continued / Action Investigations & Forensics Ad
5 New Members / Cyber Investigation Services	20 Amendment voting	40 To Catch a Cheat Continued / David Causey Ad / Jordan & Associates Ad
6 Carolina Investigations, Inc. Ad / Membership Updates	21 Region Changes	41 Cheatin Hearts / Questioned Document Ad / Knox Investigations Ad
7 PSI Services Inc. Ad	22 Conference Sponsorship	42 Information Services Ad
8 Decoding Affairs – Seven Vital Clues Continued	23 Funny Side	43 PI's Many Roles / AJS Investigations Ad
9 Decoding Affairs – Seven Vital Clues Continued / Davis Investigative Services Ad / Fox Enterprises Ad	24 Spartan Detective Ad	44 Toole & Associates Ad
10 Decoding Affairs – Seven Vital Clues Continued	25 Private Investigator Specializes in Reuniting Birth Families	45 Roles Continued / Global Enquiries, Inc. Ad
11 Decoding Affairs – Seven Vital Clues Continued	26 Reuniting Birth Families Continued	46 Conference Agenda
12 Consulting and Investigations Ad / Clark & Associates Ad	27 Reuniting Continued / S.I.R. Ad / William C. Bridges Ad / Blazer Ad	47 Sutton & Associates Ad / Morris Investigations Ad / Jack Geren PI Ad
13 Info on Public Records	28 Info Submitted by Members	48 Charlestowne Detective Agency Ad / David Vine Associates Ad
14 Excalibur Investigations Ad	29 Information Highway is Full of Garbage; Ken Walter Reprinted (2003)	49 Directory Listings
15 Professionalism - A Theme of Mind Over	30 Meet the Candidates / Vicki Childs	50 Letter from the Editor
	31 Meet the Candidates / Ken Walter	51 Centurion Professional Ad
	32 Meet the Candidates / Don Wilson	52 Calendar of Events / SCALI Committee's & Administration
	33 Meet the Candidates / Jack Geren	
	34 Meet the Candidates / Dave Mac Dougall	
	35 Meet the Candidates / Tracy R. Hoshell	

Letter from the Director



Dear SCALI Members

I hope this edition of the Journal finds all of you doing well. Many of us may have declines in work during this economic downturn while others may have an increase in work. Either way, you have a great opportunity to learn new investigative information and help increase your knowledge and business by attending our May conference. Please visit www.scalinv.com for registration forms and a schedule of speakers. Our special speaker this year is nationally recognized body language expert Jan Hargrave from Texas. She is both informative and entertaining and will be of benefit to us.

This year at our annual meeting we will be electing officers/directors to represent you for the next two years. We also have a need to vote on other changes in our Constitution. Those are addressed in this issue. It is very important for you to be present or at least to cast your vote by absentee ballot so that your voice is heard. The more you give to SCALI, the more you get back.

Currently, SLED is going through many changes/cuts and Regulatory has been changed as well. The Executive Committee is keeping tabs on the changes and by the time you read this I will have had my second meeting with those in charge to make sure that our voice is heard. I will keep you informed of our meeting content. If you have concerns, feel free to let your regional director or me know so that we can address issues of importance to our profession.

I want to personally thank members of the Executive Committee and Ken Walter for all of the time they put in to making this the best state association in the country.

See you in Greenville in May! Make your reservation early to get the SCALI price.

Respectfully,

Vicki

SCALI Director

Blazer Investigative
P.O. Box 21297
Charleston, SC 29413-1297
843-971-0088
Fax: 843-971-0302
www.blazerinvestigative.com

SCALI Web site
[Http://www.SCALInv.com](http://www.SCALInv.com)

E-mail for members
Member@SCALInv.com

Non-members info
Info@SCALInv.com

New Members

Please welcome the following new members:

(At-Large Region)

J.W. Jacobs
C 4 U Bail Bonding, Inc.
507 North Elm Street
Lumberton, NC 28358
(910) 738-7662
Email: c4u@nc.rr.com

(Coastal Region)

Thomas Blackwood
Blackwood Investigations Agency
5675 Woodbine Ave.
N. Charleston, SC 29405
843-529-0513
teblackwood@aol.com

(Piedmont Region)

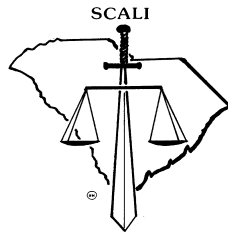
James "Clay" Boswell
Carolina Computer Forensics, LLC
428 Ashley Oaks Drive
Moore, SC 29369
864.641.1208.
clayboswell@carolinacomputerforensics.com

(Associate Members)

Susan Jones
Yergey Insurance Agency, Inc.
7420 Heritage Village Plaza, #101
Gainesville, VA 20155
571-248-6665
susan@yergeyins.com

On behalf of SCALI I would like to welcome our new members. You are part of a great organization and we wish you well.

- Vicki Childs, SCALI Director



(Midland Region)

Sean Hamilton
Hamilton Investigation
63 Oak St
Bamberg, SC 29003
803-707-9364
hamiltoninvestigation@gmail.com

Brian L. Stillinger
Byrd, Stillinger & Associates
1416 Park Street
Columbia, SC 29201
803/400-1974
brian@investigatesc.com

Cyber Investigation Services Austin W. Troxell, MS, CISSP

SC Licensed Private Investigator #PDC-2492

Phone: (864) 357-9521



*Data Recovery
Computer Forensics
Cybercrime Investigation
Electronic Data Discovery
Bonded and Insured*

PO Box 964, Woodruff, SC 29388

Please take the time to welcome these new members

Carolina Investigations, Inc.

2 Fir Street
Spartanburg, SC 29303

Providing Discreet, Professional Service to the Carolinas

- **Surveillance**
- **Process Services**
- **GPS Sales**

www.carolinainvestigations.com

info@carolinainvestigations.com

(800) 573-2259 Nationwide

(864) 948-1333 Spartanburg

Marty Henderson, Ken Walter,
Marc Combs, Shanon Barnes, Greg Evans and Ginger Crowder

MEMBERSHIP UPDATES

*Please update your records
Use the link on the SCALI web site to
make any changes or updates*

None reported



When it gets personal, get PSI.

NO UPFRONT FEES! NO MILEAGE CHARGES!

- Domestic Investigations
- Personal Security
"Bodyguard Services"
- Pre-marital Investigations
- Child Custody Investigations
- "Live" GPS Tracking Surveillance
- Covert "24 hr" Video Surveillance
- Nanny Cams
- Workers' Comp. Investigations
- Process Serving

PSI

SERVICES, INC.

PERSONAL SURVEILLANCE
& INVESTIGATIVE SERVICES

546.5044

email: ITSPERSONAL@sc.rr.com

www.southcarolinaprivateinvestigator.com

PERSONAL SURVEILLANCE & INVESTIGATIVE SERVICES

Contact SCALI member Brian Jennings

As the owner of PSI Services, I would like to pay special thanks to the following SCALI members for providing me with training, guidance and the opportunity to get my business started in the right direction.

David McDougall (Information Services)

Donald Kneece (Kneece Investigations)

John Martin (Martin P.I.)

Scott Bernard (Bernard Investigations)

Vicki Childs (Blazer Investigations)

Decoding Affairs – Seven Vital Clues!

Affairs happen. In recent generations, they happen much more frequently, like the birth pains of an expecting mother. They are evolving in methodology, technology and information. Newer techniques and strategies have improved to understand this sorted world of deceit.

Cheaters actions get them caught, but rarely intentionally. They always bequeath discernable clues. To the trained eye (or private eyes), uncovering answers is very possible, more so today, with the tools now employed. However, that conversation is for another day.

Right now, we will we study those clues universally found in affairs. This dishonest lifestyle is predictable.

These vital clues help paint a picture of how, when and where to snare cheaters. With certainty, if your spouse is cheating, he/she will confirm it by their actions. Your job is to collect proof. Each clue reflects either the most frequent slip up or one to persistently track. They include:

The Cell – *reaching out.*

The problem for cheaters is they MUST communicate. That is where they err. Cell towers send sorted details, briefings and messages back and forth at incredible regularity.

The new format is texting. Lawyers are busy today gathering text messages to present in court. They know how valuable a text can be toward proving romantic inclination. A sleazy text message does a long way to disproving a platonic relationship.

Over the last four decades, other identified phone habits include; late night phone calls, frequent wrong numbers, excessive dialogue after-hours to resolve "work related" problems or calls inside the privacy of a wardrobe closet – strange but true.

Communication is crucial to affairs. Airtime minutes rack up monthly service charges. As landlines go the way of dinosaurs, cell bills secretly find a new destination instead of home.

Keenly, cheaters insure their spouse's whereabouts much like an army commander seeking out the enemy's position. Once confirmed, rendezvous go undetected unless a "covert op" unearths fertile Intel.

A covert check of phones, blackberries or PDA's, without detection, may signal facts (if you can pry it away for a second). Try looking underneath their pillow whilst they sojourn.

Texting, history, contacts, and pictures form great leads, those you ought to video or photograph.

When and if the U.S. Postal Service employee delivers a monthly statement copy and scrutinize it. Then leave no trace you identified this cell craze. Leave all disclosures for another time and place - all in due time.

The Bank Account – *always a money trail.*

No doubt, money fuels affairs.

See **Affairs** NEXT Page

Affairs Continued from Page 10

Someone pays for meals, rooms, gas, gifts, roses, cards, chocolates, diamonds, flights, trips, unmentionables and more. Any shortfalls offer clues. If you can associate shortages with events then you are probably discerning the whole story.

In their world, time and money is the foundation for deception.

This is the second monthly statement worth scrutinizing, unless the paycheck shrinks right before your eyes.

The PC – sharing more than keystrokes.

If only keyboards could talk! Oh but it does in this techie era. Millions of e-mails deliver sordid electronic communiqué. From hopes, dreams, visions, promises, aspirations, to mutually adored futures, collective keystrokes tell a story, in whole or part, if you record them.

Like a second story man, they slip into the night. Keep a watchful eye for late night visits to the PC watering hole.

Do you need a safe cracker to open a family PC? Moreover, are passwords only for those with a classified "need to know"? Why do passwords assure privacy rights in a marital home? Like a dear in the headlights, cheaters hide them to avoid the collision.

See Affairs Page 10



DAVIS INVESTIGATIVE SERVICES
Licensed Polygraph Examiner
Insured

John Davis
Investigator

Private Investigations:

- Criminal
- Insurance
- Background
- GPS Tracking
- Domestic Relations
- Surveillance
- Process Service
- Covert Video Surveillance

Polygraph:

- Criminal & Domestic
- Pre-Employment
- Sex Offender Testing

Office: 803-499-3394
2425 Hwy 441 Fax: 803-499-4044
Sumter, SC 29154 E-mail: tmdavis@ftc-i.net

www.davisinvestigativesvc.com

Fox Enterprises

Your Metro Atlanta Connection

Investigative Services - Polygraph Examinations
Electronic DeBug - Process Service

Claud L. Fox / John Daniell
PRIVATE INVESTIGATORS
PO Box 9158
Marietta Georgia 30065-2158

Aerial Surveillance/Photography
Aviation Accident Investigation
Aviation Expert Witness

770-499-8272 or 678-449-5642

www.foxenterprises.net
foxent@bellsouth.net

Georgia Agency License # PDC00753

Affairs Continued from Page 11

Pay special attention to laptop PC. They are a favorite fortress with a myriad of privileged data. Try to unlock this device as well while you can.

Here is a tip: Duplicate hard-drives. A hard-drive stores data even after the charming delete button makes it vanish. Usually the results can sink another Titanic.

The Vehicle(s) – *pathways to truth.*

One thing horse's love is the comfort stables bring where food, shelter and rest await. Don't believe me? Just say to your mounted horse "**barn**" and you will indubitably find yourself frantically clutching to leather reins on that mad dash homeward.

Impeding horses from this predictable behavior involves real physical exertion. Their obsession is incredible and pathways clearly recognizable.

Likewise, a cheaters fascination is equivalent. They are focused, resolute, and purposed. Cheaters repeatedly, and with great inevitability, beat pathways too.

Discover their path - **discern the affair.**

The Behavior – *the new you.*

Just like season changes, altered behaviors and mannerisms shed light on their falsehoods. The body, mind and spirit transform.

Clothes, appearance, hairstyle, smell, desires, preferences, and routines alter – quite noticeably. A sense of purpose steers them off course like a plane with engine trouble. This unpredicted renaissance sends out a "May Day" signal to those with great reception. Too bad for the cheater, they are completely unaware of the calamity they broadcast.

Conversely, some just plain misbehave right before your eyes with arrogance and defiance. However, this is not the norm.

This clue reveals newly found interests, diversions of time, habits, needs, and patterns stem from a driving force. Affairs modify the way people exist and operate.

The Office – *a partner's favorite place.*

Those "married but looking" folks seek companions on the job in greater records than elsewhere. Attraction and availability collide with marital commitment. In due course, simple flirting leads to extramarital sex.

Workplace affairs top the charts.

Discovering their mate is achieved by checking there first.

See **Affairs** NEXT Page

Affairs Continued from Page 12

The Time – disappearances, lateness & excuses!

Even in our digital world, the clock chimes a tale of woe. This is one element where cheaters are bamboozled. Watch the clock carefully; it will acquaint you with indiscretions, alibis or lame excuses.

