

# 2022

January/February  
Legislative Edition

# The **FALI** Forum

Official publication of the Florida Association of Licensed Investigators

## In this issue:

FALI-U Lite Coming Up!	P. 03
President's Report	P. 04
Legislative Update	P. 06
FALI Area Updates	P. 08
Speaker Follow-Up	P. 11
FBCI	P. 12
Welcome to Our New Members	P. 13
The Big 3	P. 13
NCISS National Legislative Update	P. 14
FALI Conference Preview	P. 16
FALI Board Contact Information	P. 18

## Thank You to Our Sponsors

Click the Ads to visit the websites to support the businesses that support FALI!

NITA - P. 2  
JT Palmer - P. 10  
Legacy Purchasing - P. 17

Share Your News & Announcements with FALI  
Send to [admin@fali.org](mailto:admin@fali.org)

### Editorial Team:

Amy O'Rourke  
Jim Leusner  
Terry Roffler



Florida Association of  
Licensed Investigators (FALI)  
Post Office Box 2896  
Dunedin, FL 34697  
(727) 373-8028

**FALI CONFERENCE 2022**  
THE **27<sup>th</sup>** Professional Development  
Conference for Investigators  
May 5-7, 2022 Hilton Tampa Airport Westshore

### Preview of FALI Conference 2022

FALI has a long history of providing cutting edge education on the most relevant topics of the day. FALI Conference 2022 promises to be the best opportunity in Florida to enhance your knowledge, further your career, increase your earning potential, and network during this event dedicated to investigative professionals.

During the conference you will have the opportunity to meet renowned keynote speakers. You can attend tracks on subjects that can provide you with information to take home and apply to your business and skill set right away.

This year FALI members will have the opportunity to earn the Certified

Forensic Interviewer—FTER Method designation by attending the Pre-Conference seminar, with Brandon Perron on Thursday, May 7th. This is FREE for fully paid conference attendees. In addition, testing and certification are included for **FALI members** who successfully complete the program.

We are still working on the final details but you can get some Conference previews in this edition. The Conference web pages are still being updated but you can get a preview by clicking [HERE](#).

**See you in Tampa!!!**

Thank you to our website sponsor!



**NITA**  
SECURITY &  
INVESTIGATIVE  
ACADEMY

# ONLINE training at NITA.

**NITA is an approved provider of:**

- Florida CC Intern Training (40 hours)
- Florida State Exam Preparation
- Investigative Professional Development

*[investigativeacademy.com](http://investigativeacademy.com)*



Lunch: 12:00PM-1:30PM  
Sponsored by:



Click the logo to visit their website.

Click [HERE](#) to register

Wednesday, February 16, 2022  
10:00AM - 4:00PM  
*FBCIs can earn 5 CEUS!*

**Maggiano's Little Italy Boca Raton**  
21090 St. Andrews Blvd  
Boca Raton, FL 33433  
Lunch is included

**FREE For All FALI Members Statewide**  
\$99 for non-members

**Pre-registration is a MUST**  
There is only space for "50" participants.

*FALI-U Lite is a shortened version of the popular FALI-U full day program. Unlike FALI-U, which is for members with 3+ years of industry related experience, FALI-U Lite is open to all members, regardless of experience level who want to add more to their PI tool box. This event is FREE to FALI members throughout the State as well as those who are members of PI Associations in neighboring States*

**Session One: 10:00AM-12:00PM**  
**Infrastructure: Run your business – without your business running you!**

Presented by: Mark Murnan



Okay, you've started your PI business and you have some cases. In fact, you may have too many cases, and you're starting to feel the pain of doing the work and running a business. And if you're not careful, your work product will start to slip and you could lose the clients you've worked so hard to get. Welcome to the predicament of being "successful"! You already know how to do the work, but where will you learn how to run your business without your business running you? This presentation focuses on developing the necessary skills to build a sustainable and profitable business.

**Session Two: 1:30PM-2:30PM**  
**An 'Educational' Word From our Sponsor**

**TLOxp Tune Up:** Join the top expert and trainer for a deep dive focused on several of the most requested features that TLOxp provides to Licensed Investigators. Included is a thorough review of relationship reports, vehicle sightings, social media, incarcerations and arrests and our newly released Driving Violations Search along with some tips and tricks. And of course they will be answering questions.

**Session Three: 2:30PM-4:00PM**  
**Marketing to Plaintiff Attorneys:**  
**Get hourly rates insurance companies would never pay!**

Presented by: Mark Murnan

Are you tired of arguing with adjusters over your hourly rate? Are you working complex criminal cases for about a third of your regular rate and jumping through hoops to get paid by the state? Surveillance and court-appointed cases can generate revenue, but there is an entire market for investigative services that most PIs ignore, a market that pays not just a higher hourly rate, but also provides higher volume. There are many of them, and they require a fairly simple process to close and bill. This course will provide the attendees with the following information:

Click [HERE](#) to register

**Mark Murnan** is a Certified Legal Investigator (CLI) and a Certified Fraud Examiner (CFE). A former staff investigator for the Federal Public Defender, Southern District of Florida, he has over 35 years of investigative experience in both public and private sectors, and has assisted counsel in a myriad of criminal and civil cases. He is a past president of the Florida Association of Licensed Investigators and a past regional director for the National Association of Legal Investigators. Mr. Murnan's agency, Complete Legal Investigations, Inc., focuses on criminal defense, civil litigation and plaintiff personal injury investigations. He has written extensively for professional journals and often lectures on investigative procedure.

