

# David P. Jude of DPJ Consulting, LLC

Established in October 2013, DPJ Consulting came into existence as a training company focused on worker safety and professional communication presentations. After years of training professionals on the best practices of personal safety during home / site visits, our founder David P. Jude recognized the need to make the company official and more substantive.

David spent over twenty-three years in law enforcement with a large portion of this time as a trainer and Commander of the Kentucky State Police Training Academy. He also served as Commander of the Public Affairs Branch and as Post Commander before being promoted to Major. Throughout his career both criminal and administrative investigations were ever present ultimately guiding the path to where DPJ Consulting is today.

After retiring in 2017, David made a couple of stops in the private sector before deciding to pursue one more childhood dream of building his own business. Just like that, in January 2019, DPJ Consulting became a full-service investigative agency providing expertise in criminal defense cases, pre-employment screening, and safety trainings.

Now, DPJ Consulting looks for gaps in the local investigations market where our company can efficiently and effectively expand our services to fill these needs. This creates a diversity of revenue sources for the company and allows us to position ourselves as a "one-stop shop" for legal support services. As an example, we have added Legal Nurse Consulting and Legal Transcription to our offerings. Both new services are investigation centered, directly related to our core functions, yet separate us from other firms in our areas.

Using this strategy, DPJ Consulting can meet the demands of our industry while establishing a core base of services which can then be scaled providing longevity, employee confidence and career growth, and professionally serve our clients in a more efficient manner giving them a better return on their dollars spent.

As DPJ Consulting has grown, so has our office. As of this writing, five people are providing our services: two investigators (David and Chip), one Legal Nurse Consultant (Stacy, David's wife), one Transcriptionist (Michelle), and one Account Manager (Amanda) who holds all our operations together. We are ready to grow again but will do so in a way which will be consistent with our formula of slow, predictable growth.

## PI Magazine: Give a short background on your company's principals.

**David Jude:** Our office offers a variety of professional diversity which brings to our table a broad view perspective of our cases and the work we choose to take on. David and Chip have career law enforcement backgrounds providing us a strong knowledge base with case management, witness interviews, evidence collection, and court preparation. Stacy is a career Registered Nurse with experience from the bedside to administration allowing her to assist across our investigative platform communicating with legal counsel on any medical related aspects to an investigation. Amanda has an organizational acumen critical to keeping our business growing while also providing invaluable, unique insights into each case.



David speaks at a local Chamber of Commerce luncheon about the services of DPJ Consulting.

## PI: What is unique about you as a PI?

**DJ:** DPJ Consulting employs a peer / team-based approach to each case. As a case is received, the work is assigned to one of our staff to review and then familiarize the others with the high-level details. We can then assign duties across each case allowing work to be done more efficiently for the client. We recognize each of us offer different strengths and skillsets, so why not utilize them? As a result, no one becomes overloaded with work while others are looking to get involved and everyone in the company has at least minimal knowledge across our case catalog.

## PI: What are your investigative specialties?

**DJ:** Whether with a client, counsel, or the community, building strong relationships is paramount to successful case management. These relationships are invaluable when gathering information through witness interviews or other personal contacts. Often, multiple visits may be required to a specific location which is made easier if a strong relationship exists. Seeing our work as an investment in relationships is much more preferred than viewing them as tasks.

Crime scene documentation should be able to tell a story to the jury. This is a significant gap we see across our cases. For example, attorneys often can't visit a crime scene, or the places of importance when litigating a case. For this reason, it is critical to "paint a picture" which allows counsel to connect appropriate data points all in service to the clients.

## PI: Who were / are your mentors?

**DJ:** If we were to list individuals, this section would need its own magazine! We love to learn and to do this, we must listen to those willing to teach. A guiding principle of our work is we can learn something from each and every person we come in contact. Whether an attorney sharing their knowledge on the law, a client opening up their lives to us, or a peer sharing a best practice for success, mentors come in a variety of forms, and we enjoy every moment with them.



## DPJ CONSULTING, LLC

**Owner:** David P. Jude

**Location:** Paris, KY

**Years in Business:** 8

**Licensed In:** Kentucky and Tennessee

**Investigative Specialties:** Criminal, Civil, and Corporate Investigations, Legal Nurse Consulting, Background Screening

**Your motto or slogan:** Knowledge • Experience • Trust

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**Facebook:** @DPJConsultingLLC

**Twitter:** @5CriticalAreas

**LinkedIn:** DPJ Consulting, LLC

**Instagram:** @dpj\_consulting

**WordPress:** @dpj13.wordpress.com



David P. Jude, Managing Member of DPJ Consulting; Stacy L. Jude, Legal Nurse Consultant; Amanda Fite, Account Manager; Chip Nowlin, Investigator

## PI: What changes have you seen in our profession since you started?

**DJ:** Technology! Technology! Technology! Over the last couple of years, and exaggerated through the Covid-19 pandemic, legal teams have moved from a paper trail of documents to file sharing programs such as Dropbox, Teams, and others. Just a short time ago, Discovery would be delivered to us through the mail or maybe a flash drive which takes time and is unproductive for sharing materials. Now, almost immediately, Discovery, records, and other case materials can be uploaded with quick access to the entire legal team.

File sharing systems have also changed our deliverables. Yes, we still produce "trial binders" for most of our work, however as the online systems continue to evolve and be relied upon, the need to complete a binder is replaced by the online organization.

## PI: What has been your most successful marketing tool?

**DJ:** Despite the changes in technology, DPJ Consulting has had the most success with utilizing mailers to advertise our services. As "old school" as this seems, mailers allow us to identify and target specific audiences with little financial investment but with a great return. To date, every time we have sent out mailers, we have gained new business. You just can't beat those returns!

Word of mouth is so very, very critical to success in this industry. We strive to give each client the "10" treatment, meaning on a scale of 1 to 10, every client is treated as a 10. Each day, we recognize that without our best efforts, we may not have a tomorrow. Ultimately, our business grows because clients choose to use us. We must never lose sight of our services are chosen.

## PI: What advice do you give to prospective PIs?

**DJ:** Quite simply, this industry isn't always what the stereotypes lead us to believe. Frankly, our profession is perhaps one of the most wide-open fields in existence. There are many different areas of specialization and so many ways to create your own niche. So, get involved. Explore the opportunities, open your mind to the possibilities and never, ever forget the path forward demands professionalism and the highest standards of excellence and ethical behavior.

## PI: Is there anything else you would like our readers to know about your agency?

**DJ:** DPJ Consulting is constantly looking for new ways to connect our services to those who need them. Additionally, we always welcome knowing and networking with other agencies to find areas where we can complement each other and work collaboratively to move this industry to heights yet known. Truly, the ceiling has not been reached in the private investigative world. We are glad to be a part of it all and can't wait to see what's next. **PI**



David and Stacy Jude reviewing cases together



David and Chip study a topographical map making plans to photograph a crime scene in a very remote area.