Cheaters disappear.

Cloaked in deceit, cheaters seize the moment but time watches them.

Oh yes, delays and cancellations are commonplace. One look at airline flight marquees and you cannot help see them. Your spouse will make you re-schedule plans. You will not be included, often forgotten and left out.

Eventually time unravels illicit campaign. Just how much of it is the variable.

So, why are you late again! No really?

For more information about infidelity, cheating men and extramarital affairs, visit www.sevendaydetective.com or Bill Mitchell's Infidelity Blog at <http://7daydetective.blogspot.com>

About Bill Mitchell:

Infidelity expert Bill Mitchell is a veteran Private Investigator and President of Mitchell Reports Investigations, LLC. He is author of **The More You Know – Getting the evidence and support you need to investigate a troubled relationship**, which reveals how to spot a cheater, how to garner proof, create favorable demands and leverage, win negotiations and get immediate closure - all in as little as one week. Bill Mitchell has caught more than two thousand domestic cases where proof demanded a verdict.

Frequently called on by the media to comment on infidelity issues in the news, Bill has been quoted in **New**

York Daily News, the New York Post, the Chicago Tribune, Esquire, Ladies Home Journal On-line, New Jersey Harold, Divorce360.com and numerous other print and online media.

Bill has been a guest on **Dr. Phil, The Today Show, The Early Show, Fox News, Larry Elder Show** and over 100 other radio and TV talk shows in the United States and abroad.

To interview infidelity expert Bill Mitchell, or have him speak to your organization or conduct an infidelity seminar for your group, call 864-329-0530 or e-mail mitchellreports@bellsouth.net.

Bill Mitchell (mitchellreports@bellsouth.net)
Infidelity Expert, Author and Private Investigator
Mitchell Reports Investigations, LLC
2131 Woodruff Road, Suite 2100-299
Greenville, SC 29607
Phone: 864 329-0530
Fax: 864 329-0531
SLED PDC#2255

<http://www.sevendaydetective.com>

More Information Bill Mitchell's Infidelity News and Views Blog

Book Title: **The More You Know – Getting the evidence and support you need to investigate a troubled relationship**

Contact Bill Mitchell

© 2009 **Bill Mitchell, 7Daydetective™**





Clark & Associates

Private Investigative Services

PO Box 696
Albemarle, NC 28002-0696

Office: 704-398-0025
Nationwide Toll Free: 1-800-297-4023
Fax: 704-982-8290

E-mail: clarkpi@carolina.rr.com
Website: www.clarkpi.com

“A FULL SERVICE AGENCY”

SERVING THE CAROLINA’S SINCE 1984

North Carolina License: 892
South Carolina License: 692

Monty Clark, Owner
Private Investigator



George E. Hoshell (SC License #1461)

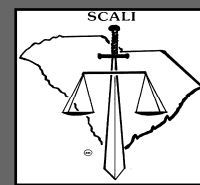
Tracy R. Hoshell (SC License #99527)

North Augusta, SC

consultingandinvestigativeservices.com

OFFICE: 803-279-9003
CELL: 803-634-0412
FAX: 803-819-0574

info@ConsultingandInvestigativeServices.com

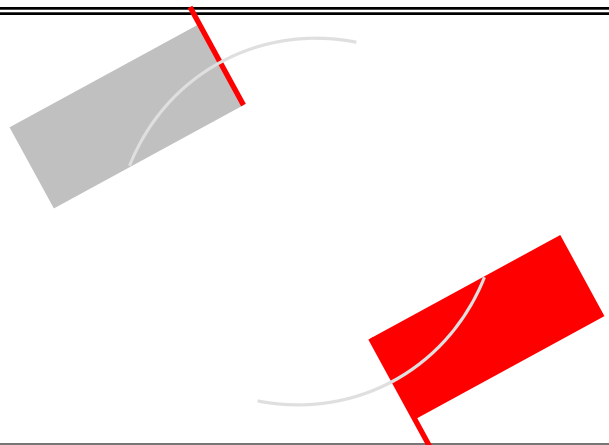


Ed Fewell of Fewell & Associates, Rock Hill, SC writes:

On 12/24/08 the SC Attorney Generals office issued a ruling that says Beaufort County Sheriff's Office policy blocking access to public records on weekends and holidays violates the state's open records law (FOI), it says the state's FOIA requires reasonable access to incident reports at night, on weekends and during holidays, this opinion was requested by sheriff Tanner of Beaufort County. This article was published last Tuesday or Wed in the Island Packet of Hilton Head. As most of you know this is just an opinion by the AG's office and is not binding by law, but it does carry a little more weight than others opinions. The sheriff said he had not made his mind up as to whether he will abide by this decision or not. This opinion has yet to be published on AG's web site, they are a month behind in publishing their opinions on the web. I would assume if he does not honor this next step would be something from Supreme Court or Court of Appeals and this would be binding.. Sorry for going on so long but this is an interesting subject to those of us who do FOI request from time to time.

EXECUTIVE COMMITTEE

Director	Vicki D. Childs
Past Directors	Bonnie Carter Robert Joseph
Upstate	Marty Henderson
Midlands	Dave MacDougall
Coastal	OPEN
At Large	Frank Rimsek



Do Public Records Belong To the Public?

The Iowa legislature is chewing over the notion that open government records may be responsible for identity theft and should be restricted. The Identity Theft Prevention Study Committee met last month and developed a collection of recommendations, including redacting certain "personal information" — that fuzzy term has yet to be defined — in public records. One of the panelists, Dan Combs of The Coalition for Sensible Public Records Access, a consortium of commercial public records aggregators, argued that redaction of public records is ineffectual and misses the supposed objective of curtailing "identity theft", another fuzzy term. The Coalition site has position papers and summaries on public records access, such as this one on the important uses of the Social Security number by businesses and government.

What other constructive uses of the SSN identifier would you add?

Now, head down to Arizona where the Phoenix City Attorney has advised the police department to restrict disclosure of police records on the handy claim that thieves are scouring public records for personal information. The police department will start redacting victim names, birth dates of suspects AND those who are convicted and sitting in jail, and the addresses where crimes are committed. The dictum is being unevenly enforced, different types of data being excised, or not at all. Phoenix may expand this scattered policy to include code enforcement records. Which state law is this suppose to comport with?

EXCALIBUR

Security and Investigations

Your Coastal Carolina Connection.

INVESTIGATIONS:

Domestic Surveillance
Electronic Surveillance
Insurance Investigations
Pre-Trial Support Services
Background Information
Child Custody Issues
Internal Theft Investigations
Mystery Shopping
Trademarks / Copyrights
Counterfeit Products
GPS Tracking
Reasonable Process Service Pricing

Need subcontracted work or assistance in our area? We work well with other agencies and offer well discounted rates to all SCALI Members for our services as well as our products!

Our Investigative Staff is waiting to assist you with your needs.

*Know Someone Needing Security Services?
We Pay Recurrent Finders Fees for Simply
Opening the Door for Us!
Also Applies to Security Electronics!*

www.esiservice.net

SLED License #1453

SECURITY SERVICES:

Hospitality / Hotels / Resorts
Dedicated Community Patrols
Gated Communities
Industrial Facilities
Shopping Complexes
Executive Protection / Planning
Disaster Recovery Teams
Physical Security Consulting
Special Event Staffing
Temporary & Long Term

ELECTRONICS SALES:

GPS Tracking Devices
Real Time & Passive
Guard Tour Systems
Key Management Systems
Access Control Products
Commercial Video & DVR's
Investigative Products

877-448-2882



T 843.839.9400
F 843.839.9401
E excalibur@sc.rr.com

Professional Services Since 1996

Professionalism...

A Theme of Mind over What Matters

By George Hoshell

Professionalism is a commonly expressed term in most career fields, but when examined closely, proves to be an ambiguous model for many practices. Without certain clearly understood components, comprehending “professionalism” is like grasping smoke or containing water with your hands, you end up with a little of what you need, but not enough to truly matter. As Private Investigators, we are reminded by various governing sources to be “professionals” while carrying out duties and responsibilities to include a. contacts with clients, b. conducting inquiries, c. conducting surveillance operations, d. testifying in court, etc. In addition, I’ve noticed during contacts with contemporaries there are normally varied opinions of what “professionalism” or being a “professional” means. With all of this being said, why do private investigators and/or the PI business have an overall “less than admirable” reputation? After all, we have most of these accepted *components* fulfilling professionalism requirements, i.e., specialized body of knowledge and skills, licensure and/or certification, professional associations, governance by peers, service to society, code of ethics, autonomy, and special relationships with clients.

In fact, we not only have documented ethical standards set forth by SLED, we also adhere to a separate set of ethical standards identified by our state-wide group’s supportive organization, South Carolina Association of Legal Investigators (SCALI). Research of this question is an important reminder of what is expected externally by clients and governing bodies, but more crucial, what is expected individually or internally.

Professionalism Has Many Identities

The American Heritage Dictionary defines a *profession* as “An occupation such as law, medicine or engineering that requires considerable training and specialized study” and further defines *professionalism* as “professional status, methods, character or standards” (cite 1). Encarta online World English Dictionary (2009) defines professionalism as “professional standards: the skill, competence, or character expected of a member of a highly trained profession” (cite 2). And finally Merriam-Webster (2009) online dictionary defines professionalism as “the conduct, aims, or qualities that characterize or mark a profession or a professional person” (cite 3).

See **PROFESSIONALISM** Next Page



PLEASE VOTE FOR MY MOM FOR STATE DIRECTOR!!!!

My mom loves SCALI and I see her working very hard sending emails, keeping the books, writing letters and planning conferences.

I hope you will vote for her for another term.

Thanks son! I do love working for SCALI. During my time as director, our membership has increased, conference attendance has grown, vendor participation has more than doubled, and our relationship with SLED has continued to be great. We now have an annual accountant review of our books and an accountant prepared financial statement for each member to see.

We face some changes now with SLED because their leadership is all new. I feel experienced and prepared to lead us through this challenging time. I continue to represent SCALI at other conferences and build our association into one of the biggest and most respected in the country. I hope you will vote for me and I will definitely keep working to help our Association grow and excel.

With great appreciation,

Vicki Childs

PROFESSIONALISM continued

These definitions do little to enhance our understanding of the parameters of professionalism for the Private Investigator so let us in response, journey further into occupational curriculum texts, giving further details concerning the meaning of professionalism.

Desimone et al, (2002) in their study of Human Resource Development state that “a profession is an occupation in which workers ‘apply in their work, a body of knowledge and techniques gained through training and experience, have a service orientation, and distinctive ethics, and have a great deal of autonomy and prestige’ and continues by elaborating that ‘Professional associations exist in most professions.’” (cite 4). Finally, to apply the icing on the cake, these same researchers point out that “In many professions, a credential such as a license or certificate is required for the individual to practice in that field” (cite 5).

Now we’re getting somewhere. It appears that our career field is, by most or all academic requirements, a profession. If this is so, why the uncertainty by those external and internal forces as to whether we are a true “professional” group? Meaning behaviors take place to consign doubt in the minds of many. It appears that the burden for “professionalism” in the Private Investigator’s career field is based more on *behavior* and *attitudes* of individual members rather than fulfillment of official governing requirements. So how do we instill a true sense of professionalism in the minds of its members reflecting outward into the community realm, improving public perceptions?

Professionalism for the Individual Private Investigator

The literature reflects the following *individual characteristics* as elements of professionalism for most professions; a. *altruism* – placing the client’s best interests first, b. *accountability* - to clients, to society, and to the PI profession, c. *excellence* - exceeding client and professional expectations and a commitment to lifelong profession-based learning, d. *duty* - commitment to service in the community, professional organizations, and to the client, e. *honor and integrity* - adhering to personal and professional codes, being fair, truthful, straightforward, and meeting commitments, f. *respect for others* - all clients and their families, all colleagues and other Investigative professionals, g. *leadership* - serving on the boards of institutions and organizations where expertise and the experienced Investigator is invaluable, or writing in journals and newspapers, and lastly h. *enthusiasm* – dedication to the interests of the client and a sincere desire to help. (cite 6)

Conclusion

In other words, it doesn’t make a difference as to what profession one belongs (from medical doctor to architect) it is the behavior and attitudes projected by individual members which ultimately facilitate the professional status of that group to the public. Concerning South Carolina Private Investigators, it is the judgment and decision of individual Investigators to portray behavior and attitudes to comply and exceed these criteria, which then positively reflect to the public improvement of our overall image.

See **PROFESSIONALISM** Next Page

25th Annual Spring Conference

May 14-16

Embassy Suites Greenville Golf Resort & Conference Center

670 Verdae Boulevard, Greenville, South Carolina, United States 29607
Tel: 1-864-676-9090 Fax: 1-864-676-0669

REGISTER ON-LINE AT WWW.SCALINV.COM

Conference Host : Marty Henderson (800) 573-2259 or email:
marty@carolinainvestigations.com

PROFESSIONALISM continued

webster.com/dictionary/professionalism

For Further readings on this topic and others review the following web pages:

<http://www.capecodonline.com/apps/pbcs.dll/article?AID=/20080224/NEWS/802240326>

<http://ezinearticles.com/?Legal-Issues-For-the-Private-Investigator-Concerning-the-Keystroke-Logger&id=1483254>

<http://www.spiesonline.net/library-articles.shtml>

Reference/Cite Page

Professionalism. (2009) American Heritage Dictionary. Copyright 2000. Houghton Mifflin Co. (p. 1400).