## Current FALI Stats

Members: 677

FBCIs: 44

## Remember to Report Unlicensed Activity

Anyone who tries to provide PI services without a license is taking money out of all of our pockets. If you come across someone doing this, make sure to report this using the "Report Unlicensed PIs" tab, on the bottom right side of the FALI website.

## FALI WEBSITE FAQ: Once you are logged in to your FALI Profile you can . . .

Renew your membership and update your profile 24/7.

Find business forms and samples, and other forms, under the "Resources" tab.

Find FALI Board meeting minutes, financials, and FALI Forums, also under the "Resources" tab. Some date back as far as 1994 when FALI began.

## LICENSE STATS (1/31/22)

Private Investigator "C"	6,983
PI Interns "CC"	1,327
PI Agencies "A"	2,626
PI Agency Branch "AA"	20
Statewide Firearm "G"	25,613
Concealed Weapon "W"	2,460,334

## NEXT PIRSAC MEETING:

Friday, May 13, 2022  
9am-12pm,  
Hyatt Regency Grand Cypress,  
Orlando, Florida

For more information, visit the DoL website by clicking [HERE](#).



## Richard "Rick" Root

FALI President

Greetings Members,

I'm going to keep my message to you short in this edition and encourage you to read the legislative articles that are the theme of this edition.

On Pages 6 and 7 you will read about the FALI Legislative team trip to Tallahassee to meet with legislators and encourage support of our bills to eliminate the sales tax on private investigative services. We had a very productive two days on "the Hill" and are feeling cautiously optimistic.

In addition I encourage you to read the NCISS legislative update on pages 14 and 15. What happens nationally can very easily impact us at the State level. In fact I would like to share this listserv post from Wes Bearden, NCISS Chairman of the Board.

Members,

I am cross posting this to several association list serves. Thank you to all associations for doing this.

Recently, NCISS has become aware of instances where foreign governments have hired or are attempting to hire private investigators. Many times, the foreign government is masking their identity as a US based company or a foreign commercial entity. They are then asking investigators to conduct investigative activities (i.e. surveillance, background investigations, location of assets and individuals) to aid in their foreign country's intelligence activities.

About a week and a half ago, the director of the FBI gave an interview to NBC News about the People's Republic of China's ("PRC") efforts to engage in economic and trade secret espionage against the US government, corporations, citizens and those in the US that are foreign born residents. In that interview, the director specifically pointed out that private investigators are being used by the PRC in an effort to collect information. His comments on private investigators is very brief, here is the link to the video: <https://www.nbcnews.com/politics/politics-news/fbi-director-wray-says-scale-chinese-spying-us-blew-away-rcna14369>. In a couple known instances, the client is a commercial entity. Of course in China, many large companies are in fact owned by the PRC and are, in essence, the government.

We are also aware that there have been arrests and prosecutions of private investigators for, among other things, violations of the Foreign Agent Registration Act. The Foreign Agents Registration Act ("FARA") requires persons acting as agents of *foreign governments in a political or quasi-political capacity* to publicly disclose the nature of their relationship with the foreign government or party, as well as their activities, and any receipts or disbursements in support of those activities. See 22 U.S.C. § 611; 28 C.F.R. part 5. Thus, an individual or firm that is being paid by a foreign government to collect information for its interests in the U.S. may be deemed a "foreign agent" and may have to disclose this information to the US government. To comply with this registration requirement, the foreign agent must submit a written registration statement to the United States Department of Justice. FARA is a complex law and there are exceptions. However, proving that you have an exemption is your burden. The US Department of Justice has information at <https://www.justice.gov/nsd-fara>. It is not an easy read but, it is a resource.

I just wanted to take a moment to caution you. If you are a US investigator and are working for a client that is overseas, you may have a duty to register under FARA if that entity / individual is in fact a foreign government. If it is just a citizen of a foreign country, that may or may not be necessary. But, you should be aware of the law and how it applies to your situation. Although this has happened a few times, we don't know how prolific it is and you should be aware of the potential issue. If you have questions, you need to seek legal advice or think about passing on a particular case. I cannot stress the importance of doing some due diligence on your client, in all situations, prior to accepting a case.

Please do not take this email as legal advice. It is not. The laws around FARA are complicated and are decided on a case by case basis. We are just wanting to bring this current issue to your attention. In prior years, many of us voiced concern about the danger of locating individuals for other individuals without good cause. In fact, NCISS adopted a resolution prohibiting that which is now part of our Code of Ethics. The above situation is similar but with a very much more complicated fact pattern.

NCISS will be hosting its National Town Hall. We do several of these a year. NCISS does one a year that is free. It is this Tuesday. Again, it is free and open to any investigative and security professional throughout the US. Feel free to register below. I have asked the leadership to mention the above on that call as an additional warning.

You are invited to a Zoom webinar.  
When: Feb 15, 2022 02:00 PM Eastern Time (US and Canada)  
Topic: NCISS Open Town Hall Webinar

Register in advance for this webinar:  
[https://us02web.zoom.us/webinar/register/WN\\_uFZ5Aq4sTaaWg4U0zHW\\_cQ](https://us02web.zoom.us/webinar/register/WN_uFZ5Aq4sTaaWg4U0zHW_cQ)

After registering, you will receive a confirmation email containing information about joining the webinar.

