

Volume 62, Issue 1
December 2010 - February 2011

W.A.D beyond GLOBAL

A Quarterly Journal for Investigators and Security Professionals

**INVESTIGATING MALTA:
WAD 85TH ANNUAL CONFERENCE**

**MORTGAGE FRAUD,
VIOLINS AND A PI'S GRANDDAUGHTER**

**INCONSISTENCIES....WHAT ARE THEY?
HOW ARE THEY HURTING YOUR BUSINESS?**

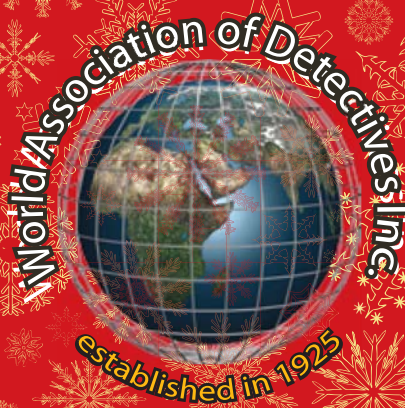
WILL YEMEN FALL TO AL QAEDA

**LICENSING FOR PI'S IN THE UK
TO LICENSE? TO REGULATE? TO SELF-REGULATE?**



"A Global Alliance of Investigators and Security Professionals"

Happy Holidays



*May the New Year bring Peace to
Mankind and Love for Mother Earth*

Editor's Pen **Beyond** the boundaries of one of the longest established international association, W.A.D BEYOND GLOBAL is published and written by members for members, by the profession for the professionals. The expertise within W.A.D. Membership with the strength of over 800 members globally, has yet to be fully explored and tapped. We would like to thank all advertisers and contributors who have made this 1st issue of W.A.D BEYOND GLOBAL and the 2011 issue of the Members Handbook possible.

As the globalization of business platforms spread across continents, reaching new territories and emerging developments, the business of W.A.D Members are no longer confined. With modernization and technology, the diversity of services provided by security and investigation professionals is beyond tradition.

In keeping tandem with these continued changes and diversity, W.A.D BEYOND GLOBAL makes an entrance to provide a medium of communication and information sharing, a value-added in serving our members. As we progress we shall add new topics and sections to cater for a wider interest. It is a turning point for our newsletter.

Members are encouraged to contribute articles and ideas for our newsletter to be more appealing and a valuable source of information for readers and advertisers alike. Your input is very welcome.

I hope you enjoy this inaugural edition. We, from the Newsletter Committee wish you a Merry Christmas and a Happy New Year!

Siti Naidu
Editor

NEWSLETTER COMMITTEE



W.A.D BEYOND GLOBAL

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Cover : Sunrise in Malta by Siti Naidu

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2006
Mr. Ajit Singh has been bestowed with the Award for Excellence by Crime Prevention Bureau



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2009
Prestigious "Suraksha Sewa Puraskar" was awarded to Mr. Ajit Singh by Ex Home Minister - Sh. Shivraj V. Patil

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This is my first writing for the Newsletter as your President. I would like to take the opportunity to thank all those who attended the WAD conference in Malta last September. We thoroughly enjoyed our stay there. The weather may not have been stable but there were enough sunny days to encourage a swim in the sea and enjoy the Mediterranean breeze whilst sitting outdoors in small cozy cafes with nice sea view at leisure time. Believe me it was worth seeing long-term members and friends socialize.

Business meetings, seminars and social events were perfectly organized and I am sure the conference was one of the best not only for me where I was elected President but for all who attended the conference. Many thanks to our host Herman Kaminsky for doing everything to make the conference unforgettable! As a newly elected President there is one feeling that prevails above others- we are one big international family and it is a great honor and privilege to serve you as President.

One of the most important decision made in Malta was to revert to publishing our own newsletter. The task is to create and develop our own identity. The newsletter is now published under the name "WAD BEYOND GLOBAL". Contents of our newsletter will represent the business interest of the security industry globally with the aim to reach not only our membership but our clients and others with whom we are interconnected. The new concept of our journal looks challenging but will be rewarding if we use it effectively to promote WAD and market our services. I hope that through the joint efforts headed by our very professional and enthusiastic editor Siti Naidu we will have a journal competitive with the best security magazines.

We had quite difficult times in the past years. It is more than inconvenient to be in a state of uncertainty for a long time. The WAD Management Team created after the Mid-Term meeting in Dallas did a great job, and gave a certain sign of relief in Malta. Financial stability and full control over WAD affairs are the main achievements of the last six months. The role of the Executive Director Bob Heales cannot be overestimated in recent positive changes to stabilize the situation. Now we see a bright light at the end

of the tunnel and there is no doubt that we will progress and grow. Thank you, Bob for your commitment and dedication to the Association. We have a good team of professionals united by a common goal to make the Association stronger.

We have defined for ourselves in Malta the challenging task of increasing our membership to 1000 by the end of 2012. With that purpose appropriate changes were adopted in the Bylaws.

Now our Ambassadors represent the Association not only locally in their home countries but globally all over the world. During their term of duty they are expected to enroll at least one new member for WAD or provide material support for their Area Governor and Executive Director in the course of the year.

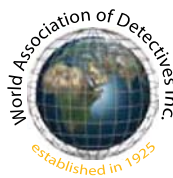
New Ambassadors accepted their appointments and confirmed their readiness to accomplish the defined mission. We expect more new members to attend our meetings. It is really amazing when you see some first time attendees standing off somewhere in the corner waiting for that someone who will help them feel welcomed. We have to appreciate the efforts of John Jones as Chairman of the Welcome Committee. He has a fantastic ability to extend his welcome and to unite different people.