Encarta® World English Dictionary [North American Edition] © & (2009) Microsoft Corporation. All rights reserved. Developed for Microsoft by Bloomsbury Publishing Plc. Retrieved January 19, 2009 from: http://encarta.msn.com/dictionary/_professionalism.html

Professionalism. (2009). In *Merriam-Webster Online Dictionary*. Retrieved January 19, 2009, from <http://www.merriam->

Desimone, R.L., Werner, J.M., & Harris, D.M. (2002). Human Resource Development. (Third Edition). Thomson South-Western. (p. 350).

Ibid (p. 351).

Crampton, R. (2001/2002). Working group on the Definition of "Professionalism." Chief Justice of the Ontario Advisory Committee. Retrieved February 19, 2009, from: <http://www.lsuc.on.ca/media/definingprofessoct2001revjune2002.pdf>

InFed Educational Source (2009). Lifelong learning. Retrieved February 5, 2009 from: http://www.infed.org/guides/lifelong_learning.htm

About the Author: George E. Hoshell is a licensed private investigator who holds a doctorate in Education. George is a member of SCALI and co-owner of Consulting And Investigative Services in Aiken County, South Carolina . George is a frequent contributor to the Journal.



South Carolina Association of Legal Investigators, Inc.

ABSENTEE BALLOT

May 14, 2009

Directions on Completion and mailing of this Absentee Ballot

If you can not attend the 2009 SCALI Business meeting on May 14, 2009, then you can use this Absentee Ballot to vote. Please print the ballot and mark your vote by placing an X in the box of your choice. Once marked you must place this Absentee Ballot in a plain Envelope that is marked as "BALLOT". Then you need to place the Envelope containing the ballot in a mailing envelope and mail it to Bob Joseph, SCALI, P.O. Box 835, Simpsonville, SC 29681-0835. You must have your return address on the mailing envelope. The envelope must be postmarked by May 1, 2009. **Failing to follow these instructions will cause your vote not to be counted.**

ASSOCIATION OFFICERS – Announced Candidates

All members in good standing may vote for State Director

Nominee for STATE DIRECTOR -- **Vicki Childs**

Nominee for STATE DIRECTOR -- **Ken Walter**



Only Piedmont Region members in good standing may vote for Piedmont Regional Director

Nominee for Piedmont Regional Director - **Marty K. Henderson**



Only Midland Region members in good standing may vote for Midland Regional Director

Nominee for Midland Regional Director - **Tracy R. Hoshell**

Nominee for Midland Regional Director - **Dave B. MacDougall**

Only Coastal Region members in good standing may vote for Coastal Regional Director

Nominee for Coastal Regional Director - **Jack E. Geren, Jr**

Nominee for Coastal Regional Director - **Donald Wilson**



Only At-large Region members in good standing may vote for At-large Regional Director

Nominee for At-large Regional Director - **Frank Rimsek**

SCALI Constitutional amendment:

Please vote YES or NO to add the following to the SCALI Constitution in the following manner:

ARTICLE VII. SECTION 6, ELECTION OF OFFICERS

- c) All declared candidates for office must disclose all criminal convictions within the last Ten (10) years for which the court imposed sentence could have been thirty (30) days or more;.

- d) All declared candidates for office must disclose all fines or sanctions imposed upon themby SLED or the South Carolina Administrative Law Court within the last Ten (10) years.

YES NO

ARTICLE V, DUTIES OF OFFICERS

Section 1. STATE DIRECTOR

- (a) The State Director may appoint committees and committee chair persons to handle any matter or recommendations as they may come up. All candidates for committee appointments shall disclose to the State Director:
 - (aa) All criminal convictions within the last Ten (10) years for which the court imposed sentence could have been thirty (30) days or more;

 - (bb) all fines or sanctions imposed upon themby SLED or the South Carolina Administrative Law Court within the last Ten (10) years.

YES NO

“WHO is WHO” Annual Award by the membership. Here are the nominees.
Please vote for ONE person ONLY

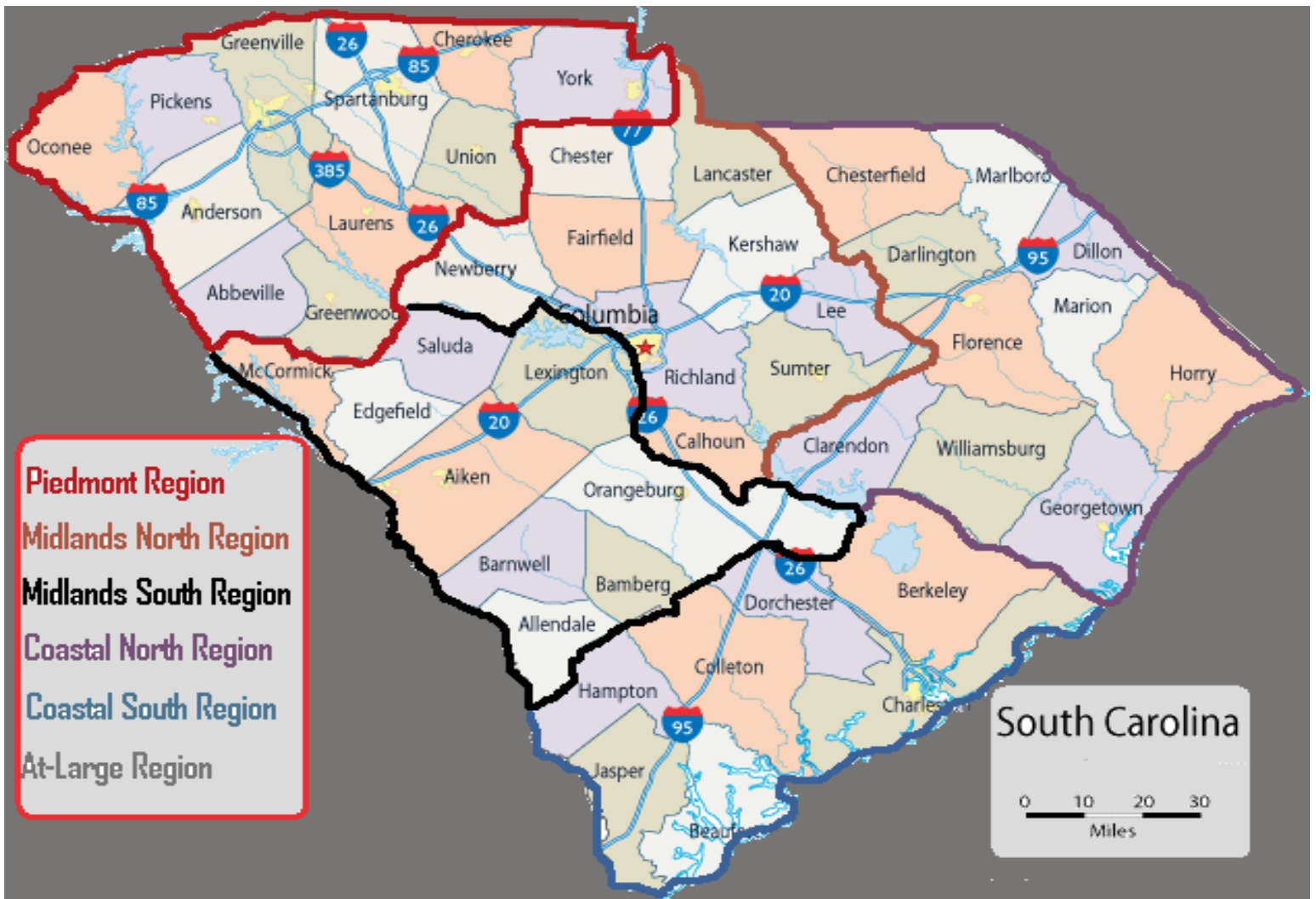
- 1. Steve Abrams

- 2. Vicki Childs

- 3. _____

- 4. _____

PROPOSED CHANGE IN GEOGRAPHIC REGIONS FOR SCALI



The Executive Committee has approved a change in the number of Regions in South Carolina. The current system has three Regions and the geographic map above recommends adding two new regions by splitting the Coastal and Midland Regions. The division was based on geographic location first and population second. The two additional regions would be filled by a Regional Director election. The proposal would add two members to the Executive Committee. Telephone area code was not a consideration in the proposal.

Conference Sponsorship

25th Annual Spring Conference

May 14-16

REGISTER ON-LINE AT WWW.SCALINV.COM

Conference Host : Marty Henderson (800) 573-2259 or email:
marty@carolinainvestigations.com

We have had several people agree to sponsor, however, we are still looking for more.

As you all know we are preparing for our Spring Conference to be held In Greenville, SC on May 14th-16th 2009 at the Embassy Suites. SCALI is known for its great conferences and speakers, this year looks to be another great one, thanks to Bob Joseph lining up some great speakers. In an effort to dress up the conference and take it to the next level we are raising money from sponsors for things such as snacks, food, hospitality and giveaways. The more money we raise the better the perks. Below are some suggestions for amounts of contributions. Please donate whether you are able to attend or not so that we can continue to provide these high quality conferences.

There are two ways in which you can help financially with the conference:

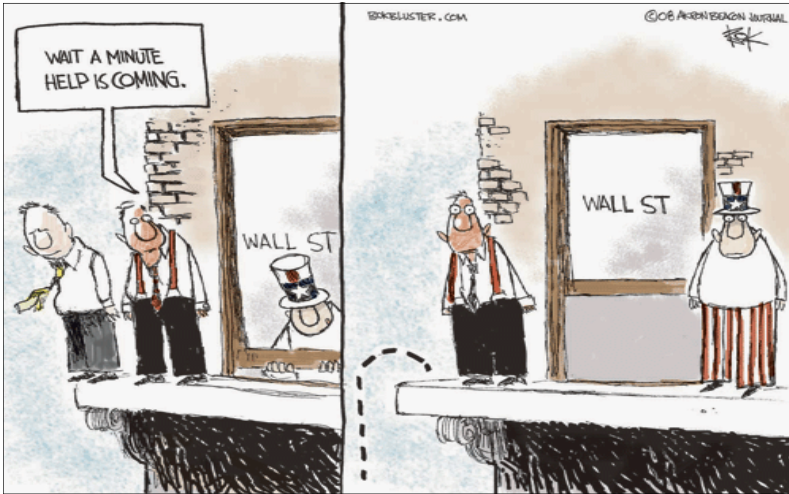
1) Adds in Conference Handout

- Full page: \$100
- Half page: \$50
- Quarter: \$25
- Business Card: \$15

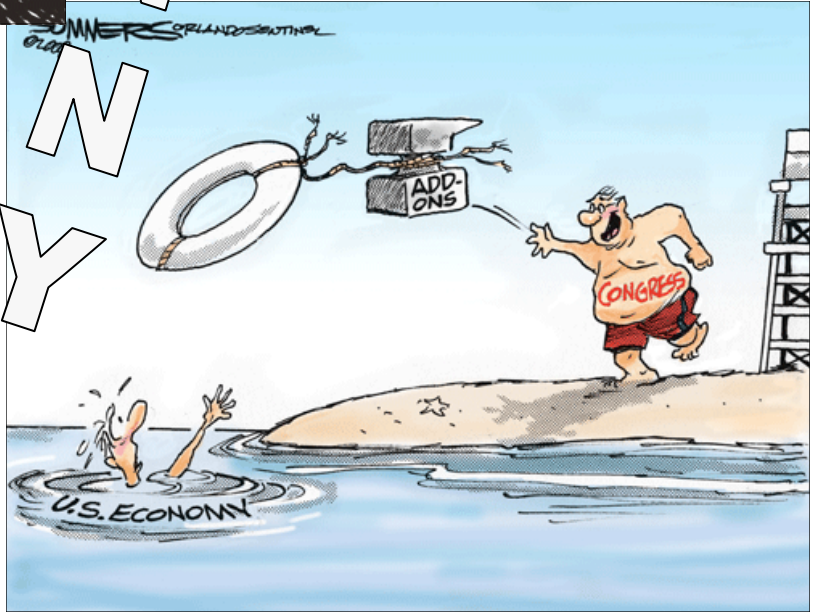
2) Seminar Sponsors

- \$ \$1-\$49 Brass
- \$ 50 Bronze Business Card ad in Conference Handout
- \$ 75 Silver Business Card in Conference Handout
- \$ 100 Gold .includes Quarter page ad in Conference Handout
- \$125 Platinum ..includes Half page ad in Conference Handout & 5 raffle tickets
- \$150 & up Diamond includes Full Page ad in Conference Handout & 5 raffle tickets

Sponsors Will be recognized on a Sponsorship board placed in various high traffic area and a special name tag. Sponsors will also be recognized in other ways throughout the conference.