Thanks. And, stay safe out there!

Wes Bearden, NCISS

**Wes Bearden**  
Chairman of the Board  
Attorney & Licensed Investigator

Continued on page 5

## FALI Child Sex Trafficking Task Force

As you will see in this edition, we are getting ready to officially launch the website, and registration for FALI Conference 2022. (Although I'm told you can go on now and register.) During FALI Conference 2021 we had an informational lunch the second day of the Conference. This year we are making plans to take it a step further and offer Task Force members a training opportunity the day before the preconference. Details are being finalized and will be announced soon.

Whenever we "Hit the Hill" we always share our anti human trafficking efforts with the legislators we meet. This is an issue we can all get behind and for those who have bills filed on this issue, they are appreciate of our support. As many of you know one of the leaders of our CST Task Force is FALI Administrative Director Amy O'Rourke. Amy was instrumental in helping launch this effort here in Florida.

Over the last few years Amy has been volunteering her time as the Director of Operations for the FREE Network out of Tampa Bay. FREE is considered one of the Human Trafficking Task Forces under the Florida Attorney General. She was recently honored by United Abolitionists and Paving the Way Foundation at the 11th Annual Polaris Star Award on January 26th as Community Advocate Leader of the Year for 2022. The ceremony, hosted by the Tri-County Alliance on Human Trafficking out of Orlando, took place in Orlando while she was in Tallahassee with us. Our lobbyists made sure we got to meet with another Polaris honoree, State Representative Jackie Toledo (Tampa). Congratulations!



I look forward to seeing you at an upcoming meeting either in-person, or via Zoom.

Respectfully,



Rick Root, LPI  
FALI President

## FALI Officers

### Rick Root

President

T: (561) 237-5029

E: [rick@rickrootpi.com](mailto:rick@rickrootpi.com)

### Dan Riemer

Vice President

T: (954) 557-6111

E: [dan@southfloridapi.com](mailto:dan@southfloridapi.com)

### Tim O'Rourke

Secretary

T: (727) 463-3515

E: [timorourkecps@yahoo.com](mailto:timorourkecps@yahoo.com)

### David Keck

Treasurer

T: (727) 254-1994

E: [api@kecksv.com](mailto:api@kecksv.com)

## FALI Area Directors

Tampa Bay: Matt Aubin

Orlando: Position Open

Jacksonville: Richard Hedges

Panhandle: Natalie Clary

Broward/Dade: Jacques Houssou

Palm Beach: Position Open

Fort Myers/Southwest: Walt Zalisko

## FALI Committee Chairpersons:

**Advisory:** All Past Presidents

**Conference:** Amy O'Rourke

**FBCI:** Terry Roffler

**CST Task Force:** James Deering

**Elections:** Jack Belich

**Legislative:** Rick Root

**Scholarship:** Tim O'Rourke

**Bylaws:** Walt Zalisko

**Technology:** Michael Goodfellow

**Ethics:** Mark Aubin

**Publications:** Amy O'Rourke

**Recruitment:** Matt Aubin

### **Additional Support:**

**Administrative Director:** Amy O'Rourke

**Bookkeeper:** Heather Roberts

**Lobbyist:** Cynergy Consulting

**Next FALI Quarterly Board Meeting:**  
May 2022

## FALI Legislative Team Hits the Hill During Florida Legislative Session 2022

FALI was officially incorporated in 1994 with the express goal of uniting the PI industry in Florida under one unifying association. Previously, there were multiple organizations, each operating independently. With legislative attacks on the profession, the individual association leaders knew a united front was needed to lobby for the profession in Tallahassee. After months of unification talks, the first FALI Board meeting was held on December 4, 1993, followed by the official launch of FALI in 1994. We have been fighting for the profession ever since.

Annually the FALI officers meet with our lobbyist in Tallahassee to spend the day with legislators and their staff informing them of our concerns and working to ensure private investigators are represented as new legislation is written. As one legislator told us, "If you aren't at the table, you'll be on the menu." FALI will always be the voice of private investigators in Florida.

As you can tell from all of the updates that have been sent this has been a busy Legislative Session for FALI. The team has been working hard on our bills to repeal the sales tax on investigative services, House Bill [0763](#) by Representative Joe Casello and Representative Mike Caruso, and Senate Bill [1146](#) by Senator Ana Maria Rodriguez.

Thank you to all the members who took the time to send us their letters of support for the bill. This made a huge impact as did the visit by our team to the Capital on January 25th and 26th.

Our Cynergy team kept us busy for two days visiting 15 Senate and House offices to talk to the legislators and their staff members. Everyone they talked to were in support of removing this "Victim's Tax." The FALI team has worked hard to prove this tax has very little impact on the State fiscally but did have impact on the consumers who were being forced to pay this tax.

As you would imagine, several of the legislators are lawyers. They were particularly shocked to know that they were likely paying sales tax to their investigators some who just eat the cost of the tax rather than send it on to their client, the attorney. Anything can happen between now and the end of Session but we are feeling very optimistic. Stay tuned for updates and potential calls for action.

This effort is over 30 years in the making!

