

# 2025

November/December  
End of Year Edition

# The FALI Forum

Official publication of the Florida Association of Licensed Investigators



### In This Issue:

FALI Year in Review	Page 03
President's Message	Page 04
FALI-U	Page 07
FALI BootCamp	Page 08
What's Happening Around the State	Page 10
Membership Dues Update	Page 13
National Legislative News - NCISS	Page 14
Welcome New Members	Page 15
Speaker Spotlight: Kelly Riddle	Page 16
The Big 3	Page 17
Committees	Page 18
Conference Sponsors	Page 19

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As each year draws to an end most of us are likely thinking about the **challenges, opportunities, and successes** of the last 12 months. We all know that we aren't going to wake up on the first day of the new year and there will be a literal start over but figuratively speaking there is a reset of sorts that occurs.

Whether you are someone who believes in making resolutions, or setting goals, it is a chance to take stock of both your personal and professional lives and move into the new year with a plan of action.

We began 2025 with many members still facing the **challenges** of recovering from the devastating hurricanes of 2024. FALI saw the **opportunity** to assist by setting up The FALI Hurricane Relief Fund through which we were **successfully** able to assist other members in a small way. Thankfully Florida was spared during this year's season.

As members navigated the **challenges** of continuing to work while putting their lives back together FALI was there to continue offering **opportunities** for training, networking, subcontracting and collaborating resulting in many **successes**.

FALI is a family, and members stand ready to assist one another in many different ways leading to one another's successes. We wish all our members and friends the happiest of holidays and all the best in 2026.

**Please see page 3 for "FALI's Year in Review" to celebrate all that we accomplished in 2025**

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# FALI's 2025 Year in Review

## 2025 Area Meetings

A main challenge for our Area Directors (ADs) has always been finding a location for meetings. ADs in some areas alternate between locations to draw members from various parts of the region.

In 2025 we were pleased to hold meetings in **ALL** FALI regions for a total of 32 meetings.

FALI is always looking for new ways to serve our membership. As Florida's population centers shift so do the area were PIs live and work. As such, this year two sub groups of two larger regions were introduced to reach even more members.

### Meeting sponsors:

Part of the difficulty of finding a meeting location is finding a private room that does not require a minimum to be purchased in food and beverage. This year we had several members sponsor area meetings to help offset the cost.

Special thank you to Troy Fleming and the law firm he works for that offset the cost of Palm Beach area meetings this year:



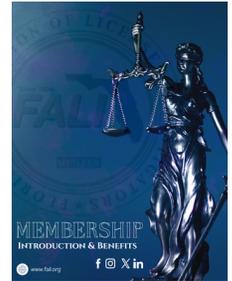
## Membership Growth

FALI's membership continued to grow in 2025. As of this edition of the FALI Forum we are just shy of 840 members.

Here's a breakdown of "new" members by area:

Ft. Myers: 8  
 Jacksonville: 15  
 Orlando: 25  
 Palm Beach: 9  
 Panhandle: 8  
 Southeast: 27  
 Tampa: 51  
 Big 3: 16 - Out of State: 15 - Out of Country: 1

FALI's new membership brochure: Read more by clicking on the graphic



## FALI Educational Events

**New training launch February 25th-Tampa:**



**New Conference location in Orlando**

**New pop-up training in St. Augustine**



**October 29<sup>th</sup> & October 30<sup>th</sup>**

## Legislative Efforts

- In March, the FALI Legislative team was recognized in the Senate with a resolution designating **July 24 as PI Day in Florida**.
- In December we got a head start on the 2026 Legislative Session by "Hitting the Hill" during Committee Week.
- Florida/Alabama PI Reciprocity:** Culmination of a process that began in 2016 between FALI and the Alabama Professional Investigators Association (APIA).



## Other Important Accomplishments

- Surge in use of Listserv
- Continued growth in membership.
- Annual Election conducted online.
- Awarding of "2" educational scholarships.
- FREE Preconference and G Requals
- FREE professional headshots for Conference attendees
- Special JAC Webinar during CDIN
- Growth of Zoom CDIN Monthly meetings
- Lunchtime meet-ups by FALI area at the Conference
- Increased social media presence
- FALI support of WAD's 100<sup>th</sup> Anniversary Conference

**FALI Stats**  
Members: 835  
FBCIs: 39

### 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 documents 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 (11/30/25)

Private Investigator "C"	6,923
PI Interns "CC"	1,364
PI Agencies "A"	2,567
PI Agency Branch "AA"	20
Statewide Firearm "G"	28,876
Concealed Weapon "W"	2,354,847

### NEXT PIRSAC MEETING:

February 12, 2026  
9:00am-12:00pm

Renaissance Orlando at  
SeaWorld  
2<sup>nd</sup> Floor, Grouper Room  
6677 Sea Harbor Drive  
Orlando, FL 32821

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



**Tim O'Rourke**  
FALI President

## Looking Ahead Together

Dear Members of FALI,

Recently, our legislative team and I spent three full days in Tallahassee meeting with key members of the House and Senate. I want to give you a clear, plain-language update on what we're working on and why it matters to every licensed investigator, security agency, and repossession professional in Florida.

