

Janine Driver

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New York Times Best Selling Author of *YOU SAY MORE THAN YOU THINK*
(Random House - translated into 24 languages)

Washington Post Best Selling Author of *YOU CAN'T LIE TO ME*
(Harper Collins - translated into 16 languages)

Body language and Detecting Deception Media Expert for NBC's *TODAY* Show, CNN's *Dr. Drew On Call Show*, *The Dr. Oz Show*, *Psychology Today*, and *Cosmopolitan* magazine

Award-Winning Keynote Speaker with clients such as Procter & Gamble, Coca-Cola, Booz Allen Hamilton, MetLife, Lockheed Martin, AOL, Meeting Planners International, among others

Retired Federal Firearms Trafficking Investigator within the United States
Department of Justice

TECHNICAL SKILLS

Microsoft Word
Microsoft PowerPoint
Microsoft Excel
Facebook
YouTube
LinkedIn
Twitter

SPECIALTIES

High-achiever
Self-motivated
Reliable
Effective under Pressure
Effective Multitasker
Strong work Ethic
Team player
Quick adapter
Problem Solver
Crisis Management
Effective Decision Maker
Body Language
Client Confidentiality
Eager to teach and learn
Intuitive Leader
Relationship-builder
Delivers Measurable Results
Communication Skills

RELEVANT EXPERIENCE

Body Language Institute (BLI)

Founder/President/Lead Instructor

Alexandria, Virginia

September 2003 – Current

Managing & Instructing:

- Lead a team of 6 award-winning communications instructors
- Instruct monthly 3 and 5-day body language and detecting deception certification courses to 10-20 executive students per course
- Award-winning keynote speaker for 75 to 100 events annually, total audience over 100,000 people a year (Clients include Procter & Gamble, Hard Rock, Prudential, Booz Allen Hamilton, Lockheed Martin, Meeting Professional International, Pharmaceutical Compliance Forum, STIHL, Coca-Cola, and hundreds more)

Research and Writing:

- Authored the *New York Times* Best Seller "*YOU SAY MORE THAN YOU THINK*" (CROWN, 2009) and "*YOU CAN'T LIE TO ME: The Revolutionary Program to Tune Up Your Inner Lie Detector and Get to the Truth*" (Harper One, 2011)
- Author blogs for *The Dr. Oz Show* and *Psychology Today* on nonverbal communication in the workplace, detecting deception, and relationships
- Contribute to articles on body language published in *Cosmopolitan* Magazine
- Conduct research to reinforce BLI course material and create new curriculum
- Created all worksheets and activities for BLI's Detecting Deception Power Team, 12 professionals put the *YOU CAN'T LIE TO ME* program to the test (results included in the book)
- Media personality for NBC's *TODAY* Show, CNN's *Headline News* (HLN), *The Nancy Grace Show*, HLN's *Dr. Drew Show*, *The Dr. Oz Show*

Bureau of Alcohol, Tobacco & Firearms (ATF)

Training Program Manager

Washington, DC

2001 – 2008

- Developed and led the training programs for Analytic Interviewing, Cognitive Interviewing, Detecting Deception, Firearms Trafficking & International Firearms Trafficking, Courtroom Testimony, Supervisor Advanced Training, and Support Staff Basic Training – with a \$2,000,000 plus budget
- Developed and implemented new and ongoing programs designed to change the performance policies and actions of the Bureau and external agencies
- Performed short/long-range planning and implemented policy in specialty areas

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RELEVANT EXPERIENCE CONTINUED

- Managed a training program that is of major importance and primary to the Bureau's mission (i.e., arson, explosives, firearms, tactical or defense tactics)
- Served as a subject matter expert in the development of policy and program guidance in the specialty area
- Advised ATF and top management officials, Federal, State, local and other agencies on specialty programs
- Interacted with Federal, State, local and international personnel in order to make decisions to approve or deny training to Federal, State, local or international personnel
- Demonstrated a strong understanding of and commitment to the "ATF Training Model" as well as ATF's missions and strategic plan
- Assessed, developed, delivered and evaluated all aspects of the occupational and organizational development needs in the program area
- Managed, projected, estimated, reprogrammed and authorized budgets from 3 to 6 million dollars or more for specialty areas represented
- Provided professional leadership and guidance in extending, improving, and monitoring existing programs and devised, developed and implemented innovative changes and long-term improvements
- Developed and utilized multiple measurement tools to evaluate the impact of training programs and objectives, and to assess course materials and improvement processes of ATF organizations and programs