As a result, at the banquet party in Malta the newcomers did not feel different from our long term members. Who knows, maybe amongst those new members, will be a future President.

Respectfully yours

Vladimir

*Vladimir Solomanidin,
President*



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EXECUTIVE DIRECTOR'S BRIEF

Dear Members,

Beyond Global! I am thrilled with our new W.A.D. journal. The name exemplifies the far reaching benefits of W.A.D. membership. To all those who came forward to advertise in this first issue and support the association, we thank you.

W.A.D. has been successful because of a handful of volunteers who work hard on your behalf each and every year. As Executive Director I help to guide and advise to the best of my ability, but without our hard working officers, directors, committee chairs, and ambassadors, W.A.D. would not be the association it is today.



We are very fortunate to have Carolyn Ward working for W.A.D. as Administrative Manager. It has been a number of years since we have felt such a sense of accomplishment, knowing our membership records and day to day finances are being handled in a professional manner with all questions being handled promptly. Carolyn brings a great deal

of professional experience to W.A.D.

So far 2010 has brought the association significant growth as well as excellent member retention. It will take a combination of growth and retention to meet our goals as we embark on the 2011-2012 1K, an ambitious plan to finally achieve 1,000 members by the end of 2012.

We encourage every member to recruit one new member for W.A.D. before we meet in Lochau, Austria at the Seehotel am Kaiserstrand on May 12 - 14 for our 2011 Mid-Term Board of Directors Meeting. Those members who recruit at least one new member will be listed in the next edition of Beyond Global and receive a beautiful new W.A.D. lapel pin.

Recruit two new members, and you will receive a \$100 discount toward your 2011 or 2012 annual dues, be listed in the next edition of Beyond Global, and a new W.A.D. lapel pin. Recruit three new members and you will not only receive all of the above, but you will receive the new W.A.D. logo watch.

A reminder, please pay your 2011 dues invoice which was sent by mail in early November. Dues payments are due by January 1st. Finally, I would like to wish you a very Joyous Holiday Season with family and friends with Peace on Earth for all.

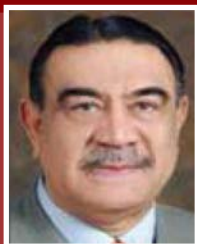


Sincerely,

Bob Heales

Association Manager and Executive Director

W.A.D. EXECUTIVE OFFICERS 2010 - 2011



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MORTGAGE FRAUD, VIOLINS, AND A PI'S GRANDDAUGHTER

By: Ruth Ann Murray

Almost everyone is curious. Half of us like a mystery. A quarter of us like to find clues and then follow them. Even fewer of us are then motivated to solve and/or document our results. These are our students! People from all walks of life who want to figure out who, what, why, when and how things happened. People who want to learn the skills to become a professional private investigator.

When we launched the Boston University certificate program in Professional Investigation in 2006, many within the University thought it was an “odd fit” with our other educational offerings. Somehow the “PI” program, as it came to be called, seemed incongruent alongside our other programs like financial planning, management accounting and paralegal studies. We had a number of good reasons for creating such a program, among them the need for professional education in this industry and the anticipated demand for well-trained private investigators. Yet most importantly, we believe we could make a difference in people’s lives: both in the lives of the professional investigators being trained, as well as the lives of those whom they would serve. Since its inception over five years ago, we have educated and trained just under one hundred students in the New England area. With the launch of our online program in 2009 we are well on our way to achieving that number of students from around the country. We would like to share the stories of some of our students just to illustrate how the program has helped these, as well as many others, to achieve their goals of making a difference and a career.

Ginger McCarthy of Portland Oregon enjoyed a thirty three year career as a violinist with the Oregon Symphony Orchestra prior to joining the online class last spring. Ginger was, as she told me, “fired up” by her success in the program and studied and passed the Oregon State test and received her private investigator license this summer. Ginger wasted no time setting up shop: she launched Encore Investigations LLC shortly thereafter and within two weeks was participating in a dusk-to-dawn stakeout of a subject who had threatened the life of a local official.

Ginger was especially grateful that one of the class assignments required her to reach out to the Oregon Association of Licensed Investigators (OALI) and, as a result, found a local mentor who has given her the opportunity to meet with other local private investigators. Ginger was appreciative of the highly qualified faculty of the BU program, especially Tom Shamshak, also the program’s director. Ginger says that she “wouldn’t be where I am today without Tom’s training, support and inspiration.”

Randy Merrill from Hutchinson Kansas came to the online program with a background in investigations working for both plaintiff and defense counsel in areas relating to medical malpractice, insurance fraud and personal injury. Since completing the Boston University program he has been involved in mortgage insurance fraud, specifically in the area of foreclosure and property abandonment. Randy speaks highly of the faculty and series of experts involved in the program. He was particularly impressed by the attention that Shamshak and others give to the techniques and skills applicable to cold cases. Inspired by these dedicated professionals Randy is working to engage the pro bono services of other licensed investigators in Kansas, with the intent of forming a cold case team to review missing persons and homicide cases that have gone unsolved in that state.