### 1. Stopping the "UBERization" of Our Profession

Last year's deregulation effort (originally HB 1461) aimed to eliminate core agency licenses under Chapter 493 – specifically Class A, B, and R agencies. In practical terms, this would have turned our profession into a loose collection of independent operators with no central agency responsible for case management, supervision, or work product.

FALI opposed this for several reasons:

- **No responsible agency for the client.** Corporations, law firms, and private citizens need a licensed agency that is accountable for the work performed on their behalf.
- **Loss of reciprocity.** Our hard-won reciprocity agreements with other states are based on Florida's current agency licensing structure. Changing that structure would have wiped out those agreements.
- **Insurance and data access problems.** Without agency licensing, insurers and data providers would have a much harder time vetting us, increasing cost and friction for legitimate professionals.
- **Silencing the profession's voice.** The proposal also targeted PIRSAC (Private Investigation, Recovery, and Security Advisory Council), which is made up of licensees from each profession regulated under 493. Eliminating PIRSAC would strip away a formal channel for industry input and leave decisions entirely in the hands of the regulator.

The good news:

In our recent meetings, we reached general agreement that **Class A, B, and R agency licenses should remain in place.** Legislators understood that agencies are essential to protecting clients and maintaining professional standards.

### 2. What We Agreed Can Be Streamlined

As part of a reasonable compromise, we acknowledged that some license types are redundant:

- **Branch agency licenses:** Class AA, BB, and RR
- **Manager licenses:** Class M, MA, MB, and MR

Our position is simple:

The **licensed agency and agency owner** are already 100% responsible for the acts of their employees and subcontractors. Extra layers of branch and manager licenses add bureaucracy without improving public safety.

We will continue to monitor **HB 607** and its Senate companion bill closely as they move through the process to ensure these reforms protect both the profession and the public.

### 3. SB 357 – DMV Records and Data Sales

SB 357 targets the large-scale sale of DMV records to vendors who then resell that data, often for mass marketing campaigns. This is a major revenue stream for the state, but it has also fueled widespread misuse of personal data.

Our position:

- We **support stopping mass data sales for unsolicited advertising.**
- We are working to secure a **narrow exemption for licensed private investigators** who have a legitimate, lawful purpose to access DMV records in support of clients, litigation, and lawful investigations.
- While large data brokers have their own lobbyists, FALI's role is to protect the ability of licensed investigators to access the information we genuinely need to do our jobs.

#### 4. HB 410 – Protecting Investigators' Personal Information

**HB 410** is a pro-investigator bill that creates additional protections for:

- **Current licensed private investigators**
- **Retired licensed private investigators**
- **Their spouses and children**

The goal is to limit public access to our personal information, reduce the risk of harassment, and enhance safety for investigators and their families. As this bill moves forward, we will support language that ensures those protections are clearly written into law.

We are still early in the legislative process, and there will be changes and negotiations ahead. But here's the bottom line:

- Agency licensing (Class A, B, R) remains intact—for now—because we engaged early and spoke with one voice.
- We've identified and agreed to realistic areas of deregulation that do not harm public safety.
- We are actively guarding both our access to critical data and our personal **privacy and safety** as licensees.

Thank you for your continued support, your membership, and your willingness to stand together on these issues. FALI will keep you updated as these bills move through committee and beyond.

I wish you and yours a peaceful and joyful holiday season

Respectfully,

Tim O'Rourke  
President, Florida Association of Licensed Investigators (FALI)



## FALI Officers

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## FALI Area Directors

Tampa Bay: Matt Aubin  
Orlando: Mark Lang  
Jacksonville: Dave Snell  
Panhandle/Tallahassee: Matt Jones  
Broward/Dade: Hector Ventura  
Palm Beach: Aaron Johnson  
Fort Myers/Southwest: Will Alexander

## FALI Committees

Conference: Amy O'Rourke  
FBCI: Mark Aubin  
CST Task Force: Aaron Johnson  
Elections: Jack Belich  
Legislative: Tim O'Rourke  
Scholarship: Jerry Harre  
Bylaws: Walt Zalisko  
Ethics: Jen Cormack  
Publications: Amy O'Rourke  
Recruitment: Matt Aubin  
CDIN: K. McMillan  
Advisory: All Past Presidents

## Additional Support:

Administrative Director: Amy O'Rourke  
Bookkeeper: Heather Roberts  
Lobbyist: Cynergy Consulting  
Social Media: Molly Woodburn