Bureau of Alcohol, Tobacco & Firearms (ATF)

Seattle, WA

Field Supervisor

1999 – 2001

- Served as a Supervisory Industry Operations Investigator (IOI) assigned to the Seattle field division of the Bureau
- Responsible for the prevention, detection, and investigation of substantive and conspiracy type violations of laws enforced by ATF
- Supervised a group of IOIs stationed at field offices where group size ranges from small to moderate, who were engaged in substantive criminal investigation work and work greater than average in difficulty
- Gathered and pieced together intelligence and complex evidence often difficult to secure

Federal Bureau of Investigations (FBI)

Morgantown, WV

Program Manager (On a temporary detail from ATF New York)

1998 – 1999

- Developed and led the ATF-focused training with the FBI when the permanent Brady Bill was enacted
- Educated over 300 FBI analysts and trainers

Bureau of Alcohol, Tobacco & Firearms (ATF)

New York, NY

Public Information Officer (PIO)

1996 – 1999

- Provided information to media outlets by generating news releases, holding press conferences and acting as department spokesperson and media liaison to disseminate agency related information to inform and educate the public
- Monitored media coverage and responds to media inquiries
- Consulted with department officials in responded to media inquiries and promoted department programs and services
- Prepared, reviewed, and edited news conferences, press releases, scripts, articles, brochures, etc.
- Maintained contact with local media by participating in videotaped and telephone interviews
- Collected data and reviewed materials for media relations use
- Established and maintained relationships with representatives of community, employee and public interest groups
- Conducted public appearances, lectures or exhibits in order to increase awareness and to promote goodwill for the agency
- Conferred with agency personnel to identify trends and key group interests and public concerns
- Spoke to various groups to provide information, which included delivering speeches and presentations
- Provided training to employees on media and protocol

RELEVANT EXPERIENCE CONTINUED (2)

Bureau of Alcohol, Tobacco & Firearms (ATF)

Hartford, CT

Industry Operations Field Investigator/Firearms Trafficking Inspector

1996 – 1999

- Conducted investigations and inspections designed to carry out the Federal government's regulatory responsibilities pertaining to the firearms and explosives industries
- Identified evidence of falsification of records, inventories and document discrepancies through the analysis and examination of records, documents, and reports. Referring violations to special agents for further action
- Determined if persons desiring to enter business in the regulated industries meet established legal requirements for obtaining a federal permit or license
- Conducted interviews, inspecting buildings, and performing routine background investigations to determine suitability
- Prepared reports, which detailed results of investigations and inspections, and recommending further action when necessary
- Utilized knowledge of the Federal and state laws involving commerce in alcohol and tobacco, providing assistance to senior industry operations investigators, who are working with special agents on alcohol and tobacco diversion investigations
- Verified inventories and utilized intelligence data to analyze records and examining business operations
- Participated in conferences and discussions with Bureau officials concerning investigations and inspections
- Developed presentations for industry associations and the public

EDUCATION

Massachusetts College of Liberal Art

North Adams, MA

Bachelor of Arts in English/Communications - GPA 3.5/4.0

1988-1992

**Graduated Magna Cum Laude*

Additional Training & Certifications:

- Core trainer for the U.S. for Analytic Interviewing
- Certified instructor in teaching the 7 Universal Facial Expressions as seen on hit TV series "Lie to Me"
- Media expert for CNN, NBC, and CNBC on the body language, word content, and voice tone of witnesses, suspects, presidential debates and various subjects related to decoding hidden messages
- Institute for Analytic Interviewing – 80 hours 'Trainer the Trainer' in Analytic Interviewing
- Behavioral Analysis – 14 years Independent Researcher
- Cognitive Interviewing- Memory-Enhancing Techniques for Investigative Reporting – R.Edward Geiselman, PhD., Professor of Psychology UCLA
- Reading Facial Expression and Emotions – Maureen O' Sullivan, PhD., University of California
- Deception Detection – Retired Senior Special ATF Agent JJ Newberry
- Arab and Islamic Naming Analysis – Stephan Wooden, Retired Commander and Chief of the United States Army
- Psychological Disorders – Lieutenant Brian Smith, Los Angeles County Sheriff's Department
- Social and Conversational Rules – Richard Mullender, Hostage and Crisis Negotiation Unit at Scotland Yard