Kimberly Piviroto, one of our local students, was a media services specialist before enrolling in the BU classroom program. After completing all of the courses, she went to work for a Boston area agency and soon impressed her employer with her training, thoroughness and professionalism. What Kimberly didn’t know until after she completed the program was that these investigative talents came to her naturally. She discovered that her grandfather was a licensed PI and headed his own agency many years before she was born. Kimberly’s professionalism and ability came to the attention of United States Investigations Services (USIS) for whom she now works, conducting background investigations for the federal government.

Ginger, Randy and Kimberly represent our student body well, particularly in terms of their diverse backgrounds, ages, and interests. What they have in common is a life-long interest in investigative work, the need for personal and professional fulfillment, and the desire to put their skills where they can do the most good. We are extremely proud of our “PI Alumni” and are grateful to them for helping us fulfill our goals in professional education.

Ruth Ann Murray is the Director of Boston University Center in Professional Education and Corporate Outreach. As part of Boston University’s Metropolitan College, the Center for Professional Education (CPE) offers comprehensive classroom and online training to meet the professional development and certification needs of those in industries such as financial services, law, genealogy and fundraising. To learn more about CPE programs, call 866-633-9370 or 617-353-4497, or visit bu.edu/professional.



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WILL YEMEN FALL TO AL QAEDA?

By: *Erroll G. Southers*

The battle for Yemen is happening right now. Like other countries in the region before it, Yemen is struggling to counter escalating al Qaeda violence, and the outlook is grim.

The BBC reports Yemen is the poorest country in the Middle East, with rapid population growth, limited natural resources and high illiteracy rates. Its security infrastructure is deteriorating. And the Yemeni government is at war with Al Qaeda in the Arabian Peninsula (AQAP). Combined, these critical problems are putting Yemen at risk of becoming a failed state.

There has been a steadily growing al Qaeda presence in Yemen for some time. Recently, however, al Qaeda cells there have become powerful. Coordinated, sophisticated attacks are coming in rapid succession.

On October 11, three people were killed and 14 wounded in twin bomb blasts at a sports center in a southern Yemen city, Aden. The attacks came within 10 minutes of each other, what experts call “simultaneity,” a textbook al-Qaeda tactic.

These bombings came on the heels of a rocket-propelled grenade attack on a police patrol in the city’s residential district, which is scheduled to host part of the 20th Gulf Football Championship in November. Two police officers were killed.

Hours later, AQAP operatives shot and killed an intelligence chief in Yemen’s southeastern Hadramawt province. And soon after, the security chief in Abyan province was also gunned down. As the governor hurried to the scene, gunman opened fire on his convoy, wounding two of his security guards.

AQAP released audio online promising Yemen’s President, Ali Abdullah Saleh, would be punished “for his crimes.” A new army would rid the country of “crusaders and apostates,” they said. Then, two suicide bombers attempted to slam an explosives-laden vehicle into a military convoy. The car exploded when Yemeni forces riddled the vehicle with machine-gun fire.

This uninterrupted violence makes clear that al Qaeda has chosen Yemen as a safe haven, possibly even a long-term base of operations. While the Yemeni government holds a tenuous grip on national security, al Qaeda operatives are using proven tactics, which have been refined in other vulnerable countries in the region.

A Yemeni official surmised, “They are learning from the playbook of al Qaeda in Iraq,” referring to the tactics the group is using to undermine Yemen’s government by targeting officials. They are also learning from terrorist campaigns in east Africa.

Al Shabaab, an al Qaeda affiliate, is using such tactics in Somalia, which is now considered a failed state. Al Shabaab now controls most of the southern and central parts of the country, including a large swath of the capital, Mogadishu, where it has imposed a harsh interpretation of Sharia law. Yemen may await a similar fate if al Qaeda remains out of control. Because of the United States and our allies’ decade-long war against al Qaeda, much is known about how terrorist cells cement authority in troubled lands.

Despite any rhetoric to the contrary, al Qaeda cells are hard pressed to secure legitimate popular support in the communities where they hide. Their terrorist ideology gains little ground in traditional regional societies. Thus, al Qaeda has learned to exploit tumultuous areas, where local sentiments are in conflict with the country’s government.

This is a pattern. Identified by counterterrorism expert David Kilcullen, it is a cycle consisting of four phases: infection, contagion, intervention and rejection.

First, al Qaeda establishes a presence in an ungoverned or under-governed area (infection). Then, using that area as a safe haven, al Qaeda spreads violence and violent ideology to other regions (contagion). Predictably, a government or governments step in to disrupt the safe haven and fracture the cells (intervention).

These three phrases have already happened in Yemen.

The fourth phase, rejection, occurs when local communities reject intervention and ally with al Qaeda. Should this happen in Yemen – and all indications suggest that it will – al Qaeda will have achieved far more than a base of operations. AQAP is demonstrating its reach and phase four may be within its bloody grasp.

Erroll G. Southers is the Associate Director of the DHS National Center for Risk and Economic Analysis of Terrorism Events (CREATE) and adjunct professor of homeland security and public policy at the University of Southern California. He is also the Managing Director of Counter-Terrorism and Infrastructure Protection for San Jose-based TAL Global Corporation.



Inconsistencies...What Are They? How Are They Hurting Your Business?

By: Diana L. Garren

The key to differentiating yourself in a competitive market is consistency. **Consistency** builds credibility, security and long-term business partnerships with clients, prospects, and employees.

Inconsistency undermines your credibility and diminishes your reputation. Inconsistencies in communication, performance and customer service are particularly potent.