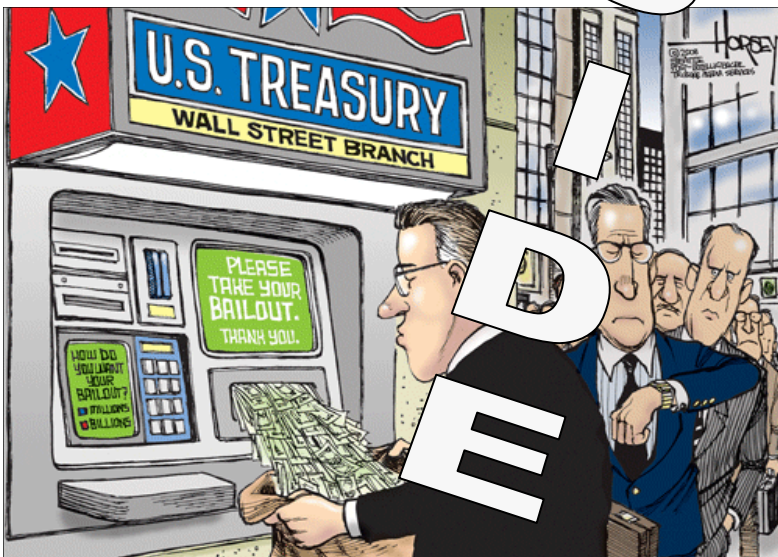
F
U
N
N



N
Y



S



E
I
D





SPARTAN DETECTIVE

Serving you professionally since 1970...
...The Legacy Continues...

Professional Process Service

Do you have a hard-to-serve person that you absolutely need served? We provide timely accurate service for our clients and can even get that hard-to-serve paper served for you. Our rates are very reasonable whether you need that once-in-a-while service performed or you need multiple services every day. This includes a notarized affidavit on each service with detailed and accurate accounting so you know where each service stands. Just let us know what you need.

Domestic & Family Court

Most in our industry have seen the anguish on the face of a person receiving the "bad news" about an unfaithful spouse and, of course, the relief when their fears are shown to be unfounded. It is often the job of the investigator to receive the onslaught of emotions that can and do arise from clients receiving these types of information. This is why we dedicate ourselves to providing an understanding environment to clients on top of our accurate and honest reports.

Commercial & Industrial

In these trying economic times it seems that everyone is just trying to make it. Unfortunately, this includes the thieves. In times like these it seems is when they literally come crawling out of the woodwork. There are those that would steal product, those that would steal time, those that would steal secrets and then there are those that would steal money whether directly or through fraudulent claims. Let us help you prevent your company from becoming the latest statistic.

WANT TO FIND OUT MORE ABOUT THESE OR OUR OTHER FINE SERVICES?
VISIT US ON THE WEB:

www.spartandetective.com



Available

24 Hours-A-Day

Licensed & Bonded

Since 1970

License RD-11

SPARTAN DETECTIVE AGENCY, INC.
P.O. BOX 686

SPARTANBURG, SOUTH CAROLINA 29304-0686
PHONE: (864) 585-3384 FAX: (864) 583-2147
EMAIL: MMURPHY634@SPARTANDETECTIVE.COM

Watch for useful NEW
resources for Attorneys
& Paralegals coming soon
to our website.

Member of:



PRIVATE INVESTIGATOR SPECIALIZES IN REUNITING BIRTH FAMILIES

By Adam Parker
The Post and Courier
Sunday, February 1, 2009

Heather Bailey gave up her son reluctantly then spent 36 years, on and off, looking for him. In late 2007, the search paid off.

Remembering 36 birthdays

Editor's Note: In an e-mail, Heather Bailey shared a story describing what she did when her son turned 36. Reunited after years of searching for one another, she finally could celebrate her son's birthday.

One thing I forgot to tell you, and it's kind of sad and funny at the same time. You asked if I was consumed with searching for my son. Not at all. While I did think about my son every day, I did have a very full life.

However, every year around the time of his birthday, for some reason, I was drawn to look at and read birthday cards and hope that someday I would be able to send one to him.

We were reunited about six weeks before his 36th birthday. In 2007, I was finally able to buy my son a birthday gift and card for the first time. I went to the card store, and something kind of comedic kicked in. I bought all the age-numbered "To My Son" cards I could find: 1-18, 21, 25, 29, 30, and 35. Then I filled in cards for the other years for which I couldn't find numbered cards. The store clerk was blown away, and I told her not to even ask.

I signed every one (on the 36th card I wrote a little note that we were finally all caught up), sealed them up, and put numbers from 1 to 36 on the envelopes, and put them in a separate box underneath his wrapped gift.

When he received the gift, he called me laughing about it. He said he opened the gift and thought I had sent him two presents. When he opened the second box and found all those envelopes, his wife grabbed her camera and started snapping photos as he arranged them in order and started opening them. He said after he opened a few cards, he realized the camera flash had stopped. That was because his wife was crying and just unable to snap any more photos. They sent me a picture of him at the dining room table with all 36 cards set up in front of him. He told me he will always keep every one of them.

I think my husband and my son's wife were just as happy as we were about the reunion.

On the web

- www.childwelfare.gov: Child Welfare Information Gateway.
- www.LocatorsUnlimited.com: Private investigations.
- www.SouthCarolinaAdoptions.com: Registry, search and support.

- www.SCAoptionReform.com: Information on proposed legislation reform.

Family Fair participants:

- www.ACCadoptionServices.com: Summerville agency.
- www.adoptionSC.com: Adoption attorney, Spartanburg.
- www.realpagesites.com/glennlister: Adoption attorney in Mount Pleasant.

- www.cwa.org: Christian World Adoption.



See **BIRTH FAMILIES** Next Page

BIRTH FAMILIES Continued

BLUFFTON — Linda Cecil will accept most any assignment — producing evidence of adultery for use in court, finding missing persons, video surveillance, premarital investigations, employer fraud. But her favorite kind of case has nothing to do with suspicion and blame and everything to do with longing and love.

Cecil, a private investigator who lives in Bluffton and is licensed in South Carolina and Kentucky, specializes in reuniting adoptees with their birth parents.

An adoptee herself, she knows firsthand what a reunion can mean, and she has become an advocate for legislative reform that makes it easier for birth parents and adopted children to find one another should they choose.

She says there are three types of adoption placement in South Carolina: public (via the Department of Social Services), agency-instigated (for those actively searching for a child domestically or internationally) and private (direct arrangements among or between families). Adoption laws apply in the state of adoption, not the state of birth, she said, and each state has its own set of laws. There is no federal legal guideline, which makes for a lot of confusion when it comes to reunions, she says.

Adoption records in some states are open and accessible to the public (South Carolina had open records until 1963.). Agencies such as DSS will provide some, but not all, adoption information upon request. (Identifying information is redacted.) Private agencies rarely will release their data. What's more, she says, states typically do not have records of adoptions facilitated by private groups or arranged among families. Only the original birth certificate is on file with the state. Cecil has been fighting to get states to keep their records up to date and more accessible (especially medical records), to pass laws that make reunions easier when there is mutual consent and to ensure that birth mothers have an extended waiting period before they are required to terminate their parental rights.

Some adoption officials argue that that window should be small, that months of preparation, counseling and soul-searching before birth should not be compromised by a last-minute, hormone-laden change of heart.

Not all birth parents or adoptees want to find one another, Cecil says. When searches are managed by a private investigator, anyone being sought who doesn't want a reunion always has the right to refuse contact, she says.

But there are good reasons to facilitate reunions, she says. Instinct and curiosity are legitimate impulses that might drive people back together. And practical concerns regarding medical histories and genetic inheritances also serve as motivators, she says.

Someone with a health condition can better understand the implications and likely outcomes when the family medical history and genetic information are obtained.

Looking for a match

To help people find one another despite the obstacles, Cecil and others have set up adoption registries (most are online now) that enable

searchers to list information about themselves in a database with the hope that matches can be made.

It was Cecil's registry, www.southcarolinaadoptions.com, that finally brought together Heather Bailey and her son, Scott.

Bailey is 55 now. She grew up in Aiken and works as a paralegal in Columbia. Her first husband was a "control freak" who didn't want children, she says. The nightmare began when Bailey got pregnant unexpectedly. She says she felt threatened. She says she was scared. "I felt I was already dead," she says. But the child — he must be protected.

After the cesarean section, she was in the hospital for five days, listening to her child's cries, unable to go to him. A nurse tried to reassure her. "Don't worry, you'll have another one," she had said.

On the fifth day, a social worker arrived.

"What time is your husband coming?" she wanted to know, so that the papers could be signed.

"This is not what I want," Bailey, recovering from surgery, on pain medication, susceptible to hormonal changes, managed to tell her. The social worker looked Bailey in the eyes and repeated her question.

She signed the papers reluctantly, she says. She asked for copies of the documents but never received them. Counseling was never offered.

Soon she would divorce and, in 1986, remarry. But she never had another child.

For the next 36 years after giving birth, Bailey thought about her lost child every day, she says. She tried to search for him, but she had only the name of an Aiken lawyer and the Columbia legal guardian, clues not substantial enough to set her on the path of discovery.

She decided to wait until the child turned 18 before she would search in earnest. In 1989, she began to add her information to every registry she could find. She avoided baby showers. She became depressed around the child's birthday in November.

Reunion

Several years ago, Bailey came across a South Carolina adoption registry online. She plugged in her information and got in touch with the site's manager, Cecil. The two women became friends, and Bailey, discouraged about her own search, began to help others.

Meanwhile, Scott Rodgers decided he wanted to find his biological mother, so he started researching his origins, discovering clues such as the fact that he was born in a Catholic hospital.

He searched the Web for information. He found Cecil's Web site. He called.

As Rodgers and Cecil talked, the private investigator entered the information into her database. One name kept popping up. Later, Cecil called her friend.

"You need to sit down," she said.

"Oh, my God, oh, my God ..."

"You'll never guess who I've been talking to for the last hour."

See **BIRTH FAMILIES** Next Page

BIRTH FAMILIES Continued

Bailey learned that her son was in law school, living in Washington state. She learned that his adoptive father had died. She learned that his adoptive mother supported his quest. She learned of Scott's wife and two stepchildren, of his degrees in economics, chemistry and sociology/anthropology, of the Master of Business Administration he had earned. His adoptive mother, "an amazing and giving woman," has sent Bailey dozens of photographs taken over the years.

When they spoke to each other for the first time in September 2007, he said, "I know you had other options. Thank you for not pursuing them."

She said, "I did what I did out of love, because I wanted you very much."

A few months later, when Bailey took a flight to Seattle for her first visit with her found son, she sat in the bulkhead next to a man from Colombia and two of his daughters. They fell to talking. The man told her that his third daughter was adopted and that she had just found her birth mother in Seattle. The family was flying there for the reunion.

They cried and cried.



William C. Bridges Investigations

SCALI



W. Carlton Bridges
Private Investigator

S.L.E.D. Approved
License # 2395

P.O. Box 450
Townville, SC 29689

(864) 844-5587
wcbriidg@bellsouth.net

Advertise in the Journal

Members:	Full Page.....	\$ 85
	Half Page.....	\$ 50
	1/4 Page.....	\$ 25
	Business Card.....	\$ 10
	Directory Listing	\$ 10+
Non-Members	Full Page.....	\$125
	Half Page.....	\$75
	1/4 Page.....	\$50
	Business Card.....	\$15
	Directory Listing	\$15+

BLAZER
I·N·V·E·S·T·I·G·A·T·I·V·E
& SECURITY CONSULTANTS, LLC

(843) 971-0088
Fax (843) 971-0302
bigblaze@aol.com
www.blazerinvestigative.com

Vicki D. Childs
Owner / Investigator

P.O. Box 21297
Charleston, SC 29413



SPECIAL INVESTIGATIONS

&

RECOVERIES

TELEPHONE 843-215-5454 CELLULAR 843-655-1800

CONFIDENTIAL DISCREET INVESTIGATIONS

LICENSED, BONDED, INSURED

RONALD M. BLANCHARD, President RBPI, Inc

Murrells Inlet, SC

Dave Mac Dougall writes the following:

On December 31, 2008 a change to the (South Carolina) Family Privacy Protection Act went into effect. Section 16-11-725 (A) reads: "It is unlawful for a person to rummage through or steal another person's household garbage or litter, as defined in Section 44-67-30(4), *for the purpose of committing financial identity fraud or identity fraud or identity theft* as defined in Sections 16-13-510 and 37-20-110".

This has been erroneously reported as prohibiting PI's from "dumpster diving". I don't read it that way unless you are planning to use the information for identity theft or fraud.

David B. Mac Dougall

Information Services, LLC
Columbia, South Carolina
803.732.7770

2009 GRADUATE

Congratulations to **George Hoshell** who earned his doctorate in Education following 5 years of academic studies. George is a member of SCALI and co-owner of Consulting And Investigative Services in Aiken County, South Carolina



Guy Johnson writes the following:

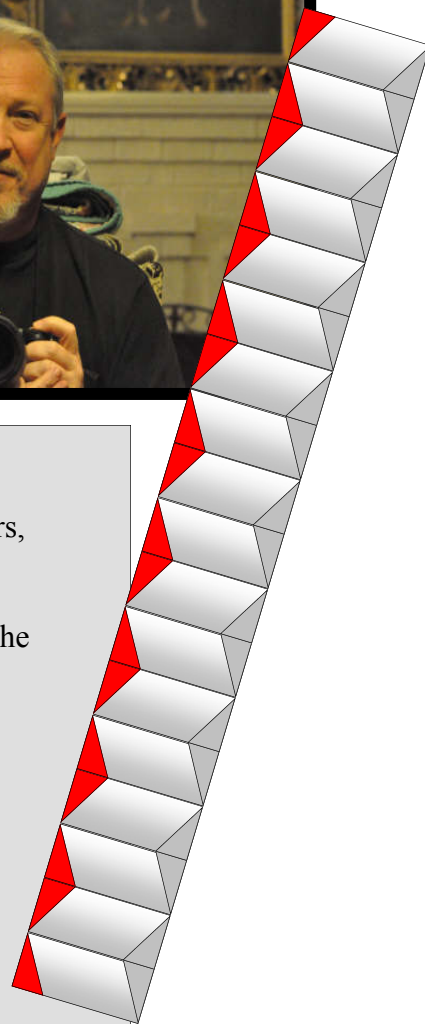
I wanted to take time to congratulate **Carl Anderson**, one of our SCALI members, owner and operator of CEA's Investigative Agency in Anderson, South Carolina.

