

Protecting High Net Worth Clients

Risk to the Rich



Anti Terrorism Accreditation Board

Emergency Response Manual

Chapter 325

Non Obtrusive is Best

Being wealthy, a celebrity or news worthy can make you a potential target of attack or kidnapping.



Paparazzi

Finding yourself in the news paper can also find you in need of protection for your family your business and yourself such as Mia Khalifa.



Becoming a Target

- There are things that you can be involved in that can make you a target over night.
- In most cases these people are unaware of how to handle their new found fame and have little or no security knowledge.



Political Views

- A clients political views or actions can increase the security risk around them.
- A protective agent must maintain a quality intelligence program to know what risk their client is facing at the current time.



Kidnapping of Aldo Moro (Italy)

- On March 16, 1978, on Via Fani, a street in Rome, a unit of the militant Communist organization known as the Red Brigades (Italian: *Brigate Rosse*) blocked the two-car convoy transporting Moro and kidnapped him, murdering his five bodyguards. At the time, all of the founding members of the Red Brigades were in jail; the organization led by Mario Moretti that kidnapped Moro, therefore, is said to be the "Second Red Brigades".



Kidnapping

The wealthier that you are the higher the probability of you or one of your family being the victim of a kidnapping plot.

Kidnappings around  the world

CELEBRITY KIDNAPPINGS

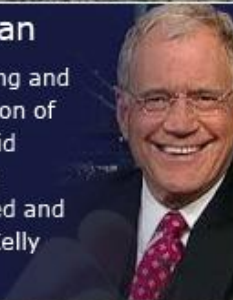
Julio Iglesias Sr.

Father of Julio Iglesias, abducted in 1985 and released



David Letterman

Attempted kidnapping and ransom plot of the son of Late Show host David Letterman, Harry, in Montana was stopped and the house painter, Kelly Frank, was charged



Jennifer Hudson

Nephew was kidnapped and murdered (along with the murder of her mother and brother) in 2008



Veruska Ramirez

Former Miss Venezuela kidnapped and released 3 hours later, after signing autographs for the kidnapers in 2003



Frank Sinatra, Jr.

Kidnapped, ransomed for \$240,000 and released after two days in 1963



Rajkumar

Kidnapped with his son-in-law and two other people, and released 108 days later



Ernestina Sodi and Laura Zapata

Kidnapped in Mexico City, and released after 18 and 36 days, respectively



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Business Men Kidnapped Most

- The most successful kidnappings are of High Net Worth Businessmen.
- They have insurance and they have a professional team in place that will negotiate a release.



More Money in Kidnapping Execs

While we hear about children being kidnapped the financial return on kidnapping of children is not nearly as high on children as with executives.



Background on Kidnappings

- The risk of kidnapping in the United States rises sharply with the increase in your wealth.
- As you become more wealthy your threat of becoming a target increases.



Executives More at Risk


Executives are more likely to be kidnapped than celebrities or dignitaries.

Times LIVE <http://www.timeslive.co.za/thetimes/2013/07/26/kidnapped-men-found-alive>

Were South African businessmen George Galloway and Mohsin Patel kidnapped by Whites? Even though more than 89% of all the violent crimes in SA are carried out by blacks, it is policy at all the mainstream news media such as The Times and of Naspers, to run stock pictures of WHITE CRIMINALS with their 'violent crime' stories. Why is that?

Kidnapped men found alive

BY VASHNI NAIR | 26 July, 2013 00:16



Under arrest. File photo.
Image by: MIKE SEGAR / REUTERS

Two of the three businessmen reportedly kidnapped in KwaZulu-Natal in the past month have been found alive.

Durban businessman Bruce Galloway, 59, was found yesterday at the bottom of a gorge in Forest Hills, and Mohsin Patel, a businessman from Underberg, was rescued on Tuesday from a Port Shepstone flat in which he had been chained to a bed.

But Bangladeshi Solaiman Rahaman, 41, is still missing.

Private investigator Brad Nathanson said students at the Birdle Road viewpoint, in Kloof, heard Galloway's cries for help from 20m below them.

Galloway said he had been pushed from the viewpoint by his abductors.

Risk Rises when Abroad

- Kidnappings increase when traveling abroad.
- You are most at risk when in transit.
- While traveling abroad you do not have the protection of American Law Enforcement and you may become victim of organized kidnapping groups that make their living kidnapping westerners.