## Next FALI Quarterly Board

Meeting:  
January or February

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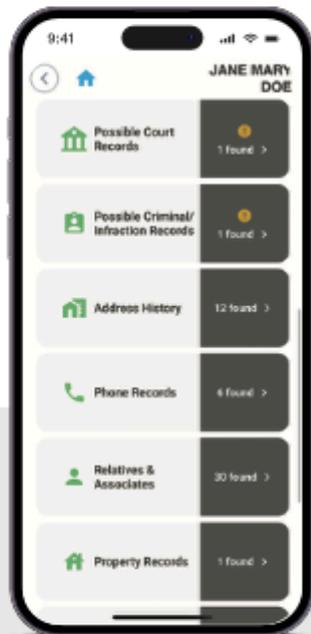
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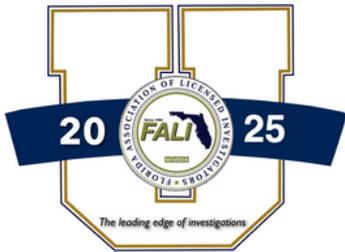
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# FALI Member Benefits in Action



## BOOTCAMP

Whether you are a seasoned pro, or new to the profession, there are always new things to be learned to fill your “PI Toolbox.” This is particularly true in the digital age. The desire to keep learning is what sparked the creation of FALI University aka FALI-U and BootCamp in 2013. These programs are FREE for FALI members and represent just one of FALI’s many outstanding benefits. In addition to the two days of training the Tampa Area FALI group sponsored a Meet & Greet which allowed for socializing and networking.

\* \* \* \* \*

FALI-U is a full day including professional development, instruction, activities, and discussions. The content is designed to give participants the skills and knowledge needed to provide a new service to their clients, develop new business opportunities or put into practice new strategies. FALI-U is FREE for FALI Members meeting the qualifications of 3+ years of experience. FALI-U 2025 was held in Tampa at the Hilton Tampa Airport Westshore on Wednesday October 29th. Over 50 members participated in this FREE event. FBCIs received CEUs towards their two-year requirement. This year attendees had the opportunity to participate in four sessions.

### Self Defense Investigations

Session 1  
Tom Singleton  
9:30am-12:00pm



### Limiting Liability & Protecting Yourself as a Private Investigator

Session 2  
Isaac Peck  
12:00pm - 1:00pm



### Uncovering Human Trafficking OSINT Tools, Indicators & Case Insights

Session 3  
Jen Cormack  
2:30pm -3:30pm



### OSINT Investigations Techniques Limitations and AI

Session 4  
Ashley Silver  
3:30pm-5:30pm





FALI President Tim O'Rourke led our FALI BootCamp session, designed specifically for those new to the profession. His presentation covered the essential ins and outs of the industry, along with key dos and don'ts to help new investigators start their careers with confidence and professionalism.

**Thank you again to our sponsor of both FALI-U and BootCamp:**

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# Updates and Messages from the Area Directors for 2025-2026

FALI Area meetings offer members the opportunity to network with others and learn something new. ADs work hard to recruit knowledgeable speakers or conduct engaging networking sessions. Our ADs are hard at work looking for places to hold in-person meetings. The ideal place has a private meeting room offered free of charge, with the opportunity to order food and drinks. If you have an idea of a location, please contact your AD. Their contact information is on the back page of this edition.

Potential members are always welcome to attend as a guest. After that we ask that they join to continue taking part and show support for 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.

What's Happening in Your Area?



The Jacksonville–St. Augustine region is officially back in motion. On November 5th, we held our first area meeting in a few years at Dave & Buster's—an energizing restart that brought both familiar and new faces together. It was a great beginning to renewing connections and strengthening relationships that will support our members well into the future.

During the meeting, attendees agreed that consistency is key as we rebuild. With that in mind, we plan to kick off the new year strong with our next gathering in early January. All members in the region are

welcome, whether you're looking to expand your network, collaborate with peers, or simply connect with other professionals in our field.

The new year will bring fresh opportunities for engagement, growth, and community.

Expect an announcement with the January meeting details in the coming weeks!

[dave@snelladvisory.com](mailto:dave@snelladvisory.com)  
904-575-0125



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 private investigation industry since 2009, and I am currently the managing partner at Southern Recon Agency and our specialized technical division E3 Legacy Intel. I enjoy sharing my experience and expertise in Marketing along with Cyber Intelligence, AI, TSCM and Cyber Forensic Investigations.

Recently I had the opportunity to go to Tallahassee with FALI president Tim O'rourke, and Burt Hodge to assist in our Hit the Hill legislative lobbying efforts to help advance our profession and protect us from potentially harmful legislation! FALI is the first, last and only defense for our profession, and the only entity in the State of Florida that works to advance laws and successful legislative efforts that are favorable for private investigators.

Tampa's New Meeting Location at Coppertail was a great success. We always have roughly 3 dozen people in attendance.