Prior to joining the ranks of the Private Investigative industry, Carl retired from the Anderson County Magistrate's position.

Carl has now been named as Anderson County Sheriff's Office Deputy Chief with the new administration.

Congratulations Carl and best wishes in your new position.

Guy R. Johnson
ALLIED INVESTIGATIVE SERVICES
Anderson, South Carolina 29623
PH: 864-231-8446



THE INFORMATION HIGHWAY IS FULL OF GARBAGE

When conducting covert surveillance, any information about your Subject is good information. As a Private Investigator, it is important to know where to find the information and how to obtain it so that it becomes good credible evidence. Today's technology allows us to search the Internet and other databases with the touch of a keyboard; however; we should not forget one of the building blocks for what we now call, the information highway. The garbage. That's right, trash!

Trash seizures are a common and useful investigative tool, in part because they are a potential gold mine where a wealth of information can be legally obtained since people unwittingly throw away very private and personal information. It is important to conduct your own research in regards to legally obtaining a persons garbage. This article should point you in the right direction.

The Fourth Amendment has been challenged several times in regards to searching someone's garbage. The U.S. Supreme Court ruled that it is not a violation of a persons Fourth Amendment.

In 1984, surveillance was conducted every week for two months, and at least once more a month later by the Laguna Beach Police Department where an Investigator obtained the trash that had been left on the curb in front of a house. This became one of the most notable cases, *California v. Greenwood* [486 U.S. 35 (1988)] when the Court ruled that garbage was public domain. Justice Byron White delivered the Opinion of the Court "the issue here is whether the Fourth Amendment prohibits the warrantless search and seizure of the garbage left for collection outside the curtilage of a home. We conclude, in accordance with the vast majority of lower courts that have addressed the issue, that it does not." In the Oral Argument, Justice Antonin Scalia said, "it is common knowledge that plastic bags left along a public street are readily accessible to animals, children, scavengers, snoops and other members of the public. Moreover, respondent placed the refuse at the curb for the express purpose of conveying it to a third party." The Chief Justice, William Rehnquist, Justice's Blackmun, Stevens, O'Conner and Scallia joined the Opinion while Justice Thurgood Marshall joined Justice William Brennan's dissent. Justice Anthony Kennedy had recently been appointed to the Court and did not participate in the consideration or decision.

In *United States v. Shanks* (7th Circuit 1996), the Court held that because "the garbage cans were readily accessible and visible from a public thoroughfare," Booker Shanks, also known as Willie, "could harbor no reasonable expectation of privacy."

The U.S. Court of Appeals held in *United States v. Hedrick* (7th Circuit 1991), the defendant "had no reasonable expectation of privacy on garbage left on his driveway for collection, even though it was on the curtilage, because there was no fence or other barrier securing the area." The Court, in effect, said that the Fourth Amendment issues do not solely depend on curtilage.

In *United States v. Dunn*, 480 U.S. 294 (1987) and *United States v. Pace* (7th Circuit 1990), the Court established four factors to determine whether an area is curtilage: its proximity to a home; whether the area is included in an enclosure surrounding the home; the nature of the uses to which the area is put; and protective measures taken to protect the area from sight by passersby.

The Court addressed the dumpster issue in *United States v. Dunkel* (7th Circuit 1990) when they said there was no expectation of privacy in a multi tenant office building dumpster, "since it was accessible to all persons." In *United States v. Hall* (11th Circuit 1995) a search of a dumpster on "private property, forty yards from public property, did not violate the Fourth Amendment where the dumpster was in public view and there was no effort to exclude others from it."

The next time your computer dumps, the mouse sticks, the program locks up, or your power surges, instead of throwing it all away in the garbage, just take a walk on the information highway.

Ken Walter
Carolina Investigations, Inc.

Other Case Law:

United States v. Wilkinson *United States v. Comeaux* (8th Circuit 1992) (1st Circuit 1991), *United States v. Redmon* (7th Circuit 1997), *North Carolina v. Hauser* (N.C. 1995,)

Reprinted from the April - May - June 2003 Issue of the SCALI Journal

Dear Members:

I have given much thought to another term as director of SCALI. I have heard from some members regarding their thoughts on the matter. I have decided to run for one more term. I feel that having continuity right now would be helpful to the Association if the membership sees fit to elect me for these reasons:

SLED hierarchy has changed and they will be overseeing many issues that will impact us. I would like to steer us through those changes. We will be working with new Regulatory personnel and there is no promise to keep our place on the advisory committee intact and I expect the way we do things with them will be changing somewhat. I would like to work with them to insure our that we have a seat at the "table". Some changes have already been made even after Dave and I met with the new Captain.

I have spoken with our accountant who advised me that our accounting system needs to be redone with an updated version of Quickbooks. Our system is not sufficient for our needs and we will be making changes for optimal use. I can work with her to resolve issues that our current system creates and work on streamlining it for the future. Fortunately, our growth has created a different approach that can be changed for the better.

I have met other national and state leaders who want to work with us on improving the industry and getting states more involved in shaping and making the profession more adaptable to the changing legal environment. I would like to see SCALI in an active role and know that I can be effective there.

I hope all of you will try to attend the annual meeting in Greenville May 14th. Your voice is important and your Regional Directors and I want your input.

Vicki D. Childs, MS
Blazer Investigative
P.O. Box 21297
Charleston, SC 29413-1297
843-971-0088
Fax: 843-971-0302
www.blazerinvestigative.com

Statement of Candidacy

My name is Ken Walter and I am announcing my candidacy for the position of State Director of the South Carolina Association of Legal Investigators for the 2009-2011 term.

I have been a member of SCALI since 1995 and a private investigator since 1993. I am currently the co-owner of Carolina Investigations, Inc. based in Spartanburg, SC. We have been in business since 1995.

I have been actively involved in SCALI since joining. I have attended numerous Seminars and Annual Conferences over these years. I have hosted and/or co-hosted three Fall Seminars for SCALI and am a co-host for the 2009 Annual Conference in Greenville, SC.

I am the current Publisher/Editor for the SCALI Journal and have held this position since 2005. During this tenure, I have expanded the size and content of the Journal and have succeeded in making the Journal a self-sufficient and sometimes profitable part of SCALI inventory. With the help of other SCALI members, I have assisted the current Administration with keeping up with membership changes and played a key role in the development of the current change of address/vital information link on our web site.

I published three articles before my term as the Publisher Editor. I received a SCALI Publisher/Editor Award for one of those articles. I am a past recipient of the Investigator of the Year Award as well as a past recipient of the SCALI Who's Who Award.

In my years in SCALI I have made friends with people I consider to be living legends as well as others who will be life-long friends.

As an Administrative agenda, I would look for people who can help grow this Association. We need the enthusiasm of youth and the wisdom of the experienced. I believe I hold and honor both of these qualities.

In reference to the many years of rumors about me, let me address them now, once and for all, and may they never be whispered again:

- All rumors regarding kindness, generosity, civic participation and my love for my wife and children, SCALI and its members. These rumors are absolutely true!
- All rumors regarding tales of madness, debauchery, wildness and bad behavior. Well, what the heck, those rumors are probably true too!

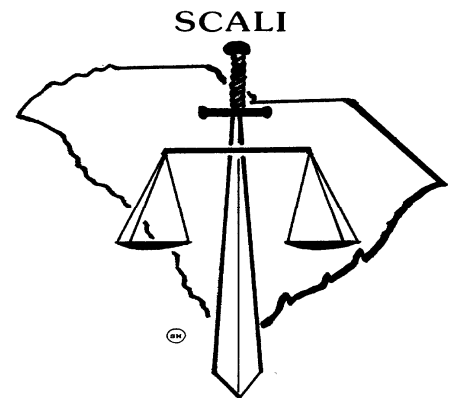
I would appreciate your vote for the State Director position.
I'm Ken Walter and I approved this message.

With Kind Regards,
I Remain.

Truly yours,

Ken

Kenneth R. Walter
Carolina Investigations, Inc.





***NOTICE OF CANDIDACY FOR:
SCALI COASTAL REGIONAL DIRECTOR***

Members, I am announcing my candidacy for the elected office of Coastal Regional Director of the South Carolina Association of Legal Investigators (SCALI).

SCALI is a great association from which I have learned much and met many friendly and helpful folks. SCALI was a real jump start for me. Thanks to all of you that keep me straight. It's only appropriate that I give something in return to the Association.

I believe the Coastal Region has unexplored potential to be more active in the affairs of SCALI, will work toward that end, and solicit your support. Thanks.

See you all at the May SCALI Conference.

Don Wilson

**DONALD WILSON
CHARLESTOWNE DETECTIVE AGENCY
1643 SAVANNAH HIGHWAY, SUITE 155
CHARLESTON, SOUTH CAROLINA 29407
(843) 571-1420, (843) 278-2430 FAX
1-866-556-2031 TOLL FREE**

Fellow Members:

I would like to take this opportunity to announce my candidacy for the *COASTAL REGIONAL DIRECTOR*.

As some of you may remember, I have always tried to stay active in the association. During my membership I have seen and been part of, many of the regulations and standards that now governs us in this dedicated and honorable organization.

Many years ago, there was another private investigators association in South Carolina known as the South Carolina Association of Private Investigators aka SCAPI. I held dual memberships as many of you did also, and was President for five (5) years before we voted to dissolve the association and put all of our effort into SCALI. Having been a member of SCALI since 1991, I have participated in many steps to improve the association and the industry of private investigation, especially in South Carolina.

Since my being granted membership in 1991, the association has grown into a well respected force in the state and has earned the cooperation of SLED and many other private organizations to continue it's mission in upgrading the role of the private investigator.

Although the Coastal Region geographically covers a vast area, I feel it is time we get to know each other. We can do this in various ways and when we do, a discussion should produce quality suggestions to bring forward to our neighboring Regional Directors and in finality to the State Director.

We have legislated many valuable and important issues during the life of SCALI and we can continue this with the proper participation by all those who wish to forge changes and improve our association. One of the things lacking is the networking of more investigators. I know there are many investigators in the Coastal Region that I do not know or have not met. I would like to build the opportunity to change that situation. I feel communication is vital to our existence and success.

I direct this communication to all Coastal Region SCALI members. Please vote for me in the upcoming election.

I hope we all can attend the May Conference in Greenville, South Carolina.

Sincerely,

**Jack E. Geren, Jr.
SC PI Reg. #069277
SC PI License #1331**

**Carolina Cove Executive Center
2201 Boundary Street, Suite 312
Beaufort, South Carolina 29902**

www.JackGerenPI.com

**(888) 757.3295 toll free
(843) 522.0064 office
(843) 522.9057 fax
(843) 247.4450 cell**

Information Services LLC
PRIVATE INVESTIGATIONS

January 15, 2009

Kenneth Walter
Editor
The Journal
P.O. Box 4486
Spartanburg, S.C. 29305

Dear SCALI members,

I am announcing my intention to again run for the position of Midlands Regional Director for the years 2009 – 2011.

As a founding and lifetime member of the South Carolina Association of Legal Investigators I seek to assure that this organization retains the high standards we have achieved while continuing to improve the quality and image of South Carolina's Private Investigators.

Thank you for your support and, hopefully, vote.

Sincerely,



David B. Mac Dougall

Post Office Box 210034, Columbia, South Carolina 29221 • (803) 732-7770 • www.informationsservices.org

Statement of Candidacy

My name is Tracy Hoshell and I am announcing my candidacy for the position of Midland Regional Director of the South Carolina Association of Legal Investigators for the 2009-2011 term. Since 1996, my husband, George, and I have been owners of Consulting And Investigative Services, located in North Augusta, SC. We have been SCALI member since 2004.

I have been active in SCALI attending annual, semi-annual and regional meetings since my membership began. I and several regional SCALI members meet on a monthly basis in Aiken for breakfast to discuss pertinent issues. These discussions not only contribute our expertise to the Global issues on the forefront of ABC, NBC and the rest of the alphabet news-sources, but we also manage to find time to bring up and clarify concerns relevant to our business and operational practices.

As a member of the Executive Committee, I will work hard to support the membership in my Region and will be diligent in recommending improvements that may benefit all SCALI Members. I am most interested in promoting a more effective means of networking leading to more participation among SCALI members, benefiting all in the long run.

Thank you for your time and consideration and support of my candidacy.