Taking of Children

- Adult children of the wealthy are more likely to be kidnapped than their younger children.
- Kidnapping young children tends to turn public opinion against kidnappers.
- Motivates Law Enforcement to work harder.



Personal Attacks

- There are many situations where celebrities or VIP's are attacked by individuals, ex lovers or persons that for what ever reason do not like the client.
- Awareness of attack by weapon or acid is critical.



Bottle Necks

- You are most vulnerable when leaving or entering your house or your office.
- Your home and office are known locations and areas where you will always be.



Travel Risk

- Your risk is greatest when in transit and in bottleneck locations.
- You should vary your routes and take care not to drive to the home if being followed.



Personal Contact

- In most cases kidnappers attempt to have someone in their group make contact with the target.
- They will attempt to gain your confidence in an attempt to obtain greater access or get you to move to a more vulnerable area.



Executives at Risk

The most successful kidnappings are of corporate executives.



Have a Security Plan

- A protective security plan and policy greatly reduces the probability of kidnappings.
- Implementing a protective plan that addresses the vulnerable areas of the clients home and office.



Hardening the Target

- Hardening the “Target” will assist reducing the probability of attack of kidnapping.
- If it looks hard to enter they will go next door.



Protective Plan

A protective plan should include a good intelligence program as well as a comprehensive Counter Surveillance program.



Kidnapping by Known Individuals

Most kidnappings are committed by individuals that have spent considerable time around the target such as an employee, contractor, domestic, friends or relatives.



Exploiting Friendships

Kidnappers will exploit relationships and the clients friendship and confidence to obtain information and details on their movements, habits, security procedures and routines.



Implementing a Security Program

- The implementation of a comprehensive security plan and program will greatly reduce the probability of being assaulted or kidnapped.
- Counter Surveillance skills are essential to avoiding kidnapping.



Social Media Threat

The use of social media can provide tremendous amounts of information to anyone that has targeted your client from schedules, locations, photos of homes and vehicles and in many cases photos of the security detail.



Social Media of Family Members

While security education of the client on risk of social media to their security another major problem is other family members or staff posting information that may be critical to the clients security.



Risk from Individuals Near Client

- Most attacks or kidnappings will occur either by someone close to the client or with their assistance.
- Distant relatives, domestic help, contractors, friends, business associates and even security detail members.



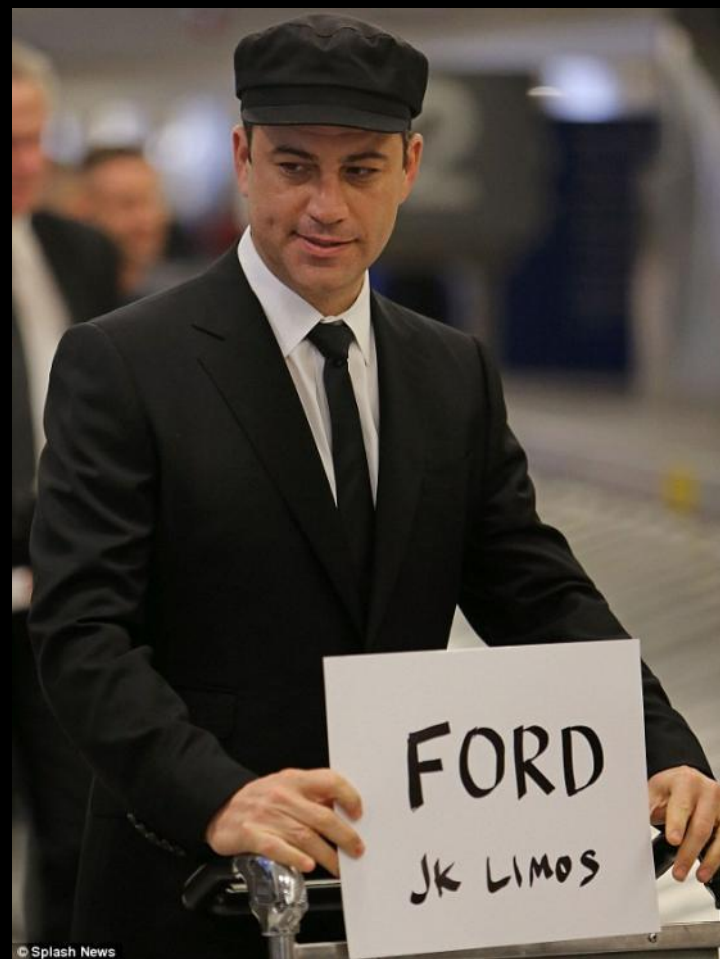
Security Sub-Contractors

When sub contractors are utilized especially in foreign countries it is imperative that the advance team have the budget to conduct due diligence on security sub contractors and others such as limo drivers.