LEGISLATIVE UPDATE



*Heading to the Capitol*



**Rep. Stan McClain, District 23. Part of Marion County**



**Rep. Anna Eskamani, District 47, Part of Orange County**



**Rep. Jackie Toledo, District 60, Part of Hillsborough County**



**Rep. Michael Grieco, District 113, Parts of Miami-Dade**



# Updates and Messages from the Area Directors

FALI Area meetings offer members the opportunity to network with others and learn something new from guest speakers. Area Directors (ADs) work hard to recruit knowledgeable speakers. This continued on Zoom during the pandemic, and we learned several things:

- FALI members enjoy Zoom meetings.
- Zoom meetings allow members to continue to interact.
- Members who may have not been able to attend in-person meetings due to issues such as traffic, time and distance have been attending "at least" one, and sometimes, many meetings.
- Zoom meetings are part of FALI's "new normal."

## Monthly Zoom Options

We continue to offer one Zoom meeting each month. The afternoon training, which started during the pandemic will continue every other month. On the months when there is not training there will be an evening "all areas" meeting with Area Directors hosting.

Potential members are always welcome to attend one meeting as a guest. After that we ask that they join to continue taking part and show support of FALI. Meetings are announced via email and posted on the calendar section of the FALI website. If you are not receiving notifications of meetings, please send an email to both your AD, and [admin@fali.org](mailto:admin@fali.org) to make sure you are on the correct list.

## Panhandle/Tallahassee Area:

Welcome 2022!

I am excited and looking forward to a happy & productive year. For those who do not know me, my name is Natalie Clary and I am the Area Director of the Tallahassee/Panhandle region, based in Tallahassee. I am the proud owner of Align Investigation Services. We specialize in criminal defense/workers comp investigations and surveillance. As your Area Director I am here to serve as your liaison between you and the board, facilitate the Tallahassee/Panhandle area meetings. I encourage you to contact me with any comments, questions, or concerns you may have about our association and our industry, no matter how big or small.

Our fearless leader, Richard 'Rick' Root and several board members were in Tallahassee at the end of January for "Hit the Hill." They met with members of the Legislature to ask for their support of the FALI bills to end the sales tax on private investigative services. We had the opportunity to get together with several Tallahassee/Panhandle members for an update and networking dinner.

We had a great All Areas Zoom meeting on Wednesday February 9th with guest speaker Jim Casteel. The next All Areas meeting will be the State of the FALI Union in April. FALI-U Lite is scheduled for Wednesday, February 16, 2022, from 10 a.m. – 4 p.m., at the Maggiano's in Boca Raton, Florida. Our guest speaker is Mark Murnan who is local to the area. TransUnion is sponsoring lunch. Seating is limited so please register if you are attending.

As for our area meetings, they will continue to be held in Tallahassee and the Pensacola areas. The location and meeting times will be determined at a later date. In the meantime, should you have any comments or concerns about resuming to in-person meetings, please do not hesitate to let me know as soon as possible. As I have stated before, FALI is your association and we are here to serve

you. Therefore, with that being said, I also would encourage those who are interested in becoming a Spotlight Member (which is a wonderful opportunity to not only advertise your business and area of expertise but to also become a valuable resource to our FALI members), to also please let me know.

As always, I look forward to seeing you at the next meeting. Stay active, stay well, and more importantly stay safe. Should you have any comments, questions or just want to say "Hello," please do not hesitate to contact me directly at 850-294-9667 or [nclary@alignpi.com](mailto:nclary@alignpi.com).



Continued on page 9



**Ft. Myers Area:**

I hope you all are doing well and staying safe and healthy. I would like to welcome our new Fort Myers area members and hope to meet with you at our next in-person area meeting.

I urge all our members to sign up for the monthly Zoom training or All Areas meeting. While you're at it, please take advantage of an in-person training seminar, FALI-U Lite, on the February 16th. This will be at Maggiano's in Boca Raton on Wednesday, February 16th from 10:00 a.m. – 4:00 p.m. TransUnion is sponsoring lunch. We have limited capacity so please register as soon as possible.

More and more members are fulfilling the requirements to attain the prestigious designation of FBCI (Florida Board Certified Investigator). Earning an FBCI designation sets the investigator apart from others, and brings new business opportunities.

Stay safe and looking forward to seeing you at the next meeting.

Walt Zalisko  
[globalpi@comcast.net](mailto:globalpi@comcast.net)

\*\*\*\*\*

**Jacksonville/St. Augustine Area:**

Hello Jacksonville Area Investigators,

Hopefully, we will get back to everyone feeling comfortable with in-person meetings but, until then, we will still have some zoom meetings and trainings. At least we don't have to fight traffic for Zoom meetings.

I am always looking for speakers so drop me an email/phone call if you want to hear about a specific topic or know of a good speaker. Remember, this is YOUR association so stay active and get to know your fellow PIs as they might need your assistance, or you might need their sage advice.

Stay safe,  
Richard Hedges  
FALI Northeast Florida Area Director  
[RichardHedgesPI@gmail.com](mailto:RichardHedgesPI@gmail.com)  
904-669-4253

\*\*\*\*\*

**Broward, Monroe, Miami/Dade Area:**

On behalf of the FALI Association, I'm sending a big THANK YOU for your continued support in 2022. We are continuing to participate in Zoom meetings while waiting to find a proper location for face-to-face meetings. We want you to be part of this plan for transformative change by bringing new ideas and suggestions that can benefit all members. We have been looking for a location to hold our monthly face-to-face meetings. If anyone can suggest or know someplace, please feel free to contact me.