In October, we hosted the annual FALI-U and FALI Boot Camp. Speakers included Tom Singleton, Jen Cormack, and Ashley Silver. A wide variety of topics were covered. It was an incredible training, except for the minor inconvenience of someone running into a telephone pool with their car and knocking the power out at the hotel! The show did go on with Jen Cormack providing a battery pack until the power was restored.

In November meeting we held an open round table where the members led the discussion on topics of their choosing and most of the discussions had to do with business marketing, regulations and just general strategy and development for helping new private investigation, agency owners get up and running.

Tampa meetings are dynamic and extremely unique. Local members are highly skilled, experienced and decorated and create a productive atmosphere for investigators to grow their skillsets and businesses. The contributions from the members and guests in our area, keeps our members informed and entertained with legislative updates, current industry trends and relevant investigative and professional topics. We will continue to create valuable trainings and meetings to give our members something they can actually use!

This year we will be approaching 300 members in the Greater Tampa Area and in my opinion one, we have the greatest accumulation of professional investigators in the nation right in our back yard.

The in person meetings are one of the best and most effective networking and educational tools available in this profession. The Tampa area meetings are open to ALL FALI members and we encourage anyone within driving distance to come and join us for our events. If you have ideas or questions about our meetings or additional opportunities that we can provide in the Greater Tampa area please feel free to reach out to me.

# What's Happening in Your Area?



The FALI SE Area strives to provide members with as many educational niche driven presentations which benefit our members by ways of networking and marketing.

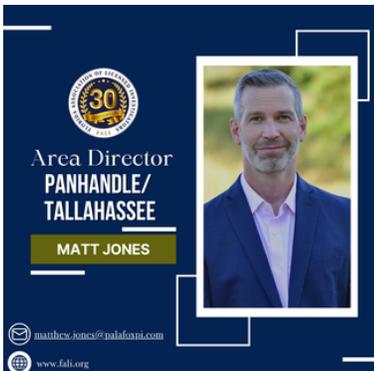
Our area's presentations for 2025-2026 began in May at Milly's Restaurant in Miami, FL. Our guest speaker was Don Redl who spoke on Executive Protection, Our speakers for the month of July were Vivian Olodun who provided an outstanding presentation on Marketing for the Private Investigations Firm, and

Amanda Weaver who is one of Wicklander & Zulawski's national instructors who spoke on the topic of Forensic Interviews. Lucas Delgado was our

guest speaker in August and provided a superb presentation on the topic of AI for Private Investigators. Joe Galleno was our speaker in October and his presentation was on JAC. Brandon Fortuno will close out the year as our December 2025 speaker.

Our SE Area speaker for January 2026 is Jeremy Gonzalez who will be speaking on the topic of: (The Importance of Information DataBases).

We continue to encourage our members to volunteer for speaker engagements.



I hope everyone had a great Thanksgiving and is gearing up for Christmas and the New Year. Before we all shift fully into Christmas mode, we've got one more chance to connect in person—and I'm looking forward to it.

Our next Panhandle Area Meeting will be held on Wednesday, December 17th from 6:00–8:00 PM at Pedro's Mexican Restaurant, located at 3095 Gulf Breeze Parkway in Gulf Breeze. This will be our first meeting since May. It will be a great opportunity to reconnect, catch up on

industry developments, and share ideas in a relaxed setting.

The theme for this meeting is "Secret Weapons"—a roundtable-style discussion where we'll each have a chance to share a tool, tactic, or unique skill that gives us an edge in our investigative work. Whether it's a favorite database, a surveillance strategy, or a tool for the field, come ready to share (or just listen and learn)..

Now that the weather has turned, we've officially traded flip-flops for flannels. The days are cooler, the sun disappears way too early, and for those of us running surveillance, that means fewer hours to catch subjects in the daylight—but at least we're not baking in our vehicles anymore. Every season brings its own set of challenges, and this one's no different. But it also gives us a great excuse to come together, swap strategies, and remind ourselves that none of us are out here doing this work alone.

Looking forward to seeing many of you at Pedro's on December 17th. As always, feel free to reach out with questions, suggestions, or just to connect.

[matthew.jones@palafoxpi.com](mailto:matthew.jones@palafoxpi.com)  
850-503-9706



As we close out the year here in the Palm Beach Area, I want to extend my gratitude to all our FALI members who showed up, invested in their craft, and contributed to another year of professional growth.

We were privileged to receive outstanding education from some of the best in the field—beginning with Frank Piazza, who provided an in-depth look at legal audio and video analysis and its powerful role in modern investigations. His session set a strong tone for a year marked by excellence.

We continued that momentum with a compelling presentation from John Macveigh on cold-case homicide investigations, offering both practical tools and investigative frameworks that have shaped real-world breakthroughs. Most recently, Cassandra Presslar from DNA Labs illuminated the rapidly advancing world of DNA technology and how it is transforming our ability

to solve complex cases with precision and confidence. These trainings were made possible through the generous sponsorship of FALI member Troy Fleming and the Law Offices of Lytal, Reiter, Smith, Ivey & Fronrath—support that has truly strengthened our local association.