Limo Drivers

- Many good protection programs are compromised by the utilization of unvetted transportation companies.
- One problem is that tour managers or secretaries book transportation and not the security detail.



Clients Don't Always Listen

- One major personality symptom of high net worth clients is that they are used to either being the decision maker or they are spoiled and used to getting their own way.
- Either option makes many of them ignore the advice of their security detail.



Over Riding Security Advice

- General Dozier sent his protective detail home against advice.
- "Terrorists disguised as plumbers kidnapped General James Dozier from his home in Verona, Italy, in 1981 and held him hostage in a secret location.



Arrogance

- I have seen many high net worth clients that believe their own media spin and think that they are smarter and tougher than anyone that could be targeting them.
- They do not think that anything can happen to them.



FameFlynet Inc.

Total Denial

- Many people just believe that “It will never happen to me”
- They feel that they are capable of handling any attacker themselves.
- I was told yesterday by a client that if he can get the attackers little finger that he can beat them.
- It is hard to debate a fool.



Security is a Pain

- It is hard to spend 24 hours a day with someone that you love.
- It is 10 times harder to have a stranger watching your every move 24 7.
- Few people want their entire lifestyle changed.



Fear of Frightening Staff

- Many individuals resist protection for fear of frightening the staff.
- Many fear that if the staff feel there is danger in the workplace that they will either quit or not come to work.



Expense of Protection

- Security in many instances is considered an added expense.
- Many people are reluctant to incur additional expense without absolute proof that there is an imminent risk.



Corporations and Liability

Corporations are often hesitant to establish a security detail on an executive because once in place they can't remove them without proof that there is no longer a threat without leaving themselves open to liability.



Naive

- There are many high value individuals that want their kids to grow up like “regular” kids and place them in public schools and do not want to provide a security detail to make them seem more “normal”.
- This action makes them vulnerable to kidnapping, paparazzi and information gathering.



Due Diligence

- As with any protective detail the success is in the advance.
- Conducting comprehensive background checks on all individuals with access to the client will assist in reducing the threat.



Ongoing Background Checks

- Regular auditing of individuals with access to the principal will assist maintaining the security of the client.
- Determining individuals with financial problems can reduce probability of the individual being compromised or committing a theft or kidnapping.



Greater the Access the Deeper Your Investigation

- The more access that an individual has to the principal the more in depth that the background check must delve.
- This is to include anyone with close access to include love interest.



Well Planned

- Depending on the amount of money that is at risk the plan can be very detailed.
- One kidnapping was planned for over 2 years. They found a woman with Red Hair (preferred by target) sent her to Japan to live where the target used to live, sent her to school to study what he studied, bought her his favorite antique car, taught her Japanese and had her dress the way he liked so that they would have many things in common.
- Once contact was made they began to systematically have him invest into businesses for her.
- When they had gotten all that he would give her freely they kidnapped him to get the rest from the family.

Utilize Technology

- State of the art video, audio and GPS tracking devices are available and should be utilized when possible.
- Personal GPS transmitters and tracking devices for executives and children.



GPS Tracking Devices

- Tracking and location devices are available for the client, their key employees and their families to include their minor children.
- Covert tracking devices available for the use by client in locations of high risk.



Surveillance Systems

- Surveillance cameras should be installed and **MONITORED** in all locations frequented by the principal.
- Surveillance systems will provide evidence as well as peace of mind by being able to see that the noise is a cat on your porch and not a burglar.



Communications

The client and all members of their inner circle need to be contactable and have functioning communications equipment where ever they are located be it by cell, radio or satellite phone.



In Review

- Avoid Bottle Necks.
 - Vary Routes.
 - Most vulnerable while traveling take extreme care.
- Be systematically unsystematic.
 - Don't do the same thing twice.
 - Change your schedule and locations.
- Make use of available technology.
 - Surveillance Systems
 - GPS Tracking devices
 - Personal Tracking Devices
- Avoid public transportation.
 - If possible you should control the transportation and avoid methods that provide access to your client by others.