There is always something happening at FALI, and we will be counting on you as we charge into this new year. To find out more and how you can continue supporting the FALI Association through membership and/or volunteering visit [www.fali.org](http://www.fali.org)

I am looking forward to greeting you at FALI-U Lite on February 16th.

Best, Jacques Houssou  
305-930-5700  
[jacques@afiprotectiveagency.com](mailto:jacques@afiprotectiveagency.com)  
[Jacqueshoussou19@gmail.com](mailto:Jacqueshoussou19@gmail.com)

\*\*\*\*\*

**Tampa Bay Area:**

My name is Matt Aubin and I am the Tampa Area Director. I have served in multiple positions as an officer and director on the FALI Board since 2016. I am excited to continue to serve as the Tampa Area Director. I have been in the investigation industry since 2009. I am currently the managing partner at Southern Recon Agency and I work as a Cyber Investigation and TSCM specialist.

I'd like to invite everyone to attend a Tampa Area Sponsored event coming up on Monday, February 28th from 3pm-6pm. Full details coming soon but here's a preview:

**FALI Presents:  
Advanced PI Skills Workshop**

**Location:**  
The Atrium at the Law Office of:  
Bleakley Bovol Denman & Grace  
15316 N. Florida Avenue, Tampa, FL 33613

The FALI Advanced PI Skills Workshop is a 1/2 day event strategically developed to advance the skills of investigators in our profession.

**Speaker lineup  
Speakers:**

*Peter Warmka* is a former intelligence officer with the CIA who specialized in breaching the security of target organizations overseas through the artful manipulation of insiders. He now uses these human hacking skills developed throughout his career to teach people how to avoid becoming the next unfortunate target, whether it is you personally or your business.

*Mark J Aubin, Esq.* How to Stay out of Legal Trouble

**PI Skills Power Hour:** Three separate topics covered by three veteran Investigators within one hour and a brief open discussion at the end of each talk.

Click [HERE](#) for additional details.

# WE ARE THE KEY TO YOUR SEARCH!

MENTION THIS AD AND GET

**15% OFF**

YOUR NEXT ORDER

**YOUR  
RESULTS**

CALL FOR MORE DETAILS

- SKIP TRACING
- PHONE SEARCHES
- ASSET SEARCHES
- BACKGROUNDS
- EMPLOYMENT

**AND SO  
MUCH MORE!**

**JT PALMER & ASSOCIATES, LLC**

[www.jtpalmerassociates.com](http://www.jtpalmerassociates.com)

**(800) 808-0078 • (817) 894-3539**



This column is used to share information from speakers during their presentations at monthly meetings and/or trainings, as well as the FALI Annual Conference. Additional speaker follow-up can be found in the "Members Only" section of the FALI website.

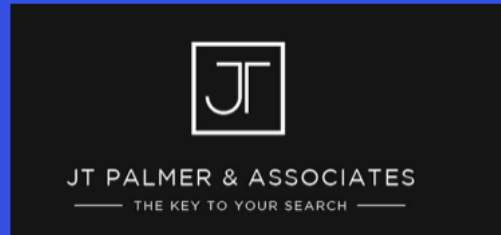
**January 12th FALI Zoom Training**

Thank you to Judy Shea for a very informative presentation on one of the most requested topics by FALI members. Judy reviewed GLBA and FCRA and answered participant questions. Her presentation can be found in the members' only section of the FALI website.




**Understanding GLBA & FCRA**

Presented and sponsored by:  
Judy Shea



**February 9th All Areas Zoom Meeting:**

These meetings always start with 30 minutes of networking in breakout rooms. This gives members a chance to get to know one another in smaller groups similar to the way they would at in-person meetings. For the February meeting we welcomed Jim Casteel, a long time friend of FALI, who gave a fantastic presentation on the use of covert cameras. Jim is the guru of finding creative ways for cameras to blend into the environment to capture images that help in cases. Jim is once again president of the Alabama Private Investigators Association and looks forward to working with FALI.



**Surveillance  
Cameras  
Techniques  
Conventional and  
Convert**

By: Jim Casteel



# FLORIDA BOARD CERTIFIED INVESTIGATOR



*Raising the Standards of Professional Private Investigators*

## **Upcoming FALI CEU Opportunities:**

FALI-U Lite = 5 CEUs

FALI Monthly in-person Meetings = 1 CEU each

FALI Monthly Zoom Trainings = CEUs vary

All-Area Zoom Meetings = 1 CEU each

FALI Conference 2022 = CEUs being calculated

## **How to check your CEUs:**

To see the breakdown of your individual CEUs please follow these steps:

*Login to your FALI profile*

*Go to Manage Profile > Professional Development*

*Journal Entries are the history of every CEU awarded*

## **A Reminder About Submitting CEUs**

We ask that FBCIs acquire prior approval for potential CEUs from organizations outside of FALI. However, if you can't or don't when you submit for CEUs, include as much information as possible about the training you attended. Just a certificate is not enough. The committee needs to see descriptions of the sessions you actually attended, as well as proof of your attendance. Please email this to [admin@fali.org](mailto:admin@fali.org) and it will be forwarded to the FBCI committee for review. You will be notified of acceptance or rejection.

## **Why a FALI Member Should Apply for the FBCI Designation**

In seeking and maintaining the FBCI designation, the investigator is making a commitment to being among the best in the profession. In continuing their education, FBCIs are making a statement to the public and their clients that they are committed to maintaining high standards for themselves - and the profession.

