

# THE CHRONICLE

*Newsletter for the Arizona Association of Licensed Private Investigators*



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## A Message from the Editor!

Hello and Happy Holidays!

The year of 2022 is over and we think it's time to celebrate! With so many new members, a fantastic annual conference, and a lot of exciting things to come for AALPI, this was definitely our best year to date.

We want to thank each of you for your support and your participation as you are the lifeblood of this group! We wish you the best and happiest holidays and a bright new year.

Cheers!

- Ellie St. Aubin - Editor

# 2023 AALPI ANNUAL MEMBERS' MEETING

*We will be hosting our annual members' meeting and elections next month - please join us and let your voice be heard!*

**Lunch buffet and course by Steve Mason  
\$50 for members; \$60 for non-members**

***Date: Saturday, January 14, 2023***

***Location: Venue 8600 in Scottsdale, Arizona***

**[Click Here to Register!](#)**



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 <p>1st Half Join AALPI <a href="http://www.AALPI.com">www.AALPI.com</a></p>	 <p>2nd Half Join NCISS <a href="http://www.NCISS.org">www.NCISS.org</a></p>
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The image is a promotional graphic for legislative protection. It features a blue background with white text. At the top, it says "You Need 'Both Halves' For the Best Legislative Protection". Below this, there are two white boxes with blue borders. The left box contains the logo for the Arizona Association of Licensed Private Investigators (AALPI) and the text "1st Half Join AALPI www.AALPI.com". The right box contains the logo for the National Council of Investigation & Security Professionals (NCISS) and the text "2nd Half Join NCISS www.NCISS.org".

# 2022 ANNUAL CONFERENCE



**Did you miss our recap of this year's conference in last quarter's issue?**

We had a fabulous turnout at the 2022 Annual AALPI conference and we appreciate each and every one of you for making it happen!

Believe it or not, planning for the 2023 Annual Conference is already underway. See the next page for how you can get involved.

A woman with dark hair, wearing a maroon top, is sitting at a desk in a dimly lit office. She has her hands on her face, looking stressed or tired. In front of her is a computer monitor, keyboard, and mouse. The text "TIRED OF BEING THE 'DIY' PI?" is overlaid in large, bold, white letters. Below it is a blue button with a white play icon and the text "THEPROFITABLEPI.COM". In the bottom left corner, there is a logo for "THE PROFITABLE PI" featuring a stylized figure in a suit and hat.

**TIRED OF BEING THE  
"DIY" PI?**

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THE PROFITABLE PI

# 2023 ANNUAL CONFERENCE

## *Here Before You Know It*

We know the excitement of the 2022 Annual Conference feels like it was just yesterday, but we are already preparing for next year's big event! It will be on September 16th and 17th, 2023 at Venue 8600 in Scottsdale.

It is never too early start planning the biggest event of the year, **especially if you want to be one of our vendors or sponsors this year!**

**(Download the [vendor/sponsor packet here](#))**

*Please email Bob Nalett at [bob@lawmaninvestigations.com](mailto:bob@lawmaninvestigations.com) or Sarah Purifoy at [sarah@luxanalysis.com](mailto:sarah@luxanalysis.com) with any questions.*



**INVESTIGATORS  
TOOLBOX**

# WELCOME, NEW MEMBERS!

The AALPI community continues to grow. Please help us welcome the new members from the last quarter of 2022:

**Ken Yohe**  
JTF Investigative Services LLC

**Ralph McLaughlin**  
Blue Line Research & Consulting

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# BEWARE: POTENTIAL SCAM

Sadly, we have seen some scamming emails with the AALPI name attached to it.

We want to be clear that **AALPI will never ask you for money or to spend money for reimbursement.** Please be wary of skeptical emails like this and always take a second look.

**From:** Robert Nalett

[<president04732@gmail.com>](mailto:president04732@gmail.com)

**Sent:** Friday, December 9, 2022 11:21 AM

**To:** Ty Sterling

[<ty\\_sterling@sterlinginvestigator.com>](mailto:ty_sterling@sterlinginvestigator.com)

**Subject:** REQUEST

Hi Tyrone,

Can you please spare me a little time in helping me out?