Communication

Inconsistent communication – for example, delayed responses to phone calls or e-mails – makes people question your reliability, accessibility, and opinion of them. If you are too busy to communicate they may assume you are too busy to handle their work and handle it well, or they may think you don't consider them important. Either way, it's not a message you want to send.

The quality of your communication is as important as the timeliness. Inconsistencies in the look or tone of your correspondence quickly erode your professional image and dilute the power of your brand.

Performance

Performance comprises everything about the way you conduct yourself and your business. Inconsistencies between your brand assertions and the quality of your marketing communications confuse potential clients and diminish your message, making it more difficult for you to gain new business and command a higher rate for it. If your marketing message is not consistent across industries and media, potential clients will be confused

about who you are and what you can do for them. Your core value proposition is the same in every market. You need to express it clearly and consistently in order to grow your business.

Regardless of what you say about your work performance, inconsistencies in the quality or format of your work product, the timeliness of work submitted, and your availability for follow-up all signal the same thing: I am not reliable or professional, and I may not have the ability to do the work you require. When clients and prospects experience performance inconsistencies they are highly likely to look for someone else to work with.

Many employees and sub-contractors will do the same. Almost all people want to know how their performance compares with expectations. Employees and sub-contractors look to you for performance guidelines, protocols and evaluation. Inconsistency in direction or feedback from management damages morale and makes it difficult for employees to achieve their goals.

Customer Service

Most clients are willing to forgive delays and errors provided they are infrequent and resolved quickly and consistently, but they shouldn't have to. Prospects with no history of success with you may be less forgiving. Inconsistent customer service implies a lack of concern on your part. It catches clients off guard, turns prospects off, and breeds discontent among employees and sub-contractors. Great customer service is remembered for a while; poor customer service is never forgotten.

Inconsistent phone communication can cost you business right out of the gate. Clients and prospect notice whether or not the phone is answered quickly and professionally and whether or not it is answered at all! It makes a difference in their impression of your business and their comfort level with you.

Pricing and billing are two other areas where consistency is important. Inconsistent pricing can cause surprise and resentment with clients and prospects, as well as significant administrative challenges for everyone involved. If clients are not billed as they expect to be, they lose time and money clearing up confusion in accounts payable. You lose their respect, their trust, and maybe their business.

At True Perceptions our mission is to eliminate inconsistencies that could undermine your credibility. Call True Perceptions today at 678-583-0401 for a free one hour consultation.

Diana L. Garren of Atlanta, GA is one of the leading business image experts in the United States. For more information you may visit www.TruePerceptions.com.

Investigating Malta: WAD Annual Conference held on the island

Even if the Maltese weather didn't quite live up to its reputation, the delegates of this year's 85th WAD Annual Conference weren't going to let a few drops of rain spoil their mood. In fact, when the sun did come out again, everything looked refreshed and new.

For 2010, the program and the conference organisation had also been refreshed. Fascinating speeches were given by well-known and respected experts and seminars were held to discuss current search techniques and methods.

This year's conference featured special presentations on 'Crime Mapping', a means of drawing virtual maps of the crime. Delegates were also amazed by a demonstration of how forensic scientists use 3D scanners to secure crime scenes. In addition, the conference dealt with the issues of crime at sea and the role the mobile phone will play in investigations in the future.

The detailed and varied talks given by the specialists proved highly popular among WAD members. Many were on the edge of their seats, astounded at what these developments could do for the industry.

In the midst of all this excitement, however, there was a need for some relaxation. After all, if you make the effort to visit Europe's sunniest island, you should at least get the

opportunity to see some of it. First stop was a coach tour with a trip to one of Malta's picturesque fishing villages followed by a night-time excursion with most of the conference attendees.

The highlight of the activities was without doubt the boat trip. The delegates clearly enjoyed the island's atmosphere. The conference was rounded off by a fantastic gala dinner.

Association members who visited Malta for the conference now understand why we moved our operations to the island-even if most of our work continues to be focused on Germany.

Malta is a strategic central location from which to coordinate the group's activities and network partners: with our own operational teams in Germany, Poland, Bulgaria as well as our partners in UK, we are well placed to cover most of Europe.

It was great to hear everyone getting excited about the speakers and the spontaneous fringe events and it was a pleasure to be host of this event. I would like to thank everyone who attended and hope to see you again soon in Malta!

Hermann Kaminski

Founder of IWA Group, Malta

Conference Host W.A.D Malta

Malta Conference Reports and Seminar Presentations are available on our website www.wad.net (Members Area)



Malta Awards



The prestigious Norman Sloan Award was presented to Dale Wunderlich, who demonstrated the values and spirit that this award honours. His attendance at our meetings, continuing contributions, dedication and his high standards are to be emulated. The award was presented by President Vladimir Solomanidin.



Kenneth de Martino of Guard and Warden Services House Ltd receiving The Hal Lipset Memorial Truth in Action Award 2010 from Conference Host Hermann Kaminski for his contribution to the industry, outside the Association.



Award Chairman Eric Sheldermine presenting The Neal Holmes Sr, Memorial Security Professional of the Year Award to Brendan Mallen, CPP, for the excellence, leadership, business acumen and entrepreneurial endeavour he consistently demonstrates through his approach to security which exemplifies the standards to which security professionals should aspire.



President Vladimir Solomanidin was presented the W.A.D. Investigator of the Year Award for his outstanding and professional investigative skills over the years which assisted enforcement authorities cripple several major counterfeit operations.