As we head into the Christmas season, I want to wish each of you and your families a very Merry Christmas and a joyful, restful holiday. Thank you for your commitment to professionalism, integrity, and community throughout the year. I'm looking forward to big things happening in the New Year—new trainings, new opportunities to collaborate, and an even stronger investigator community. See you in 2026!

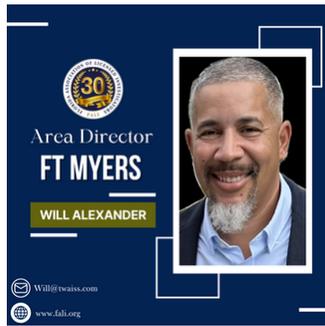


Hello Orlando Area FALI Members,

I can't believe how quickly this year has passed. As we head into the new year,

I'm planning to host an in-person meeting at a new location early next year—so stay tuned for details. During this holiday season, I hope you'll take a moment to slow down, recharge, and enjoy time with family and friends. It's a great reminder of what truly matters.

Wishing you all a safe, joyful holiday season and a very Happy New Year!



I hope you all are ready for Christmas and the upcoming New Year as we ride out 2025 with family and friends!

The next area meeting is January 27, 2026, at the Oar and Iron located at 8485 Dani Drive in Fort Myers (near Top Golf). If you want to be a guest speaker at any of the area meetings, please contact me directly.

Your input in growing our area is very much appreciated. Please feel free to reach out to me anytime at [will@twais.net](mailto:will@twais.net) or call 813-203-4445.

I look forward to seeing you all on January 20th!



**Area Coordinators**

FALI is always looking for new ways to serve our membership. As Florida's population centers shift so do the area were PIs live and work. As such, we have recently introduced two sub groups of two larger regions. Let us know if you are interested in bringing a FALI meeting to your area.



Greetings, I hope you all had a wonderful Thanksgiving!

We had a great 2nd meeting in our Tallahassee area. We discussed some potential legislative changes and had good discussions led by Tim O'Rourke. Thank you to all who could join.

We are planning to meet again towards the end of February- beginning of March. I will keep you all posted with more details at a later time.

I wish you all a safe Christmas and a happy New Year.

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Dear FALI Members,

I want to take a moment and let you know that FALI will have a slight dues adjustment starting in January 2026. This is our first across-the-board adjustment since 2018. We know any increase is difficult, but it has become necessary after 8 years of rising costs—from the post-COVID period through the inflation we've all experienced.

Expenses have gone up over the years in several areas including our Annual Conference, legislative efforts, hotels, and the free training programs we provide such as FALI U, BootCamp, MBA, CDIN, and our Zoom sessions.

After careful review, the Board voted to raise dues by an average of about 10% to keep FALI financially strong for the years ahead.

Since 2018, the Association has accomplished a great deal, and there is more work to do:

- The bill HB 1461 also known as the "Deregulation Bill" was introduced during the last session and is expected to come back in 2026.
- In 2023, FALI helped pass the Sales Tax Exemption Bill, ending more than 30 years of taxes on PI services.
- In 2025, we secured reciprocity with Alabama for cross-state line work.
- We've continued to provide free programs including BootCamp, FALI U, MBA, CDIN, and the FALI Forum newsletter.

The 10% increase will help sustain all of our work in Tallahassee and around the state protecting our profession through strong advocacy and the more than 50 meetings around the state annually.

If you would like to lock in the current 2025 rates, you may renew early.\*

New 2026 Rates:

- Active: \$195 (1-year) / \$350 (2 years) – save \$40
- Associate: \$125 (1-year) / \$225 (2 years) – save \$25
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As a reminder about all the benefits FALI offers our members click [HERE](#) to view our Membership Introduction & Benefits Brochure. Inside, you'll find detailed highlights of everything we offer, to help you grow your business and career.

Thank you for your continued support of FALI and our legislative efforts and educational programs.

Regards,

Tim O'Rourke,  
FALI President

*\*Note: If you are scheduled for auto-renew you can remove that option by going to: My Profile > Manage Profile > Membership (under Invoicing, Payments & History) and then renew manually.*



LEGISLATIVE LEADERSHIP

Contact your NCISS Legislative Committee Chairs:



Brad Duffy  
Security



Rich Robertson  
Investigations



Francie Koehler  
LAB Chair



**The NCISS Legislative Advisory Board (LAB) assists supporting FALI and other member state associations monitoring 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 nearest NCISS Director is: Alden Wheeler (Alden Wheeler Detective Agency - SC) (864) 437-8850 or [alden.wheeler@gmail.com](mailto:alden.wheeler@gmail.com)

**Submitted by: Rich Robertson CLI, Legislative Committee Chair, NCISS**

NCISS is your voice in the US Capital and supports the legislative efforts of state associations around the country. Here are recent topics of concern to our profession:

**Driver’s license data:** There is national attention on states selling drivers license data to the commercial databases that investigators rely on. **House Bill 357 in the Florida Legislature** is one such proposal which would restrict sales of driver information to data brokers. NCISS anticipates similar bills, along with opt-out provisions, will be introduced in a number of states in the near future. The NCISS’s legislative advisory committee is keeping in touch with FALI’s Legislative Team to support FALI’s legislative efforts to block or minimize the impact of HB 357.