Prior to obtaining the FBCI designation, an investigator must demonstrate to a committee of their peers that his/her credentials are deserving of the FBCI certification. The designation of FBCI is a valuable certification that the public can have faith in - and the investigator can market either to client or employer. FBCIs have worked hard to achieve experience, and reputations for excellence. They continue with these efforts through the Continued Education Requirements of the program. Each applicant's credentials are carefully reviewed by all committee members prior to granting the designation.

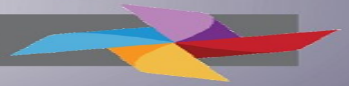
## **Are you interested in applying to be a FBCI?**

Click [HERE](#) for complete details about FBCI.

Click [HERE](#) to download the FBCI Policies & Procedures.

# welcome

## NEW MEMBERS



### Broward/Dade Area

Joseph Deters  
Pete Doimeadios (Welcome back!)

### Jacksonville

Tina Randolph (Welcome back!)  
Miranda Rios

### Tampa Area

Bob Busick  
Keith Hamilton  
Dennis Harvey  
Lisa Todd

### Big 3 Members

David Gonzalez—CALI  
James Gripp—CALI  
Tonya Sabo—CALI

### Out of State

Allison Bornstein—Connecticut  
Brian Harrer—New York  
Ryan Johnston - Colorado  
Todd Wellman—Nevada (Welcome back!)

### Unlicensed Specialist

Jeff Evans/IRB Search  
Mark Gainous/Delvepoint



*The Big 3 membership require that an applicant be a fully paid member in good standing of one of the three associations. They can then apply to the other two states at the Big 3 rate which is half of that state's regular out-of-state member price.*

*CALI's Associate Member rate is \$229 so the Big 3 rate is \$114.50.*

*TALI's Associate member rate is \$175 so the Big 3 rate is \$87.50.*

*Not a member of the Big 3? Click [HERE](#) for more information. Please note that you do have to join each association separately using their normal procedures. Make sure to use TheBig3 promo code to get the discount.*

Click [HERE](#) for CALI Information

Click [HERE](#) for TALI Information

# THE BIG 3



Click [HERE](#) for full details and to register!



Lobbyit.com

The NCISS Legislative Advisory Board (LAB) assists supporting member state associations monitor state legislative activity!

*NCISS extends its appreciation to FALI and members. NCISS has a strong relationship with FALI through Board members supporting FALI with membership. In addition, NCISS welcomes all the members of FALI supporting NCISS through membership, including several from the FALI Board and general membership!*

**Your NCISS Regional Director is:**

Alden Wheeler: Alden Wheeler Detective Agency – S.C., (864) 437-8850, [alden.wheeler@gmail.com](mailto:alden.wheeler@gmail.com)

## NCISS Update from Lobbyit

### WASHINGTON UPDATE

Happy New Year! Coming back from the holidays, the major end-of-the-year priority for the Biden Administration, the Build Back Better reconciliation spending package, appears to be on indefinite hold after failing to garner 60 votes in the Senate before the New Year. Congressional leaders appear to be pivoting towards other priorities.

Leading members of the House and Senate Appropriations Committees are meeting this week to resolve long-running disagreements over funding for FY22 spending programs. The federal government is currently funded until February 18th. These members are quietly trying to settle disagreements over funding increases for defense spending and certain controversial policy riders. Once the FY22 spending is resolved, Congress will likely begin the budgeting cycle for FY2023.

Other current priorities for Congressional Democrats and the Administration currently include voting rights legislation, continuing to deal with the COVID pandemic, and a possible additional COVID relief package for restaurants and other industries.

### OPEN COURTS ACT

Following passage of the Open Courts Act through the Senate Judiciary Committee, Lobbyit and NCISS held a joint meeting with key staff members from Sen. Rob Portman (R-OH), Sen. Rob Wyden (D-OR), and the House Judiciary Committee. The meeting was established to serve the following purposes:

1. Re-introduce NCISS to relevant policymakers working on issues of importance to NCISS;
2. Discover whether or not there are any opportunities for the Open Courts Act to be considered by the full Senate; and
3. Offer NCISS' advocacy, if helpful, to suggested offices to assist in pushing the Open Courts Act further through the legislative process.

The staff members appreciated the proactive outreach from NCISS and Lobbyit, particularly on an issue they are currently trying to move. There was some good back and forth between the three staff members and NCISS clarifying what exactly the legislation would seek to do and the practicality of its impact on practitioners such as NCISS' members. Notably, the staff members clarified that Courts already have guidance on redacting PII and that this bill wouldn't change the issue of redactions or rules around protecting PII.

Importantly, all three offices were in agreement that a formal endorsement of the legislation or Letter of Support from NCISS is unwarranted. Noting that it was unfair and incorrect, all three speculated that the impression of most Congressional offices of the private investigation industry was that of a for-hire-sleuth spying on a jilted spouse in a domestic divorce case. They suggested that some informal "get-to-know NCISS and the industry" meetings with Congressional offices would probably be well-served to address that.

Further, to the extent that we have relationships with Senate Republican offices (from which any potential opposition to the Open Courts Act would come from), we should quietly meet with and reiterate that this is a good bill. Senator Portman's office, in particular, is working to gather unanimous consent support for the bill from Senate Republicans.