From Our Past Presidents In Malta

Allen Cardoza - President 2007-2008



As a life member and Past President of WAD, I can say without reservation that I have gained so much more than just great contacts. Be it to assist me with cases or to be able to confidently refer clients to.

I have gained a second family that I can go anywhere in the world and know that I will have a brother, sister or eccentric uncle that I can count on for assistance, contacts and friendship. I look forward to the WAD conferences because to me, they are family reunions. I look forward to seeing all of you at our next family reunions in Germany and China.

Bob Heales - President 1991-1992



I attended my first conference in 1983 in Honolulu and have seldom missed one since. WAD membership and participation has helped my business grow, but more importantly has introduced me to an

international network of colleagues, many more like family members than business associates.

J.D. Vinson Jr - President 2005-2006



I became President in 2005 at the Conference in Las Vegas. This date is easy to remember since Hurricane Katrina struck the city of New Orleans about two weeks before the conference.

M. Greg Scott - President 2008-2009



Since joining in 1987, I have made more true friends and referral business through WAD than all other associations combined.

Eric Shelmerdine - President 2006-2007



The road to the Presidency is a long and tiring one for the committed individual, however it was a privilege to be accepted into the WAD family in the first place, and a great honour to serve as President.

Louis Laframboise - President 2001-2002



Past President is indeed a testimony of time given for this association. One usually get back what he invests. Having a name in the directory or an email address on the server list is fine, but if you truly

want to get some return on your investment, be involved. I have no regrets and I do have a return on my investments.

Richard D. Jacques-Turner, CPP

- President 1989-1990



I attended my first WAD conference in Rome in 1982. I have missed only 1 WAD conference since then and I have enjoyed them all enormously. I think this

shows just how valuable I consider WAD to be, both from a business point of view and all the friendships I have made throughout the world.

Rockne F. Cooke - President 1998-1999



I attended my first meeting at a midterm in Scottsdale, Arizona shortly after joining WAD in 1989 and became immediately hooked after being warmly received by so many warm and friendly professionals. I

soon learned that you reaped what you sowed by staying involved and working hard for the association. This has proven to me to be the key to a rewarding experience both professionally and socially.

Jonathan Tal - President 2000-2001



WAD President position is a significant investment. Firstly time: it takes about 7 years to progress from Board Member to Third VP, Second, First and finally to become the CEO of this unique

organization. It is humbling when you see those who have come before you and when you look at the history of the organization and it is an amazing experience to be the steward who gets to navigate the organization for a year. The experience I would say was an exhilarating and exciting, well worth the investment in both, time, mental energy and also money.

Brig (Gen) Rashid Ali Malik

- President 2009-2010



Though I had been a member earlier my first physical interaction with the group was at the WAD Kuala Lumpur AGM in 2000. Ever since I realized that this was the lot

I would want to invest in the future. I had spent a life time in the Army and just retired when I got into Private Security in 1997. I was looking for a new family – WAD was the perfect substitute, it has ever since been both my family and my business

Jan Stekelenburg - President 2002-2003



I attended my first meeting in Dublin, Ireland in 1990. We were pleasantly surprised by the warm, family and colleague like friendship from all the attendees. So there was

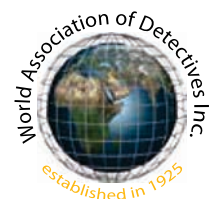
no question for us to become a member. I soon learned that my experience and know how could be useful in this organisation. Professionals educate professionals. Every meeting means new ideas, new experiences and new family. W.A.D is my key in the growth of my national company into a global company.

Joel Michel - President 1997



Our association has its roots dating back to 1950. We stand on the shoulders of the great leaders and members who have come before us. W.A.D. has greatly benefited by their many hours of bro-bone work

on behalf of the association. We owe a great debt to former leaders, some whom have passed away and many others who are still alive, but no longer able to participate, who have guided us through tough and turbulent times to reach our present status. WAD has a bright future and no doubt will continue to grow and be recognized as the premier association of its type in the world.



Snapshots of W.A.D Malta with the FERNANDEZ II in the background



New Member Rajesh Bharti, Johnson Okebukola & Eric Shelmerdine at the Gala Banquet.



*Jolanda de Hoog, Eric Bolsius, Willem de Hoog
Mr & Mrs Ajit Singh*



*Laila Saleh, Yuriy Kogut & friends from Ukraine
on board Fernandez II*



*President Vladimir having a ball with Sujeet Menezes,
John Jones & Nigel Brown*



*Immediate Past President Rashid Malik,
Vivek & Sachit Kumar*



The W.A.D Seminar-an unexpected full house!



Our freinds from Germany - Lothar Kimm, Annelie, Manfred & Ilse-Dore Lotze, Liane Reinecke & Jasmine Schmid.



Our beautiful ladies - newly appointed Sgt-at-Arms Laila Saleh, Mrs Kunwar & Louise Coward



Out going Officers at the 1st BOARD Meeting chaired by Charman of the Board Greg Scott



Sylvia Stekelenburg, Nicole Laframboise & Siti Naidu at the Welcoming Reception



Taking a break from the business meeting - Allen Cardoza, Fernando Molina, David Grimes, Sujeet Menezes & John Jones



Our in famous W.A.D Gala Banquet - black, bow and glittering with gold!