**Data Privacy:** As expected, political violence has generated proposed legislation intended to protect people. US Senate Bill 2850 proposes to shield personal information of members of Congress and their families. The latter has movement. NCISS is working with congressional offices to make sure they understand our profession’s legitimate needs for information while recognizing the need to keep such information from being misused or mishandled.

NCISS anticipates that the scope of legislation will expand beyond protecting elected officials, so we are striving to educate Congress about what we do and why information is important to the clients we serve. To that end we are working with Congressional staff attempting to define what constitutes a “legitimate purpose” in a way that protects our professional access.

In addition to legislation, there are numerous regulatory proposals that would impose restrictions on access and use of personal information. For example, the Federal Deposit Insurance Corporation (FDIC) and the Office of the Comptroller of the Currency (OCC) jointly issued a proposed rule in October to clarify and redefine the concept of "unsafe or unsound practices" for financial institutions. This rule is intended to provide guidance on practices that could compromise operational, legal, or reputational standards, including those related to data privacy and cybersecurity, which directly intersect with the handling of sensitive information. While private investigators are not the reasons for the proposals, the language can directly affect our work.

These proposed bills and regulations reflect the growing emphasis on data privacy and consumer control over personal information, which are becoming increasingly relevant for investigators.

**Independent Contractors:** H.R. 1319 would change the criteria for independent contractors. It’s a perennial topic that affects how investigators do business with each other.

**Drones:** Always a favorite whipping boy. H.R. 1907, oddly, would allow people to shoot down drones that fly within 200 feet of their property. It was assigned to a subcommittee which is usually a kiss of death. Another bill, S. 1249, would give local authorities more control over airspace used by drones. Yet another bill, S. 1250, would enhance local authorities to regulate drones around their airports and telecommunications facilities.

NCISS is not just a national association for professional investigators; we’re also the industry advocate in Washington D.C. Year-round, we monitor, track, analyze, and respond to legislation, regulation, and judicial activity affecting the investigative and security professions. Please consider joining the Legislative Committee to help us continue our efforts.

**Member Benefits**

- Legislative Updates & Advocacy
- Free Training & Professional Development
- National Recognition
- Annual Hit-the-Hill Event in Washington, D.C.
- Nationwide Members-Only Listserv
- Partnerships & Discounts
- Newsletters & Legislative Alerts
- and more!

**Learn more about NCISS and Join Today at [NCISS.org](http://NCISS.org)**

# Welcome New Members

## **Broward/Dade:**

Manuelle Rios Hernandez  
John Steinhilber  
John Thompson

## **Ft. Myers**

Darrell Black  
Michael Bogenschutz  
Randy Mace

## **Jacksonville Area:**

Emily Hoffman  
Sean Snead

## **Orlando Area:**

Helen Bruso  
Anita Fryar-Boyd  
Giandrea Garrido-Espino

## **Panhandle/Tallahassee:**

Matt Hamilton

## **Palm Beach**

Shena Hunt

## **Tampa Bay Area:**

Adriel Bencosme  
Darrell Black  
Michael Duran  
Richardson Jacques  
Michael Knezevich  
Donna McClimont  
Paul Rene Jr  
Aiden Smith  
Tony Smith  
Kimberly Swift  
William Swift  
Ruby Thomas  
Ingrid Weishaupt  
Heidi Wood

## **Big 3**

Joanna Collins - TALI  
Israel Limas - TALI  
Jason McLendon - TALI  
Michelle Mondo - TALI  
Heidi Mummau - TALI  
Ana Sexton - TALI  
Margarett Vozar - TALI  
Robert Wall - TALI  
James Willis - TALI

## **Out of State**

Donald Aravich - Pennsylvania  
Lael Henterly - Washington  
Matthew Pomerville - New Hampshire

*Save the Date*

# FALI



# 2026

## FLORIDA ASSOCIATION OF LICENSED INVESTIGATORS

### 32nd ANNIVERSARY CONFERENCE

APR 30th - MAY 2nd | ORLANDO, FLORIDA

The Southeast's Largest Annual Private Investigators  
Professional Development Conference



The Speaker Spotlight column presents articles written by past FALL event, training and meeting speakers. We appreciate the willingness of these experts to continue sharing with the FALL membership.