Best Regards

Robert Nalett



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# 2023 SPRING TRAINING COURSE

The wonderful Deborah Stonebarger of Analytic Investigations will be leading our Spring Training course this year on April 8th in Phoenix!

*Stay tuned for location and more details in our next issue!*



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# WHAT MAKES A GREAT INVESTIGATOR?

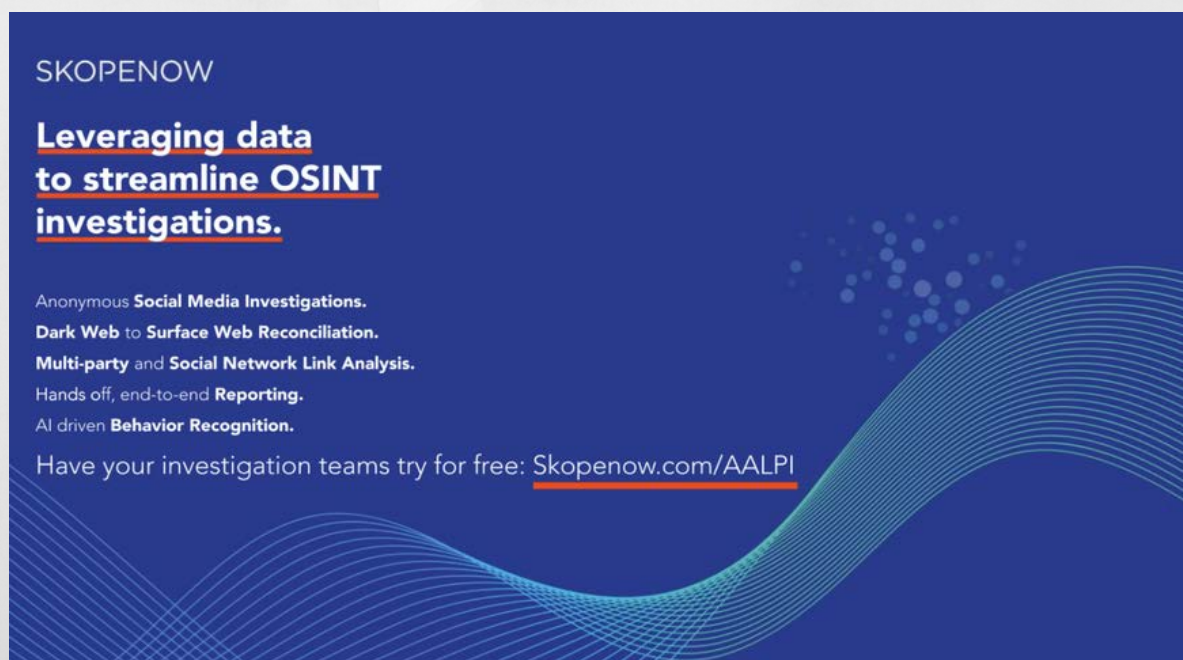
**AUTHOR: ELLIE ST. AUBIN - AALPI CHRONICLE EDITOR**

*I would like to take this space to announce my departure as editor of the AALPI Chronicle. I have truly enjoyed putting these newsletters together and connecting with this group of people. I thought I would leave you with one last article written by myself before I say goodbye. Something simple and lighthearted for the holiday season!*

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I remember my first official case on the job as a junior Investigator. I was doing a social media report on a guy who kind of reminded me of my dad. Like he had been down on his luck, but still smiling and doing his best (from the 10 photos I saw, of course). He was wearing a walking boot in some of his Facebook photos, and I remember **feeling just a little bit bad that I was stalking his page.**

We were investigating him for the defense side of an injury claim, and I recall thinking, "Well, he really is injured! Why are we bugging him?" At that point, **I hadn't even scratched the surface of the colossal iceberg that is Private Investigating.**

A blue banner advertisement for SKOPENOW. The text is white and yellow. The main headline is "Leveraging data to streamline OSINT investigations." Below it, there are several bullet points: "Anonymous Social Media Investigations.", "Dark Web to Surface Web Reconciliation.", "Multi-party and Social Network Link Analysis.", "Hands off, end-to-end Reporting.", and "AI driven Behavior Recognition." At the bottom, it says "Have your investigation teams try for free: Skopenow.com/AALPI". The background features a decorative pattern of light blue wavy lines and dots.