### VICE NEWS ARTICLE

The same staffer for Sen. Ron Wyden (D-OR) who was in the Open Courts Act meeting separately sent a query to Lobbyit and NCISS about a Vice News article that was titled "Crook Sells Access to Data Tool Used by Private Investigators" and discussed how TransUnion's TLO could be used to lookup a person's Social Security Number and other sensitive information. He was interested in NCISS' reaction to the story. We offered to touch on the article at the end of the Open Courts Act but he deferred and suggest a separate conversation with him was more appropriate. That said, he has not pressed the issue since his outreach. Understanding that the article was not favorably written and that Sen. Wyden often approaches topics from a "looking for a problem to solve" angle, Lobbyit and NCISS is strategizing how and when to respond. At this point, it may be best to let the issue lie until if and when the staff member follows up.

Continued on Page 15

### PRO ACT

The Build Back Better Act had contained some provisions of the PRO Act within it. Since the bill has failed to gather 60 votes in the Senate and is indefinitely on hold, it does not seem likely that those provisions will be passed or implemented any time soon. Lobbyit is continuing to monitor any discussions on the PRO Act and will notify NCISS accordingly. Currently, there are not legislative plans to act on the PRO Act or any of its parts.

### LOOKING FORWARD

Looking forward, Lobbyit and NCISS will look to schedule some informal virtual meetings with Senate Republican offices to introduce (or re-introduce) the association and industry. These meetings won't necessarily advocate for particular pieces of legislation, but will afford us an opportunity to positively frame the industry, highlight the broader issue areas we care about, and offer NCISS as an expert resource should those on Capitol Hill need input on anything they are working on that may impact our industry.

## Invitation to NCISS Open Town Hall Webinar from NCISS President Lisa Turley

As the current President of The National Council of Investigation & Security Services (NCISS) I am inviting you to attend the Open Town Hall Webinar. The purpose of the one hour webinar is to introduce you to the national association, learn about our mission and purpose, meet and receive a legislative update from our lobbyist in Washington, D.C. and upcoming events. As a member of NCISS we work together with other member states including lobbying in Washington, D.C. to protect our interests in providing services to our clients. There is no cost or obligation to attend. Event sponsor, Matt Spaier with Investigator Tool Box will also be giving away a free Investigator Tool Box. Registration is required to attend NCISS Open Town Hall Meeting. Feel free to share with other professionals in our industry. Thank you. Register in advance for this webinar by clicking [HERE](#). After registering, you will receive a confirmation email containing information about joining the webinar.



## IN MEMORIAM

### NCISS LEADER MICHAEL L. DUFFY PASSES

*We are sad to report that Past President Michael L. Duffy, CEO of Per Mar Security and Research, headquartered in Davenport, Iowa, has passed away peacefully and unexpectedly, from covid/pneumonia at the age of 71.*

*Mike was the son of John J. and Eleanor Duffy, the founders of Per Mar. John Duffy was one of the founders of NCISS and its first President. The prestigious John J. Duffy Memorial Award, is made in his honor.*

*Mike Duffy followed in his father's footsteps in recognizing the importance of legislative involvement for the Security and Investigative professions. Directly or indirectly, Mike Duffy was instrumental in every legislative success that NCISS has made. From the Drivers Privacy Protection Act to correcting errors in the Fair Credit Reporting Act to influencing the Gramm Leach Bliley Act. Only through Mike's influence, were the legislative committees of NCISS able to get a seat at the table to testify before Congress on behalf of the profession.*

*Mike Duffy was a very successful businessman who expanded Per Mar far beyond what his parents had started, making it one of the few privately owned firms of its size in the country, that hasn't been bought out by public companies. Several of Mike's family including NCISS Past President Brad Duffy, have followed in his footsteps and remain with the firm.*

*Mike Duffy has served on the NCISS Board of Directors for over twenty-five years and his learned counsel and friendship will be greatly missed.*

# Join us for FALI Conference 2022

**Tampa, Florida**

**May 5-7, 2022**



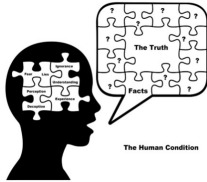
**Full Details Coming Soon  
Here's a preview of what to expect:**

## **Preconference:**

**FORENSIC INTERVIEWING - FTER - Forensic Testimonial Evidence Recovery**

*Presented by Brandon A. Perron, CCDI, CFI-FTER*

*National Director, Criminal Defense Investigation Training Council*



*Participants who successfully complete the program will be awarded the CDITC designation of CFI-FTER (Certified Forensic Interview – FTER Method)*

## **Conference Topics include:**

*Ethics*

*Marketing Beyond the Basics*

*Fraud Investigations*

*Mistakes PIs make regarding 493*

*Cyber Fraud*

*Social Media Investigations*

*FALI's Child Sex Trafficking Task Force*

*Family Law Investigations*

## **Conference Registration:**

**Early Bird Registration Fee FALI Members:** \$295 through April 13th

**Early Bird Registration Fee Non-Members:** \$425 through April 13th

The FALI website is still being updated but you can get a preview of the Conference by clicking [HERE](#)

## **Hotel Information:**

Hilton Tampa Airport Westshore

2225 N. Lois Avenue

Tampa, FL 33607

**Group Rate: \$129++ per night**

**Online Reservation: Click [HERE](#)**

**Phone: (813) 877-6688, Option 2, provide Group Code: FALI**

Note: The block rate is available through April 4, 2022 or sell-out, whichever comes first.  
Please reserve your room as soon as possible.