Warmest Regards,

Tracy R. Hoshell



Hello fellow SCALI Members!

It has been my honor to represent the out of state investigators in this organization. Over the years I have learned much more than I could ever give to this group. I have made some great friends and business associates as well. In this world, that is a serious bonus. Thank you!

The At Large Director is different than most others. We cannot just have quarterly meetings as we are scattered to the north, south and west of S. Carolina. I have always tried to make myself available to assist with any question, comment or procedure dealing with SCALI or S. Carolina and the surrounding areas. I will continue to try and be there for anyone who needs assistance.

SCALI continues to face too many issues that can change our entire business as we know it. I respectfully ask the membership to allow me the opportunity to continue my efforts to make a positive impact on how the future spins for our industry.

I will always make myself available to any SCALI member in need and continue to do my best as the At Large Director for SCALI.

Thank you,

*Frank Rimsek
Savannah Investigative & Security Consults, Inc.
SCALI State Director at Large
O-800.256.2067
F-912.728.4331
C-912.663.1829
C-912.667.6711
SISC2000@aol.com
SC Lic # PDC1859
GA Lic # PDE048287*

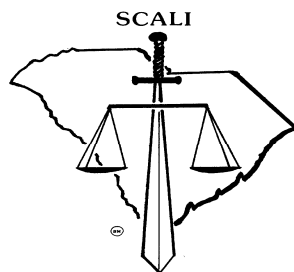
I would like to announce my candidacy for the Upstate Regional Director of SCALI. For those who know me, you know I have been in this position for the past four years. For those who don't know me, I am the co-owner of Carolina Investigations, Inc. in Spartanburg, SC. I have a BA from USC Upstate, have been an Investigator since 1993, and with Carolina Investigations since 1995. I have assisted in the planning of many conferences sponsored by SCALI and currently host a monthly meeting in Greenville. I am a firm believer in SCALI, both in its educational benefits as well as its networking benefits. I also feel that every member should have his or her voice in SCALI business. I believe every member of the executive committee should be accountable to the voting members of the organization. Regardless of the outcome of this election I will continue to be an active and productive SCALI member.

I humbly ask for your vote for the Upstate Regional Director so that I may continue to be your voice to the Executive Committee.

Your truly,

Marty

Marty K. Henderson
Carolina Investigations, Inc.
PO Box 4486
Spartanburg, S.C. 29305



To Catch a Cheat

Legal Considerations of Spousal Spying



By Austin Troxell
Cyber Investigation Services
Woodruff, SC 29388
www.cyberis.org

Introduction

Marital infidelity has a history almost as old as humanity itself. One of the most famous examples of a “wandering eye” is the account of David and Bathsheba, which occurred some 3000 years ago. That affair was revealed by none other than the God of the Hebrews through his prophet.

Although today’s adulterous spouses may not fear “divine disclosure,” they are susceptible, nonetheless, to discovery by technological methods that would have seemed almost miraculous only a few decades ago. Indeed, miniature covert video cameras, consumer-priced GPS tracking units, computer- and mobile- device forensics have enabled a suspicious spouse to check up on their mate in ways worthy of a James Bond movie.

As has become the norm in our era, advances in technology outpace advances in legislation. Many of us, as private investigators, are asked “What is right? What is legal?” when it comes to various means of extracting information from or via digital devices. I leave the answering to the first question to ethicists; the answer to the second is the focus of this article.

In what is now a standard disclaimer: I Am Not A Lawyer. (I also leave the abbreviating to others.) None of the views presented herein should be taken as legal counsel. If you have specific questions regarding particular methods and targets of data recovery, please consult an attorney. This is especially important as laws vary by state and the more restrictive legislation (state versus federal) generally takes precedence.

Abundance and Persistence of Data

Modern home computers, be they a PC or Mac, can be immense repositories of information that is not easily removed. As many are learning, sometimes to their chagrin, even the process of “deleting” computer files does not eliminate the information in those files. Such information may be retrieved with forensic utilities. Terms such as “unallocated space,” “file slack,” “unpartitioned space,” “host-protected area,” “Windows Registry,” “temp files,” “cookies,” and “prefetch (LNK) files” are all known to digital examiners as potentially fertile grounds for data recovery. Even so-called disk “wiping” or “sanitizing” applications may leave fingerprints (“deleted” WIP files, for example) that would lead an examiner to ask *why* such a utility was used.

Knowing *where* and *how* to look for information is a major challenge in digital forensics investigations. Knowing *what* to look for is critical to the investigation. Cheating spouses will often use email or instant messaging to communicate with their paramour. They may store digital photographs, even temporarily, on their computer for later viewing or printing. A person’s Internet browsing history may reveal travel plans, gift purchases, search history, online chat transcripts and so much more.

Knowing the breadth of potentially incrimination data that may be found on a digital device, an examiner may rub her hands in glee at the prospect of uncovering “hidden treasure.” This, then, brings us to consider a few specific classes of data and the legal implications of their recovery.

Email

One of the first questions we as investigator receive when discussing the topic of computer forensics is whether or not it is legal to “snoop” on another’s email. The answer to this and most other related questions is: It depends.

See **CATCH A CHEAT** Next Page

CATCH A CHEAT Continued

Other questions must now be answered, namely: Is the computer in the marital home? If so, is it located in a common area of the home or in a dedicated office within the home, perhaps even behind a locked door? If the PC or Mac is in a common area, has the suspected cheat protected her account with a password, which she has not shared with her spouse? Here, too, local law may prevail as to what is the community norm for the “expectation of privacy.”

Illustrating several of the factors that must be evaluated in such cases, New Jersey attorney Theodore Sliwinski relates the particulars of *White v. White*, 344 N.J. Super. 211 (Ch. Div. 2001) on his blog of March 26, 2007:

The White case is the first reported New Jersey decision that addresses the admissibility of a husband’s “private” email communications between himself and his girlfriend, which were accessed by the wife’s computer expert. The court denied the husband’s motion to suppress the emails on the grounds that the wife’s action violated the New Jersey Wiretap Act. Finding that the emails had been stored, i.e., saved, “post-transmission” in the husband’s personal electronic file cabinet, the court held that the Wiretap Act only applies to communications that are in transmission, and not to those that have been previously sent and saved.

The White court further held that the wife’s accessing the “private” email communications of the husband did not constitute an invasion of privacy, since the husband had no objective reasonable expectation thereof. The evidence showed that the emails were accessed from a computer maintained in a sunroom that the hus-

band had been occupying during the parties’ in-house separation; that the wife and the parties’ three children were in and out of the room for various reasons, including the use of the computer; and that, while easy to do, the husband failed to employ any privacy protection mechanisms to prevent unwarranted intrusions into his personal files. The court also found that the wife’s arguable snooping into her husband’s personal information to learn about his possible affair was not uncommon under the circumstances.

One can easily conclude that, had the husband taken at least minimal measures to protect his emails or if the wife had accessed these messages on her husband’s computer at work or from a web-based account, the court would have judged quite differently.

Keylogging

Frequently, it is not always possible or desirable to seize a computer for remote examination. The spouse under suspicion most likely will be alerted that someone is “on” to him and exercise greater caution in his online activities. In such situations, the option of installing a “keylogger” may be considered. Keyloggers come as both hardware devices, such as a USB “thumb drive” inserted inconspicuously in the back of the computer, or (more commonly) as a software application that is installed on the target machine.

Keyloggers operate by monitoring the keystrokes entered at the computer and forwarding a report of this activity to the suspicious spouse or her agent, typically via email. By merely monitoring or mirroring what is entered at the keyboard, keyloggers take advantage of a legal loophole on the federal wiretap act. This is quite clear in the wording of Los Angeles district court judge Gary Feess’s decision in the case of Larry Ropp, as reported by security analyst Kevin Poulson, as reported in November 2004

See **CATCH A CHEAT** Next Page

“KNOWLEDGE IS JUST THE BEGINNING OF UNDERSTANDING THE TRUTH”



ACTION gets the job done right the first time!

SERVICES

- Statewide Process Service
- Skip Trace Searches
- Computer Forensics
- Mobile Phone Forensics
- Computer & Internet Monitoring
- Asset Searches • GPS Tracking
- Adultery
- Child Custody
- Background Checks
- Workers’ Comp./Personal Injury
- Insurance Fraud
- Witness Statements
- Photography

JACK E. GEREN, III
 MOBILE FORENSICS EXAMINER
 PRIVATE INVESTIGATOR

A Limited Liability Company
 Licensed & Bonded
 SLED PDC #2665



ACTION INVESTIGATIONS & FORENSICS

2201 Boundary Street, Suite 312 Beaufort, South Carolina 29902

www.ActionPI.com CALL NOW! **(843) 321-0114** **FREE CONSULTATION**

R51 *89106

CATCH A CHEAT Continued

[Judge Feess] last month granted a defense motion to dismiss the indictment. Feess ruled that the interception of keystrokes between the keyboard and the computer's CPU did not meet the "interstate or foreign commerce" clause in the federal Wiretap Act, even if some of those keystrokes were banging out e-mail. "[T]his court finds it difficult to conclude that the acquisition of internal computer signals that constitute part of the process of preparing a message for transmission would violate the Act."

In an interesting concluding statement, Justice Feess wrote, "Thus, although defendant engaged in a gross invasion of privacy ... his conduct did not violate the Wiretap Act. While this may be unfortunate, only Congress can cover bases untouched." In other words, if we don't like the law, we must compel your elected representatives to change it.

Mobile Device Data

With cell phones, the law is much more clear and that clarity does not work in favor of investigators. Due to their nature, mobile devices act in "real time" and fall under both federal and state wiretap statutes. As such, any method of capturing a call or redirecting communications to a "cloned" system are illegal. I tell any colleague who is contemplating loading "spyware" on a cellphone "Don't do it... under any circumstances!" I doubt anyone wants to see their name in print in the form of "U.S. v. (YOUR NAME HERE)." I also doubt that a PI will earn enough from his client to pay the legal fees for what would be lengthy defense in such action.

Text messages (SMS), photos, address lists and other personal data may be stored on a mobile device. This information is recoverable with the following caveat: Make certain your client is the actual owner of the phone, either through their personal account or that of any business they may own. Many will hand you a phone, saying "I pay for it; it's mine!" One of my "lessons learned" as a digital forensics examiner is to ask, "Whose name is on the phone contract?" The answer should quickly eliminate any uncertainty as to ownership.

Telephone records from service providers may also prove quite valu-



SID C. JORDAN
PRESIDENT

**Jordan And Associates
Investigations, Inc.**

Comprehensive - Confidential - Experienced

1125 N. Kerr Avenue • Wilmington, NC 28405 • Office (910) 452-3636
Fax (910) 452-3104 • Toll Free 1-877-452-3636 • On Call (910) 367-9450
www.jordaninvestigations.com • NC PI Lic. #2251

able as to showing when two parties are speaking to each other, how often and for how long. Gaps in their patterns of conversations may also be indicative of their being together. Although many investigators may obtain these records through "pretexting," the only court-accepted method of obtaining these records is through a subpoena. Here, too, is where the services of an attorney are essential.

Future Developments

At this point, I offer a second disclaimer: I Am Not A Prophet. Having said that, I do predict that technology will continue to advance. We are starting to see convergence between the mobile device and computer industries. The lines between what is a phone and what is a computer are starting to fade with the introduction of phones that can be docked to form mini laptop computers. How will decisions be rendered in cases involving these new "hybrids"?

Because legislation *does* lag technology by several years, I also expect we'll see a few high-profile court battles in this decade that will redefine concepts such as "reasonable expectation of privacy" and "wiretap." Keep alert for such changes. Attend conferences and seminars that feature presentations on this changing technological and legislative landscape.

Summary

Modern digital devices and their forensic examination can be quite daunting. But, to a skilled examiner, these same items can provide a wealth of information about their users. Our challenge, as investigators, is to not only know the tools and techniques, but also current legal boundaries on what, where and how we collect that data.

Essentially, then, if you are examining a computer, be certain that you can establish that it is either owned outright by your client or that it is part of their marital property. If the device being examined is a cellphone, make certain that your client is the contracted owner. All call records obtained from the carrier must be obtained through a subpoena in order for them to be admissible as evidence in court. Above all, consult with legal counsel on questions of privacy and admissibility of digital evidence in your state.

Austin W. Troxell, MSc, CISSP



**DJG Investigative
Services**



Michael David Causey
Field Operations Manager

Phone 704-536-8025
Cell 864-630-6197
Toll Free 866-597-7457
Fax: 704-563-7433
Email: Michael@djginvestigativeservices.com

Cheatin' hearts pump up economy on Valentine's Day

By Wendy Koch, USA TODAY

Flowers and chocolate aren't the only big sellers for Valentine's Day. There's also spyware.

The use of tracking devices and hiring of private investigators surge around this holiday — an opportune time to catch a cheating spouse.

"If there's anything going on, a spouse will more than likely make contact with a lover on Valentine's Day, the day before or the day after," says Ruth Houston, author of the book, *Is He Cheating on You? 829 Telltale Signs*.

Private investigators agree. "Valentine's Day is a day of lovers, and sometimes the lover is not a spouse," says Jimmie Mesis, editor of *PI magazine*. That's why, he says, investigators are often busy this time of year.

Mesis says suspicious spouses are also turning to spyware, which costs less than a detective.