## How a PI Should Handle Subpoenas

Submitted by: Kelly E. Riddle

If you have been a private investigator for very long, chances are you have received a subpoena to produce “any and all” documents, video, notes, invoices, communications, emails including everything but the kitchen sink. So, what is your duty to your client without violating the subpoena?

The initial question relates back to the beginning of your relationship with the client as well as licensing regulations. The very essence of our profession, being private investigators, means we have a duty to protect our clients and the information we develop on their behalf. Confidentiality is at the very core of what we do. This duty usually extends to third party information received during the investigation on behalf of your client. A good contract should spell out the client’s duty not to interfere with or intentionally mislead the investigator. Likewise, the contract should specify the investigators’ duties related to client confidentiality. In many states, the licensing regulations, as well as the code of ethics specify the duties to maintain confidentiality.

Documents created during the investigation and especially any correspondences with the client or final reports should include “Privileged and Confidential” or “Privileged and Confidential, Prepared at the Direction of Counsel.” This should also be in the subject line of emails. It should be noted that just because you post this assertion doesn’t mean that it fits into the confidentiality interpretations. Confidential information includes all recorded information that is non-public, including notes and copies in both digital and printed form. Anything that could adversely affect the client or should require legal analysis would be deemed confidential. In a high-profile case or one you know is destined for depositions and trial, even communications between your staff should be marked privileged and confidential. The adage, “it is best to have used it and not needed it than to have needed and not used it” certainly applies in this scenario.

Once an investigator receives a subpoena, the client should immediately be notified. This provides them with an ample opportunity to file an objection. A good tactic when issuing final reports can be the use of the investigator’s initials instead of their names. In doing so, the investigation agency will have to be contacted ahead of time to determine who the investigators are so they can be issued a subpoena. This provides an opportunity to determine that a subpoena is in the making.

Regarding the argument of work-product, in case # 19 C 8318, John Gross and Company, Inc, et al v. Agri Stats, Inc., et al (U.S. District Court - Northern District of Illinois Eastern Division), the court ruled on whether the work-product doctrine, or other limits on civil discovery, applies to protect investigative work. The investigation was conducted through the third-party who retained investigators shortly before

the filing of this action and apparently before a named plaintiff engaged a law firm to file the lawsuit. The court ruled that it did not matter if the investigators were hired prior to the client hiring legal counsel as long as it was done “in anticipation of litigation.” The work product doctrine therefore extended to the investigators’ work on behalf of the client according to the ruling.

In situations where you suspect you may have to provide a deposition; you should discuss the fees associated with this as well as the client paying for an attorney to represent you. An attorney hired by your client has the legal and ethical duty to watch out for their good. The attorney can “assist” you but if an issue arose requiring them to choose between you and their client, their duty is clear.

Some opposing attorneys are very aggressive and having an attorney present to represent your interest may be money well spent, regardless of who pays for the representation.

Finally, at some point you must respond to the subpoena. If you supply documents such as emails, invoices or similar documents, these may be confidential and in violation of your contract, regulations and ethical responsibilities if provided. Responding to the subpoena by providing a copy of your final report and video obtained during surveillance is pretty standard. You should also make sure that what you give them is the same that was given to your client.

Speaking of video, it is becoming way too common for investigators to shoot video with their cell phone. Understand that you may be required to turn over the camera used for taking video so a forensic analysis can verify the authenticity of the video. Turning over your personal cell phone would be detrimental. If you are going to shoot video with a cell phone, make sure it is an old one that has been reset to factory settings and cleaned up.

The investigator has a duty a legal responsibility to answer subpoenas and to notify the client before doing so. It is important to understand how to ensure you maintain client confidentiality while abiding by the subpoena.

\* \* \* \* \*

*Kelly Riddle is the President of Kelmar Global Investigations and has more than 44 years of investigative experience. He was chosen as the “PI of the Year” by the National Association of Investigative Specialists and the PI Magazine named him as the “#1 PI in the United States”. He has been designated an expert in surveillance, insurance investigations, nursing home abuse and computer investigations. Kelly is a past President TALI and holds the Texas Board Certified Investigator designation. He is the Founder and President of the PI Institute of Education, as well as the Association of Christian Investigators with more than 1500 members in the U.S. and 19 countries. Kelly is the Founder of the Coalition of Association Leaders comprised of past and present board members from state, national and international associations. Kelly Riddle’s career is a testament to his enduring dedication and remarkable skill in the field of private investigation, making him a respected leader and a source of inspiration in the industry.*



The Big 3 membership requires 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.



## Membership Application

California • Florida • Texas

### CALI

1941 California Ave, #77725  
Corona, CA 92877  
T: (949) 715-5401  
E: info@cali-pi.org  
W: https://CALI-PI.org

### FALI

1350 CR 1 #2896  
Dunedin, FL 34698  
T: (727) 380-1185  
E: admin@fali.org  
W: https://FALI.org

### TALI

5014 FM 1500  
Paris, TX 75460  
T: (877) 605-7055  
E: admin@tali.org  
W: https://TALI.org

**QUALIFICATIONS:** Any full, Active member of CALI, FALI or TALI may join each of the other two organizations as an out-of-state member for half the current dues for that category of membership with each organization. Big 3 membership allows access to the listserv of each organization joined. To qualify for Big 3 membership, you must be a full, Active member of one of the three participating organizations.