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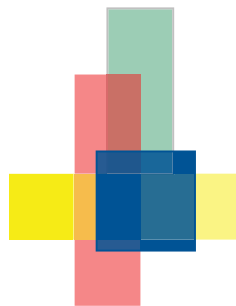
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CONGRATULATIONS WALT FROM YOUR FRIENDS IN W.A.D.

W.A.D. is pleased to report that Life Member Walter Zwonitzer received the 2010 Distinguished Achievement Award at the California Association of Licensed Investigators 43rd Annual Conference held on Aug. 25, 2010 in Costa Mesa, for his dedication, support and contribution to CALI and the private investigator profession.

The Distinguished Achievement Award is CALI's most prestigious and honored award. Recipients of this award have demonstrated leadership, and over time have contributed an extraordinary amount of time and effort to CALI and to the greater good of the investigation or security profession.

Walt is a founding member and Past President of CALI, and an Investigator of the Year recipient. He has served CALI as Governor, Director, Chairperson, President, and Chairman of the Board. CALI reports that in addition to his support, he is actively involved in the Long Beach community and is an advocate for numerous nonprofit organizations. His assistance has been needed in several well-known cases because of his expertise in private investigation. A decade ago he was even featured on CBS' '48 Hours' for his contribution and work for bringing down a con artist known as "Mr. Wonderful."

Walt started his career serving in the U.S. Army as a Military Police officer where he found his niche. He then received his associates of arts degree in police science, followed by his bachelor's degree in criminal justice from California State University, Long Beach. In 1964 he founded his own private investigator firm, Zwonitzer Group Investigations. His firm specialized in missing persons, child custody and embezzlement. Walt currently is enjoying being semi-retired but is still active in his firm.



IN SEARCH OF THE TRUTH AND FOUND THE LOST

I, like a lot of WAD members, am a former member of the Police (New Zealand PD, Detective, 1961-1977) and I have a long-standing interest in NZ Police history. Earlier this year I found the grave of a Constable who had been shot and killed on 6th October 1919, and when I found it it was all overgrown with vegetation and was in a very dilapidated condition. The grave was refurbished and rededicated on 6th October 2010, exactly 91 years from the date of his death. The article appeared in our local newspaper..... TWAM

Trevor W.A. Morley fondly known as "TWAM" is WAD Life Member and Managing Director of Morley Security & Investigation Group Ltd, New Zealand. "

Reprinted with permission from the Dominion Post newspaper, Wellington, New Zealand."

Grave of Wellington's slain officer gets a revamp

Nathan Beaumont

ONE man's interest in finding out more about a Wellington policeman killed in the line of duty has led to the murdered officer's grave being spruced up.

Former detective Trevor Morley was researching officers killed while serving, when he came across Constable Vivian Dudding, 32. He was shot in the head when he attended a domestic incident in Thorndon on October 6, 1919, and died an hour later.

"Constable Dudding is the only officer to be murdered in the line of duty in Wellington city so I wanted to learn more about the case," Mr Morley said.

His investigations led him to the grave site at Karori cemetery and he was shocked with what he saw. "It was in a dilapidated state, overgrown with trees and weeds. It was terrible. I couldn't even read what was written on the plaque."

So he wrote to Police Commissioner Howard Broad and Police Association president Greg O'Connor to inform them about the grave's state.

"They didn't know it had fallen into this state, but as soon as they were aware, they were quick to act and the site was restored."

Yesterday, exactly 91 years after Mr Dudding was killed, a ceremony was held at the grave site.

Mr Broad read from the original eulogy for Mr Dudding: "The soldier in battle is often liable to be ambushed, but the police officer throughout his whole career is liable to fall into the ambushes which exist in the dark streets and alleys, the burglar's dwelling or shop, in the unprepared encounter with the lunatic, the drunkard, the street rowdy, and the domestic dis-



Fitting monument: From left, relatives Romola Dudding, Helen Dudding and Adelaide Dudding Cox join investigator Trevor Morley on a visit to Constable Dudding's refurbished grave at Karori cemetery. Photo: CHRIS SKELTON

worker, had broken into his ex-wife's house. Mrs Aspin and her children fled the house after he made threats.

When Mr Dudding, who had just come off duty, arrived on the scene, he tried the doors of the house, but could not gain entry.

He then peered through the kitchen window and Aspin shot him in the head.

Aspin then set fire to the house and shot himself. He died in hospital.

After the ceremony, Wellington Mayor Kerry Prendergast unveiled a plaque for Mr Dudding at Wellington central police station.

The city council has also approved the name Dudding for a future street name in his honour.

The dispute that led to Mr Dudding's death involved a man named Alexander Aspin, who was divorced from his wife.

Aspin, a Norwegian waterside



In memory: Wellington central police station has a new plaque to Vivian Dudding.



PI TOM SHAMSHAK ON FOX NEWS BOSTON

Chief Thomas P. Shamshak (Ret), WAD member and one of our W.A.D. 2012 Boston Conference local hosts appeared on Fox 25 to provide commentary as a Police Practices Expert in connection with the recent fatal shooting of the Pace University student from Massachusetts. Tom is also NCISS Regional Director and a Past President of the Massachusetts state association, LPDAM.

To View the interview visit the link to the Boston's Fox News site at <http://www.myfoxboston.com/dpp/morning/local-student-shot-in-ny-questions-for-police-20101020>

Photo courtesy of www.shamshakpi.com

CRIMINALJUSTICEPROGRAMS.COM INTERVIEWED CHUCK MCLAUGHLIN

Below is the interview where he shared his thoughts on private investigation and what it takes to be successful in the career. Chuck is President of McLaughlin Investigative Group and W.A.D Board Member as well as W.A.D Ambassador.