"They do their own CSI work," he says.

His website's sales of GPS trackers are more than 20% higher in the three weeks before Valentine's Day than at other times of the year.

Sales of spyware to track spouses — his customer service representatives talk with buyers about how they'll use the items — were 141% higher in the past four weeks than the monthly average for the preceding six months, says Todd Morris, CEO of BrickHouse Security.

Such devices, retailing for \$50 to \$400, include cameras hidden in alarm clocks, light scanners to detect evidence of sexual activity and devices to monitor e-mail.

Morris says he expected more people to stay home with their spouses in a weak economy, but sales suggest otherwise. "Apparently," he says, "money troubles don't stop the philandering."

The dismal economy is making it more difficult, though, for people to afford a private investigator.

David Hill, an investigator in Tuscaloosa, Ala., says he has had lots of inquiries in recent weeks, but often callers cannot afford his \$1,500 retainer.

This Valentine's Day is one of the few in the past two decades that has not triggered a surge in clients, says Kelly Riddle, owner of Kelmar & Associates in San Antonio, a firm of 39 private investigators.

It's the economy, Riddle says: "If they have a cheating spouse with a job, now is not the time to rock the boat."

How often spouses are unfaithful is unclear, because studies report varying results. In a 2006 survey of 3,000 adults by the National Opinion Research Center at the University of Chicago, 22% of men and 13% of women admitted to infidelity.

The heartbreak is tough to watch, especially after a spouse sees proof of the infidelity on video, Riddle says.

He recalls a Valentine's Day case of a man who had lunch with his wife and dinner with his lover of nine years, with whom he had a child. The man basically had two wives, Riddle says. "He brought a dozen roses to each of them."

KNOX INVESTIGATIONS



Process Service

Kenneth Knox

Private Investigator

864-427-5657

864-426-5111 cell

kenneth@wddlawfirm.com

SLED# PDC2272

108 West South Street

Union South Carolina 29379

THE Questioned Document laboratory

analysis/authentication of...

- | | |
|---------------------|--------------------------------|
| Bogus Checks ◀ | ▶ Computer Fraud |
| Questioned Wills ◀ | ▶ Forged Contracts |
| Anonymous Notes ◀ | ▶ Threatening Letters |
| Simulated Forgery ◀ | ▶ Altered Documents |
| Medical Records ◀ | ▶ & Photo/Document Restoration |
| Identity Theft ◀ | |

Over 30 years serving the Southeast
"Trust Experience"

W. A. Robinson, CFE/CMG

Telephone & FAX
1 (800) 640-6176

Court Qualified

P.O.S.T. Certified Instructor

Resumé and fee schedule upon request

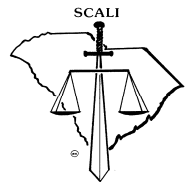
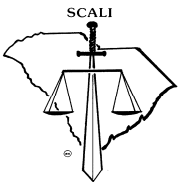
*Serving the legal, insurance and professional
community since 1979*

803-732-7770

WWW.INFORMATIONSERVICES.ORG

David B. Mac Dougall

SLED License PDC 381



A PI's Many Roles

Reprinted with permission March 2009

By Leroy Cook, The PI Pundit

"All the world's a stage.
And all the men and women merely players."
From As You Like it by William Shakespeare

As I prepared to send this article an article in the Los Angeles Times made my case. If you Google the LA Times and search for "Crashers" you will see what a determined and resourceful investigator can do by playing a role. It is interesting writer of "Crashers" didn't use the words "investigate" or "pretext". If licensed private investigators had done in most states with PI licensing laws what the "Crashers" article describes they would probably lose their licenses. Some of the very good private investigators I have known over the past thirty years had acting backgrounds and training. They knew how to play a role. It is hard to imagine a private investigator succeeding without the ability to play a role. Pretexts are the most obvious application. During nine years as an insurance adjuster I received excellent technical training in tort and contract law, statement taking and report writing. It was however, the three years spent in sales and sales training after leaving adjusting and before opening my first private investigation office to which I owed my success as a private investigator. It was as a sales person I got my best training at playing roles. A sales person is clearly on stage every time he or she steps in front of a prospect. Professional sales people have to act like they are not afraid every day. They have to act like they



INVESTIGATIONS

Investigative Services for the
Legal & Insurance Professions

Andrew Staffileno

PO Box 37382
Rock Hill, SC 29732

(O) 803-980-5005
(F) 803-980-5035
(M) 803-493-2005

Law Enforcement & Insurance
Claims Experience

www.ajsinvestigations.com

- Criminal/Civil/Personal Injury Investigations
- Skip Tracing
- Process Service
- Record Retrieval
- Background Checks
- GPS Tracking
- Surveillance
- Scene Diagrams & Photographs

SC License #PDC2239
NC License #3405

know the client is going to buy. They have to act like the client will love the product and will be glad it was bought. Successful selling is acting and acting requires courage, day in and day out. Many private investigators consider themselves at least as brave as the average person, if not more so. Thanks to legions of fiction writers, facing potential danger with courage or even sheer bravado is part of the private investigator image. The reality is, many private investigators lack the courage of a sales person. They would rather take a beating than make sales calls, especially cold calls on potential clients. They are not courageous in the face of possible rejection by a prospective customer. Many private investigators don't recognize and face the many roles they must play.

See **ROLES** Next Page



Toole & Associates, Inc. is a licensed and insured South Carolina Private Investigation Agency providing prompt, thorough and confidential services. We can successfully meet your information and investigative needs.

WE WANT TO HELP YOU!

**A PROFESSIONAL CONSULTING
& INVESTIGATIONS FIRM**

Charleston 843-571-6618
Myrtle Beach 843-444-0900
Fax 843-571-6619
Toll Free 1-877-866-5374
www.tooleinvestigations.com
info@tooleinvestigations.com



- GPS Surveillance
- Child Custody
- Domestic/Divorce
- Criminal History Searches
- Location of Witness/Skip Traces
- Process Service
- Pre-Employment Evaluations
- General Liability Investigations
- Medical Malpractice
- Workers Compensation
- Record/Asset Searches
- General Security Assessments
- Video Documentation
- Premises Liability

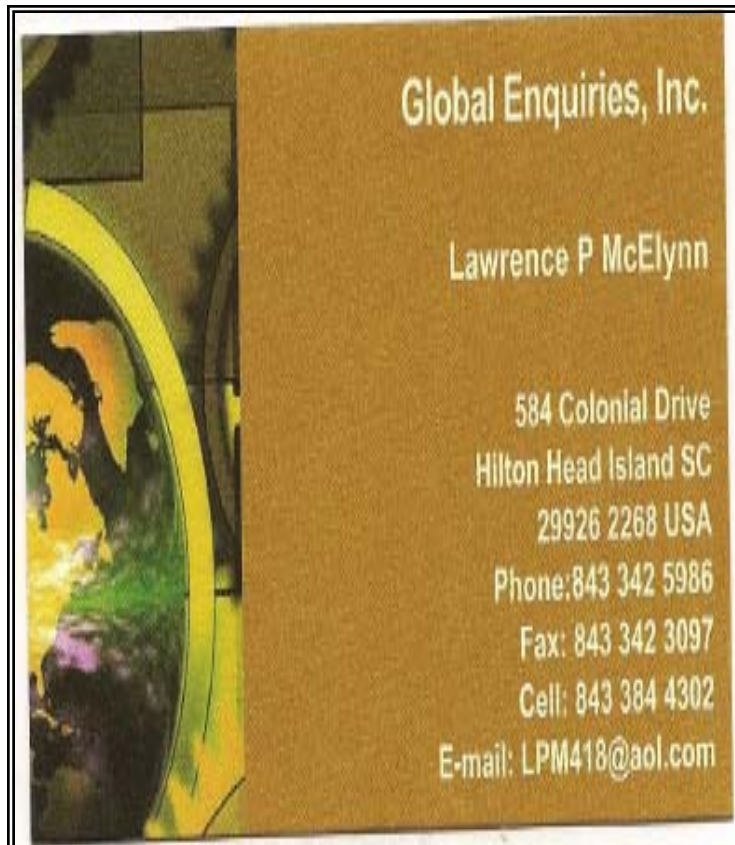
ROLES Continued

Many investigators think: "I am a good investigator and selling is below the dignity of a real pro like me." That is right up there with the excuses every sales person has used like: "It is really a nice day, probably no one will be home today so I might as well work in the yard." -- "It is really lousy weather today. I might as well stay in the office and do paperwork." – et cetera, et cetera

If we are all actors, it is important to understand and learn well the many roles we may have to play. When faced with making a pretext visit or phone call, the time spent doing the pretext can be small compared with the time spent beforehand thinking it through and rehearsing what will or might be said. Non investigator actors have it easy. They are given a script and only have to learn it without thinking through the desired end result and all the questions or unexpected situations which might be encountered.

In addition to the many roles required in the field, a successful private investigation agency owner must play the roles of, businessperson, boss, family member, community member, private individual and many more. It is easy to imagine the potential problems caused by failing to clearly differentiate roles. Treating a potential client or a family member like an unfriendly witness or like an employee would probably not bring good results. Each of these many roles can be discussed at length but for the purpose of this article, the role of being a player on the stage is a good image to remember any time performance is important.

I have been around a long time and have decided to avoid giving advice to the best of my ego influenced ability. My hope is that others might learn something helpful from my reminiscences. Failing to keep my roles straight nearly cost me my life in Alaska. I had recently been signed off to fly a Piper Super Cub when a client called and said he needed me to fly to Manley Hot Springs and get some statements before an insurance claimant could get there by road. Once I had the details I headed to the airport and prepared the Cub for the short trip. It was only a forty minute flight from Fairbanks to Manley while the trip by road would take closer to six hours. I had never landed on the Manley Hot Springs air strip before but knew it was a typical Alaskan village runway. During the forty minute flight congratulated myself on the coup I was pulling off as a flying PI. I ignored my immediate role as a pilot and spent no time practicing the use of the stick, rudder pedals and heel brakes in the Super Cub. I was most used to flying a Cessna with toe brakes and a steering type wheel that landed at a



much higher speed than a Cub. Half way down the short runway alongside the river I realized the plane was not responding to my efforts to keep it in the middle of the strip and I was still going way too fast. Only the Cub's powerful engine that announced my bad landing to everyone in the village kept me out of the river or trees. After getting leveled off and flying back over the village to line up another approach I saw everyone had come out of their houses to watch me crash on the second try. I got the roles straightened out in my head and made a good landing.

Failing to get a crucial interview or being burned on surveillance from being in the wrong role is not as bad as the wreck I nearly had but it can wreck a relationship with a client.

More information about Leroy Cook and more articles about the business of private investigation can be found at the ION web site www.investigatorsanywhere.com.



25th Annual Spring Conference

May 14-16

REGISTER ON-LINE AT WWW.SCALINV.COM

Conference Host : Marty Henderson (800) 573-2259 or email: marty@carolinainvestigations.com

2009 SCALI Annual Conference

Embassy Suites Resort Greenville, SC

<u>DATE</u>	<u>TIME</u>	<u>DAY</u>	<u>EVENT</u>	<u>LOCATION</u>
14	1:00 PM	Thursday	Golf Tournament; Host, Guy Johnson	Verdae Greens Golf Club
14	5:00 PM	Thursday	Early Registration	Embassy Suites
14	5:30 PM	Thursday	Executive Committee Meeting	Embassy Suites
14	6:30 PM	Thursday	Member Meeting/Election	Embassy Suites
14	8:00 PM	Thursday	Hospitality Suite Opens	Embassy Suites
...SEMINAR ..				
<u>DATE</u>	<u>TIME</u>	<u>DAY</u>	<u>SPEAKER</u>	<u>SUBJECT MATTER</u>
15	8:00am	Friday	Friday	Vicki Childs and Marty Henderson Welcome
15	8:30am	Friday	Donald Kneece	GPS Tracking, Ups and Downs
15	9:30am	Friday	Dave B. MacDougall	How to Find 'em
15	10:30am	Friday	Stephen Lewis, Esq.	Investigators and Premise Accident Cases
15	11:30am	Friday	<i>Break for Lunch</i>	Guest Speaker
15	12:00pm	Friday	LUNCH	Embassy Suites by SCALI / Sponsors
15	1:15pm	Friday	Bill Roberts	Armed Investigators
15	2:15pm	Friday	R. H. "Bob" Joseph, CLI	Testing for Latent Blood Stains
15	3:15pm	Friday	Jan Hargrave	Nonverbal Communication
15	4:15pm	Friday	Jan Hargrave	Nonverbal Communication
15	5:00pm	Friday	<i>Adjourn for day</i>	
..AWARDS DINNER ..				
15	7:00pm	Friday	Cocktails	
15	7:30pm	Friday	Awards Dinner	Marty Shapiro at Embassy Suites
15	8:30pm	Friday	Awards Presentations	
15	10:00pm	Friday	<i>Door Prizes and Adjourn</i>	
..SEMINAR .				
<u>DATE</u>	<u>TIME</u>	<u>DAY</u>	<u>SPEAKER</u>	<u>SUBJECT MATTER</u>
16	8:30am	Saturday	Discussion	Recap Friday's Presentations
16	9:30am	Saturday	Frank Grindstaff	Computer Forensics - Things you need to know
16	10:30am	Saturday	Stevee Ashlock	Credibility is Believability: Success in the Court Room
16	11:30am	Saturday	Fairfax Identity Labs	DNA Forensic Support for PI's
16	12:30pm	Saturday		Vicki Childs & Marty Henderson <i>Certificates and Adjourn</i>

NOTE: This schedule is subject to change as to time and as to speakers. SCALI strives to always have expert / knowledgeable speakers.