SKOPENOW

**Leveraging data  
to streamline OSINT  
investigations.**

Anonymous **Social Media Investigations.**  
Dark Web to **Surface Web Reconciliation.**  
Multi-party and **Social Network Link Analysis.**  
Hands off, end-to-end **Reporting.**  
AI driven **Behavior Recognition.**

Have your investigation teams try for free: [Skopenow.com/AALPI](https://skopenow.com/AALPI)

# WHAT MAKES A GREAT INVESTIGATOR?

It took some time, but before long I was thinking like an Investigator, too. Investigators' minds tick a little differently than the average Joe/Jane. Maybe some are already built that way and that's what led them to investigating, but for me, it mostly had to be taught.

And I think the beautiful thing about investigating is that it *can* be taught. You can come in as green as the cacti come and in a year's time be pushing out professional reports, capturing illuminating surveillance footage, and pulling historical court records everyone else thought had been expunged.

**But it was never about letting go of my humanity in order to become a great investigator. In fact, it was quite the opposite.**

*I had to embrace it more.*

I had to care so much about *finding the truth* and being incredibly *thorough* in my work, every single time.

I had to care about reporting with *integrity - accurately* and *unbiasedly*.

I had to *work closely with my team*, open-mindedly and unconditionally.

I had to care about being *honest* and *transparent* with our clients, even when I had news they might not want to hear.

And I had to *never give up*.

As one of my co-workers would say, "We don't ever want to tell someone 'it can't be done' or 'that's impossible.'" **Even if what is being asked of us seems impossible, something can always be done.**

These are values I now carry with me through life and in my work ethic, even though I have left the private investigating world behind.

At the end of my career, I had a newfound understanding of the mystic investigating world that lies beneath its surface...

# WHAT MAKES A GREAT INVESTIGATOR?

I realized when I was researching that dad-like claimant on my first day of work, I wasn't out to "get" him. I was accessing the public information and reporting exactly what was there. No gimmicks, no tricks, no deception.

I could have sympathy for the man *and* still play my essential role in discovering the facts. I understood the job at hand, and just how important that job was to everyone involved. Like the referee of a World Cup game: you have two emotionally (and usually financially) charged sides, and someone has to report the facts as-is.

My job was to find the information and report it. That was it - simple at face value. But it took *endurance, determination, attention to detail, and a willingness to learn, eternally to be successful.*

There is no special investigator gene that we are born with (at least that science has discovered yet), but these are the traits I found required to become a really great one.



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# WHAT'S TO COME?

## *Are you using a Licensed Investigator?*

### UPCOMING EVENTS

- Annual Members' Meeting
- Spring Training April 2023
- 2023 Annual Conference  
September 2023

Interested in Volunteering?  
Contact Bob Nalett at  
[President@aalpi.org](mailto:President@aalpi.org) to start  
today!

Become an AALPI Member  
by visiting [aalpi.com/aalpi-application-form/](http://aalpi.com/aalpi-application-form/)



*The Arizona Department of Public Safety Licensing Unit regulates private investigators, private investigative agencies, security guards, and security agencies.*

**[Click to go to azdps.gov](http://azdps.gov) Licensing Unit**

## WANT YOUR AD SEEN BY OVER 1,000 PRIVATE INVESTIGATORS???

*That's right, we have ad space for sale in The Chronicle! Contact Sarah Purifoy at [sarah@luxanalysis.com](mailto:sarah@luxanalysis.com) to discuss prices and spacing.*

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