Q: Can you describe your current position and background in investigation?

In addition to my private investigation firm, I also have a pre-employment screening business, EmploySecure.com (for employers doing background checks on their employees). It's something that students may want to consider.

I started in the private investigating business after I graduated from college at the University of Massachusetts at Amherst, about twenty years ago. I had a job doing part-time work, mostly surveillance on domestic cases and workers' compensation. That's how a lot of people break into the business. At the time, I had a lot of on-the-job training. There weren't a lot of resources out there.

For my degree, I studied legal studies and sociology and minored in criminal justice. My intention was to go on to law school, but that never happened, and I'm happy that it didn't.

Q: What made you decide to pursue private investigation?

To be honest, it was an interesting career opportunity that I had. I was just out of college and thinking of going to law school. I had worked for a short period of time as a legal assistant in the Middlesex County sheriff's department helping inmates do legal research and preparing court documents. I was focused in the criminal justice/legal world, and then I had an opportunity to do some private investigative work, and I liked it. Really quickly, it grew from part-time. Within three years, I became the vice president of a company in Boston. There was a lot of opportunity there for me, and the work was fascinating, something different every single day.

You go from dealing with a homeless person to a CEO in the same day. The ability to engage people at all different levels is what separates a good investigator from an average one.

Q: How does private investigation differ from law enforcement?

You see a lot of police officers who retire or are out on disability and think, "Well, being a private investigator is going to be an easy stint for me. I've done investigative work." It's really not. A police officer has a badge; they have the power to affect somebody's liberty and have access to the courts to get subpoenas. As a private investigator, you really don't have any power per se. You don't have any special access. It's really based on human nature skills that you need to develop. Also, you need to know where to find information—looking in public records and private databases that you can subscribe to.

A successful private investigator is a successful business owner first; that's really the key to it. Many law enforcement personnel who go into private practice have never worked in a private business before. Understanding the criminal justice system is key, but understanding business is just as important, if not more so.

Q: How important is a degree in advancing someone's career as a private investigator?

The more knowledge you have about a great variety of things, the better off you're going to be because you're dealing with different things all the time. Knowing how the court system works is fundamental—that's step one. Having a broad-based knowledge of life in general [is good too]. There is nothing that you can study that is going to be a waste of time.

More specifically, I know there are some really good programs out there—Boston University has a certificate program that deals with private investigation. I learned everything as I went along and through making mistakes. I had the basic education from going to college and having a minor in criminal justice, which helped me a lot, but a lot of it also came from trial and error.

Q: Is there a minimum degree required?

At minimum, you have to have an associate or bachelor's degree. You really need to have a base of knowledge beyond criminal justice because you need to know how the world works. You need to understand business. You don't need to be an expert, but you need to have a general knowledge of a lot of things.

Q: When people start in this career, do they usually start with a firm?

In Massachusetts, you need to start with a firm because you just can't get a license otherwise. You need to establish a history of doing investigative work. You can also get some really good experience working for the committee for public counsel, court-appointed criminal defense work with which you can learn some great private investigating skills.

Q: In general, are there any specific traits that work well for a private investigator?

You should be a people person—able to engage people in conversation and feel confident enough to talk to all different types of people. You also have to have an overall sense of curiosity.

Q: How can people make themselves stand out during the job application process?

You have to separate yourself from the crowd. I get countless, daily emails from people saying, "Please see my résumé." That does nothing to get my attention. You need to be creative and resourceful; otherwise, you're going to get all kinds of resistance. The majority of private investigation firm owners are business people. They have two to five people working for them, and they're busy. I remember someone sent in a DVD that she had made. I thought to myself, "She has a skill set and some multimedia skills I can find a way to use in a business." It really caught my eye.



Chuck McLaughlin, Jolanda & Willem de Hoog in Malta

Q: What should students expect as they start their careers?

The duties of those who just start to work for us can break down into three categories. One is Internet research. When I started, there was no Internet or email. Having a strong Internet-research-based skill set is important now.

Secondly, we do a lot of court research. You need to be able to understand how the court system works and do court and public records research.

The third skill is surveillance. You can't be a private investigator without having done some surveillance work. It's something that looks easy on TV, but there are only a few people I know who are really good at it.

Q: What makes someone really good at surveillance?

Patience, patience and more patience—and focus. You need to be able to sit still and concentrate on what you're looking at. It sounds very simple, but you can't go somewhere and read a book or a magazine or play with your phone. When you look down for four or five seconds, your subject is going to walk out of the house and disappear on you, and you'll never know he or she is gone.

Q: Is there something that really surprised you about private investigation when you started?

Well, I've made more money at my private investigating business than I ever thought I would. It's been financially good for my family. I wish I knew business better when I started. I made a lot of mistakes along the way. If I knew when I started college that I was going to become a private investigator, I would have studied writing and business management along with criminal justice.

Q: How does writing come into play?

At the end of the day, what we sell is a piece of paper. It's what we produce for our clients. I could be the greatest private investigator in the world, but if I can't put my successes onto paper in a way that makes sense—that's clear and concise—I'd be wasting my time.

Q: What kinds of changes, and particularly changes in technology, have there been in the field in the last few years?

Technology just makes investigations go at a much different speed. If you're not caught up on technology, you're at a huge disadvantage. I think younger people have a real advantage here because men and women who are older may not have that technology skill set.