# Office DEPOT

[https://bit.ly/FALI\\_OD](https://bit.ly/FALI_OD)



## Office Depot Business Savings Program

Office Depot set out to make business simple and boost success by meeting the modern needs of small and medium-sized businesses. This program provides businesses with access to better pricing, tools, and solutions to help them grow.

### Program Overview

Save up to 10% off virtually all products at Office Depot and:

- Up to 55% off super savings on 400+ items
- 20% off Office Depot brand ink and toner; 10% off ALL private brand
- 20-55% off retail on Cleaning and Breakroom Products
- Technology Items up to 10% off Retail
- 40% off Black & White Copies; 25% off Color Copies

## How To Enroll (shop online and in store)

It takes less than 2 minutes to enroll for free!

- Visit [https://bit.ly/FALI\\_OD](https://bit.ly/FALI_OD)
- Click "Register + Create Your Office Depot Login" then REGISTER on the following page.
- Once enrolled, download your Store Discount Card & save the image to your phone to show in stores!
- Receive the same discounts online + in-store! It's simple.

To contact your dedicated Office Depot account manager: Bryan Davis  
[bryan.davis1@officedepot.com](mailto:bryan.davis1@officedepot.com)



## Rethinking Healthcare

NuWin Care provides quality, convenient mobile healthcare services that provide immediate assistance and offers unmatched peace of mind.

- Doctors available 24-7-365 (including holidays)
- \$7.50/month for your entire household
- \$0 copay, no limits
- Pay month to month with no contracts

Connect with a board-certified physician anytime, day or night, to receive prompt assistance for a large variety of ailments. Our remote healthcare services saves you money on rising healthcare expenses while bypassing inconvenient wait times associated with urgent care centers and emergency rooms.

Register online at [nuwincare.com/LPG](http://nuwincare.com/LPG) | Use activation code 'LPG' for exclusive pricing.

## Commonly Treated Conditions

- Allergies
- Arthritic Pain
- Cold & Flu
- Tonsillitis
- Laryngitis
- Pharyngitis
- Skin Infections
- Gastroenteritis
- Ear Infections
- Pink Eye
- Insect Bites
- Minor Burns, Sprains, & Strains
- Respiratory Infections
- Sinusitis
- Strep
- Urinary Tract Infections
- Sexually Transmitted Diseases
- Hypertension, asthma, diabetes

# IS YOUR ONLINE/MEMBERSHIP FALI PROFILE UP TO DATE???



Join us for the  
FALI Conference 2022  
May 7 - 9, 2022  
Tampa, Florida

## NOTES

Keep YOUR information up to date online- Log In TODAY! [www.FALI.org](http://www.FALI.org)

## FALI Board of Directors 2021–2022

### Executive Board

**Rick Root**  
President

T: (561) 237-5029  
[rick@rickrootpi.com](mailto:rick@rickrootpi.com)

**Dan Riemer**  
Vice President

T: (954) 557-6111  
[dan@southfloridapi.com](mailto:dan@southfloridapi.com)

**David Keck**  
Treasurer

T: (727) 254-1994  
[api@kecksv.com](mailto:api@kecksv.com)

**Tim O'Rourke**  
Secretary

T: (727) 463-3515  
[timorourkeps@yahoo.com](mailto:timorourkeps@yahoo.com)

### Area Directors

#### **TAMPA BAY REGION**

Citrus • Hernando • Hillsborough •  
Manatee • Pasco • Pinellas • Polk • Sumter

**AD: Matt Aubin**

T: (813) 373-4181  
[matt@srecon.com](mailto:matt@srecon.com)

#### **PANHANDLE REGION**

Bay • Calhoun • Escambia • Franklin •  
Gadsden • Gulf • Holmes • Jackson •  
Jefferson • Leon • Liberty • Madison •  
Okaloosa • Santa Rosa • Taylor • Wakulla •  
Walton • Washington •

**AD: Natalie Clary**

T: (850) 792-4095  
[nclary@alignpi.com](mailto:nclary@alignpi.com)

#### **JACKSONVILLE REGION**

Alachua • Baker • Bradford • Clay •  
Columbia • Dixie • Duval • Flagler •  
Gilchrist • Hamilton • Lafayette • Levy •  
Marion • Nassau • Putnam •  
St. Johns • Suwannee • Union •

**AD: Richard Hedges**

T: (904) 669-4253  
[richardhedgespi@gmail.com](mailto:richardhedgespi@gmail.com)

#### **ORLANDO REGION**

Brevard • Lake • Orange • Osceola •  
Seminole • Sumter • Volusia •

**AD: Position Open**

#### **FORT MYERS REGION**

Lee • Charlotte • Collier • DeSoto •  
Glades • Hendry •

**AD: Walt Zalisko**

T: (855) 444-7448  
[globalpi@comcast.net](mailto:globalpi@comcast.net)

#### **PALM BEACH REGION**

Indian River • Martin • Okeechobee •  
Palm Beach • Saint Lucie •

**AD: Position Open**

#### **BROWARD/DADE REGION**

Broward • Dade • Monroe •

**AD: Jacques Houssou**

T: (305) 930-5700  
[jacques@af1protectiveagency.com](mailto:jacques@af1protectiveagency.com)