Basic Training for PI's

On Monday January 5, 2009 the South Carolina Association of Legal Investigators presented its annual Basic Training for PI's program. This is a one day training seminar was designed to give newcomers an idea as to how the business operates and what PI's really do.

SCALI members Bob Joseph, Ed Fewell, Monty Clark, Don Kneece and Austin Troxell gave of themselves and their time.

While the twenty attendees constituted the smallest class we have had those in attendance seemed to enjoy the program and hopefully took home some worthwhile information.

Thanks to all who gave their time and expertise to make this program a success.

David B. Mac Dougall

Columbia, South Carolina

**You May Never Know
Until You Hire Us To Find Out**



www.jackgerenpi.com
Jack2@jackgerenpi.com

MasterCard VISA AMEX

JACK GEREN, PI

Over 40 Years Experience
SLED PI LICENSE #1331

SERVICES

- Statewide Process Service
- Skip Trace Searches
- Asset Searches
- GPS Tracking
- Adultery • Child Custody
- Alimony Reduction

SERVICES

- Background Checks
- Workers Comp/Personal Injury
- Insurance Fraud
- Witness Statements
- Video • Photography
- Surveillance

Carolina Cove Executive Center
2201 Boundary Street, Suite 312
Beaufort, South Carolina 29902

522-0064



Morris Investigations

1201 West Boulevard
Chesterfield, SC 29709

James A. Morris
Licensed by SLED
Divorce, Accidents, Civil Papers
Civil and Criminal Investigations

Phone: 843-623-9141
Fax: 843-623-3783
Mobile: 843-921-2663

SUTTON & ASSOCIATES INVESTIGATIONS, INC.

PERSONNEL SURVEY/LOSS PREVENTION ANALYSIS
PRIVATE INVESTIGATIONS/LEGAL INVESTIGATIONS

CAROL R. SUTTON
PRESIDENT

1 Chick Springs Rd. • Suite 201
Greenville, S.C. 29609
Lic. # 0952

Bus: 864/232-9007
Fax #: 864/271-3898
wecucarol@aol.com

David Vine Associates, LLC

Aiken, SC

803-649-1184

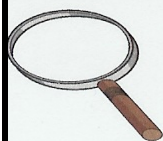
www.davidvineassociates.com

Workshops

- Internet For Investigators – 5 hours
- Advanced Internet Search For Investigators – 5 hours
- Internet Intelligence – Pending SLED Approval

CD-ROM Information Products

- | | |
|---------------------------------|---|
| ■ Computer Forensic Resources | ■ Open Source Intelligence Gathering Course Materials |
| ■ Encyclopedia of Investigation | ■ Open Source Intelligence Audio |
| ■ Fraud Investigation Resources | ■ INSPIRE (Special Ops) DVD |
| ■ Internet Search Help Guide | ■ Urban Survival Library |
| ■ Investigators Internet Guide | |

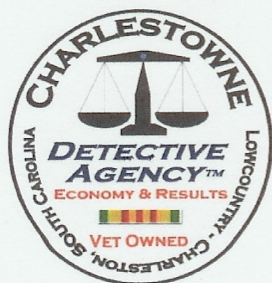


Charlestowne Detective Agency

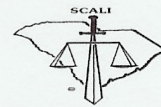
Post Office Box 30965. Charleston. South Carolina 29417

- Low Rate\$ & Saving\$ Strategies
- Credible Reports & Court Testimonies
- Safe, Honest, Planned & Lawful Work
- Close Client Communications

Call (843) 571-1420 ofc
(843) 991-8529 cell
(843) 556-5106 fax



Member - SC Assn of Legal Investigators (SCALI)



Specialties & Capabilities

- ◆ Workers Comp Validation & Case Mgt
- ◆ Injury, Safety & Quality Investigations
- ◆ Divorce, Custody and Disputes
- ◆ Legal Process Service
- ◆ Affidavits and Notary Services
- ◆ Employment Incident Reviews
- ◆ Surveillance, Photo and Video
- ◆ Background Checks and Suitability
- ◆ GPS Tracking

DONALD WILSON, Pres.
 SLED Licensed PDC 2322, Bonded
 25+ Years of Business & Private Investigations
 e-Mail: Charlestowne1@aol.com



A Veteran Owned Business

Please call for subcontracting availability

Directory

Listing

<p>Charleston, SC</p> <p>Carolina Investigations, Inc. info@Carolinainvestigations.com (843) 296-6200</p> <p>Blazer Investigations bigblaze@aol.com (843) 971-0088</p>	<p>Process Services</p> <p>Fewell & Associates Ed Fewell III PO Box 10802 Rock Hill, SC 29732 (800) 350-5562 pservices@comporium.net</p> <p>Knox Investigations Union, SC (864) 426-5111</p> <p>Consulting & Investigative Services thoshell01@comcast.net (803) 279-9003</p>	<p>Spartanburg, SC</p> <p>Carolina Investigations, Inc. www.Carolinainvestigations.com (800) 573-2259</p> <p>Spartan Detective, Inc. (864) 585-3384 www.spartandetective.com</p>
<p>Columbia, SC</p> <p>PSI Services itspersonal@sc.rr.com (803) 54605044</p> <p>Information Services, LLC 803-732-7770 www.InformationServices.org</p>	<p>Myrtle Beach, SC</p> <p>Toole & Associates, Inc. 843-571-6618 www.tooleinvestigations.com</p> <p>Regional Investigations, Inc. (843) 281-8178 bjrra@prodigy.net</p>	<p>Winston Salem, NC</p>  <p>(888) 431-6829 service@case-closed.net</p>
<p>Davidson, NC</p> <p>Centurion Professional Services cenproser@aol.com (888) 497-7656</p>	<p>Excabur Security & Investigations 843-839-9400 www.esiservice.net</p>	<p>Surveillance</p>
<p>N. Augusta, SC</p> <p>Consulting & Investigative Services Tracy R Hoshell (803) 279-9003</p>	<p>GPS SALES Carolina Investigations, Inc. info@Carolinainvestigations.com (800) 573-2259</p>	<p>Accident Reconstruction</p> <p>Alpha PI Services, LLC</p>  <p>Robert H. Joseph, CLI (864) 335-7098</p>
		<p>Firearms Training</p> <p>Servantis Bill Roberts (864) 449-8882</p>

Letter from the Editor



The SCALI Annual Spring Conference is set for May. Greenville, SC is the location. Speakers are lined up according to Marty Henderson and Bob Joseph. The golf tournament is scheduled according to Guy Johnson. The hospitality suite is on track says Bill Roberts. SLED has two-hours credit lined up to pass out to all attendee's. All you need to do is go to the SCALI web site and get signed up. That's right, just get signed up and of course, send in your money.

Since you are near the end of this issue, you by now have noticed that it is a very large issue. I want to personally thank everyone who has stepped up and submitted articles. I can always find content from the internet to fill the pages, but the information is a lot more useful when it is written or submitted by members like yourself. That goes double for the advertisers who have adorned this issue and all of the previous issues.

I want to thank those who have advertised in EVERY issue from the previous year. They are; Ed Fewell, Claud Fox, Mike Murphy, Shawn Toole, Vicki Childs, Don Wilson, Ken "Cooter" Knox, David Causey, Brian Jennings, Jack Geren, Jr., Andrew Staffileno, Dave Mac Dougall, W.A. Robinson, Monty Clark, Bill Roberts, Austin Troxell and Mitchell Barnes. Any ad helps. Please join this list of dedicated members.

I am going to take this moment to announce that Donna Brooks Brisbin of Thoroughbred Investigations, Inc. will become the Co-Editor / Publisher of the SCALI Journal beginning with the next issue. Donna brings years of outstanding investigative experience with her. She is the current Editor of another news source and has experience with all aspects of editing and publishing a media like ours. She will bring a lot of new ideas with her and help bring the Journal into its next phase. Please take the time to send her an email or phone call to welcome her and provide any thoughts you may have. She can be reached at (803) 649-0238 or email: donnabrooks@mindspring.com. Welcome aboard Donna.

I hope to see all of you at the May conference.



Please check out the advertisers who help bring this Journal to you.

Sincerely,

Your Friend,

Ken Walter

Editor, SCALI Journal

Here is the remaining list of advertisers for this issue. Please check out their services.

Spartan Detective Agency, Inc.
 Fewell & Associates, Inc.
 Blazer Investigative
 Toole & Associates, Inc.
 Consulting & Investigative Services
 William C. Bridges Investigations
 Knox Investigations, LLC
 David Causey, DJG Investigations
 PSI Services
 Charlestowne Detective Agency
 Centurion Professional Services, Inc.
 Jordan & Associates Investigations, Inc.
 Global Enquiries, Inc.
 Cyber Investigations

Fox Enterprises
 Jack Geren, PI
 Carolina Investigations, Inc.
 AJS Investigations
 Special Investigations & Recoveries
 Morris Investigations
 The Questioned Document Laboratory
 Information Services, LLC
 Clark & Associates
 Servantis Firearm Training
 Sutton & Associates Investigations, Inc.
 Davis Investigative Services
 Excalibur Investigations
 David Vine Associates

CENTURION PROFESSIONAL SERVICES, INC.

A Full Service Investigative and Security Consulting Corporation

INVESTIGATION / SURVEILLANCE

Worker's Compensation
Criminal – Civil
Pre Employment Screening
Security Clearances
Locate & Service
Commercial – Business /Covert Video
Civil & Criminal Record Research local, state and national – Asset Tracking



Licensed and Insured in North Carolina [License # 1631] and South Carolina [License # PDC1602]

Corporate Mailing Address:

**PO Box 129
Davidson, North Carolina 28036-0129**

Office Sites:

10800 Sikes Place, Suite 300
Charlotte, North Carolina 28277

19109 West Catawba Avenue, Suite 200
Cornelius, North Carolina 28031

(704) 895-1896 Fax (704) 895-1763 Office
Toll Free 1-888-497-7656

E-mail: CenProSer@aol.com

Mission Statement

"We will provide a quality work product with the highest ethical standards." *CPS Incorporated since 1994*

2009

Your Carolina Connection to Information

Centurion Professional Services, Inc. is a full service investigative and security consulting corporation incorporated in North Carolina with offices located in Lake Norman and Charlotte, NC.

(Charlotte – Metropolitan Area)

Centurion Professional Services is licensed and insured in North and South Carolina and specializes in Confidential Investigations tailored to meet the unique requirements of our clients.

M.F. Barnes is a 30 year veteran of the Charlotte- Mecklenburg Police Department and graduate of The University of North Carolina at Charlotte and the FBI National Academy. He has considerable experience conducting criminal investigations along with threat assessment and internal investigations for the business community.

J.E. Barnes has 29 years of banking experience. She has considerable experience with banking laws. She is certified in areas of recovering judgments and asset tracking.

PROFESSIONAL ASSOCIATION

- Member FBI National Academy – NC Chapter
- Past President FBI National Academy North Carolina Chapter
- Former Secretary-Treasurer FBI-NA North Carolina Chapter
- Member NC Police Executive Association
- SCALI – SC Assoc. of Legal Investigation
- NCICIE – NC Ins. Crime Info Exc.

SCALI COMMITTEE'S

AWARDS COMMITTEE

Guy Johnson
Carlton Bridges
Ed Fewell
James Gordon
J.W. Jacobs
Sadie Wannamaker

ETHICS COMMITTEE

Monty Clark
Jack Geren
Wayne Freeman
Donna Brooks Brisbin

SCHOLARSHIP COMMITTEE

R.H. "Bob" Joseph, CLI
Mitch Barnes
Ruth Miller
Tom Slovenski
Hyatt Whetsell

SLED's Advisory Committee

(SLED Appointed Permanent Members)

Bonnie Carter
R H. "Bob" Joseph, CLI
David Mac Dougall
Vicki Childs

(Permanent Members / SCALI Appointed)

Steve Abrams
Guy Johnson
Gerald Rounbehler
Hyatt Whetsell

SLED Advisory Members by Region

(SCALI Appointed)

UPSTATE - Bill Roberts, Mike
Murphy, OPEN

MIDLANDS - Paul Atencio, Tracy
Hoshell, Don Pridgon

UPPER COASTAL - Ron Blanchard,
J.B. Jolly, Charles Ward

LOWER COASTAL - Wayne Freeman,
Randy Caulder, Jack Geren



SOUTH CAROLINA ASSOCIATION
OF
LEGAL INVESTIGATORS, INC.



Director ~ Vicki Childs

Piedmont Regional Director ~ Marty K. Henderson

Midland Regional Director ~ Dave B. Mac Dougall

Coastal Regional Director ~ OPEN

Regional Director - At Large ~ Frank Rimsek

CALENDAR OF EVENTS

S

25th Annual Spring Conference

C

May 14-16, 2009

A

Greenville, SC

L

Conference Host: Marty Henderson

I

(864) 948-1333

marty@carolinainvestigations.com