Name: \_\_\_\_\_ License #: \_\_\_\_\_ State: \_\_\_\_\_  
 Agency Name: \_\_\_\_\_  
 Address: \_\_\_\_\_ Suite or Unit: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
 Office Ph: \_\_\_\_\_ Website: http:// \_\_\_\_\_  
 Mobile Ph: \_\_\_\_\_ Agency Lic #: \_\_\_\_\_ State: \_\_\_\_\_  
 Fax Line: \_\_\_\_\_ Country: \_\_\_\_\_  
 Business Email: \_\_\_\_\_ Alternate Email: \_\_\_\_\_  
 Home Organization: (where you are a full, Active member)  CALI  FALI  TALI

**NOTICE:** CALI, FALI and TALI do NOT sell or share this information.

### Indicate which Organization BIG 3 Membership is being applied for:

Discounted dues for each organization indicated below.

**CALI ASSOCIATE:** A qualified licensed investigator outside the state of California and the principal place of business is outside of California. The applicant must submit a photocopy of PI license or the equivalent in their jurisdiction. (Regular Annual Dues \$229)

\$114.50. 1-Year (12 months)  \$229. for 2-Years

**FALI AFFILIATE:** Any qualified and vetted non-licensed or licensed investigator who works in or out of Florida (Regular Annual Dues \$100)

\$50. 1-Year (12 months)  \$100. for 2-Years

**TALI AFFILIATE:** Any qualified and vetted non-licensed or licensed investigator who works in or out of Texas (Regular Annual Dues \$175)

\$87.50. 1-Year (calendar year)  \$175. for 2-Years(calendar years)

### INSTRUCTIONS

- 1 Complete all information to the right.
- 2 Mail or email completed application with payment to the organization to which you are applying. Complete separate forms for each organization.
- 3 OR visit the organizations online at the addresses above.

### DUES PAYMENT & ATTESTATION:

Cardholder Name: \_\_\_\_\_  
 Card No.: \_\_\_\_\_  
 Expiration Date: \_\_\_\_\_ CVV: \_\_\_\_\_  
 Billing Zip Code: \_\_\_\_\_ Authorized Amt: \$ \_\_\_\_\_  
 How did you hear about us: \_\_\_\_\_ Referred by: \_\_\_\_\_

*I hereby acknowledge that I am applying for Membership. By signing this application I understand a review of the information I have submitted herein will be conducted and any false information will result in the denial and or revocation of my membership. If accepted, I agree to abide by the Constitution and By-Laws of the association.*

SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_



## Monthly Lunchtime Chat Via Zoom FALI Criminal Defense Investigator Network (FALI-CDIN)

**K. McMillan, Chair**

### 🎉 Exciting News for Civil & Criminal Investigators! 🎉

Join us for the launch of the new Civil Litigation Investigator Network (CLIN) in 2026, alongside the Criminal Defense Investigator Network (CDIN)! These dynamic lunchtime Zoom programs, running from **12:30PM–1:30 PM**, will alternate on the **second Wednesday of each month**.

#### 🔍 Why Attend?

- Engage in insightful presentations and lively Q&A sessions.
- Learn from respected, seasoned investigators.
- Share and gain expertise with peers from Florida and across the nation.

#### 📅 Mark Your Calendar:

Kick off the year with us on January 14th! Host K McMillan and our Co-Host of the month will guide you through an engaging session you won't want to miss.

#### 📺 Stay Tuned:

Don't miss out on the 2026 lineup. Be part of the FALI community that values learning and professional growth. Don't be late! Log in at 12:25 PM, and dive into a world of knowledge and connection.

#### 2026 Schedule

<b>CDIN:</b>	<b>CLIN:</b>
Jan 14th	Feb 11th
March 11	April 8
Jun 10th	Jul 8th
Aug 12th	Sept 9th
Oct 14	Nov 11

#### Combined:

May (In Person FALI Conference)  
Dec 9 (TBD)

**Advanced registration is always required!!!**  
**Link will be provided upon registering by clicking [HERE](#)**



## Florida Board Certified Investigator (FBCI)

**Mark Aubin, Chair**

To maintain the FBCI designation, members must:

- Be current in their FALI membership,
- Submit an annual FBCI renewal fee of \$100 by January 31st of every calendar year
- Submit a minimum of twenty-four (24) hours of continuing education training every two (2) years.

**We are a little behind in sending out the annual invoice and statement of CEUs but if you would like to make payment prior to the end of the calendar year you can click [HERE](#)**



# THANK YOU

to our

# 2025

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