For example, ten to eight years ago, pre-employment screening was done mainly by private investigators and mostly for the upper management/executive level. The cost of doing a background check would be around \$1,000 to \$1,500. It was very labor-intensive. Technology has brought that \$1,500 background check down to about \$150, allowing companies to screen all their employees, not just their executives. The work is basically the same, and we're still sending people out to courthouses, but the administrative side of things can be automated through technology. Pre-employment screening is a booming industry.

Q: What do you see for the future of private investigation?

I think the industry will continue to grow. The PI industry, in general, had, by its own fault, a bad reputation. There have been a lot of rogue private investigators out there, and they're the ones that make the news and have hurt our industry. But, I think there are a lot of good associations and programs that understand the importance of professionalism and education. Any successful litigation law firm has private investigators because the law firms understand the value that they get by bringing investigators to the table.

Q: Can you talk about the World Association of Detectives? Is there a way students can get involved?

The World Association of Detectives is the oldest international private investigating and security association in the world. It is truly an international association. Members come from all over the world.

We have a student membership category for the World Association of Detectives. Students can go to www.wad.net and get an application. They'll have access to our listserv and can come to our meetings. At our annual meetings, we have seminars that cover a wide variety of topics. For students, it's a "if I knew then what I know now," type of thing. If you go to one of these meetings, you're meeting those at the top of the PI industry.

Q: Any other particular recommendations for aspiring investigators?

Get a lot of life experience and a strong educational background. Meet people that are in the business. Don't just send a resumé saying, "Do you have any positions?" Go out there and talk to investigators—people love to talk, and it's a skill set that you need for the business anyway.

*Above interview courtesy of:
www.criminaljusticeprograms.com*

WAD – PASSPORT FOR BUSINESS

By: Ioan Florin Todea
Total Trust Investigation
Bucharest, Romania

Romania is a country of contrast - the country of the bloody Dracula and also the country which defeated the Christendom for centuries. Romania is the country in which the extreme poverty and the extreme wealth are living together.

Romania owns some of the biggest natural resources of Europe, if we think of the gold, petroleum and agriculture opportunities, the investment temptation is huge. But the mirage of the profits is shadowed by the possibility of losing it all in a second because Romania as with many developing countries is not spared with business fraud.

Under these conditions, a person who wants to invest in Romania has to be well informed. Seeking services of an investigation company could be the first step. However it is difficult to guarantee the professionalism and quality of investigative work in a country where this profession has a history of only 6 years and many of those in this field come from the ex communist structures of the Police and Security.

Initially it was difficult to gain the trust of partners and clients. Many of them started the cooperation with small and hesitating steps, destined more to test us rather than to build a business relation.

Many of our collaborators were however WAD members and their professionalism convinced us to become a WAD member, too.

The admission in the big WAD family meant to us a Passport to gain the trust – all the previous problems somehow disappeared. We gained client confidence and respect and developed trust in our work.

There is no denying that being a WAD Member is an advantage, projecting professional and work quality. WAD is not only an extraordinary community of professionals and friends; it is also a real PASSPORT to unexpected business opportunities.



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Licensing for P I's in the UK

To License? To Regulate? To Self-Regulate?

By : Eric Shelmerdine

It seems strange that as most laws around the world are based on "English Common Law", that whilst the majority of European countries and most US states require Private Investigators to be "licensed", the UK still does not.

In 2001 the UK Government decided to implement licensing for the "Private Security" industry by introducing the Private Security Industry Act. The body which was formed to implement and control this licensing was the SIA, Security Industry Authority.

Licensing of Private Security personnel was introduced over the following years and it was always the SIA 's remit to eventually phase in licensing for Private Investigators.

Many of us had doubts as to whether this would ever happen, or indeed whether it was necessary. Having said that, most P I 's were, and are in favour of some form of "regulation" of our industry to keep out the unscrupulous and criminal element. This strict "self" regulation has always been in place by the Association of British Investigators, the oldest body to represent the private investigation sector in the world with it's foundations dating back to 1913. However the ABI represents only around 500 investigators in the UK.

In October of this year, the new UK Government announced huge spending cuts, part of which was to abolished a number of "Quangos" (Quasi-autonomous non-governmental organisations) One such "Quango" was the SIA. So at the moment we are in a state of "limbo".

It is exactly 12 months since I expressed a "tongue in cheek" view in the November 2009 issue of the ABI Investigators Journal as to whether licensing of the UK Private Investigator by the SIA was a done deal, or whether there was a realistic alternative.

The underlying message in my article in the November 2009 edition was to demonstrate that this Association has always been in favour of regulation of our industry. Indeed the article detailed the strict self regulating measures ABI has introduced over many years.

As further proof of The Associations long standing responsible attitude towards regulation, you can see from the photograph alongside that way back in the 1950's a representative delegation campaigned at the Houses of Parliament for recognition and Statutory control. All to no avail.

Well here we are some 60 years later with a newly elected Government who are being forced to undertake a massive spending review, even in every corner of their own departments, in an effort to get the country out of the economic doldrums. This has resulted in getting rid of certain "quangos", and one such victim as we now know is the SIA. So is the idea of P I licensing in the UK now completely "dead in the water"? Time will tell, however the argument for licensing our sector seems to be diminishing with every media report I read.

So what about other options? "Regulation"?

By regional UK Councils ? much the same as some Council's had a register of "nightclub doormen" before the SIA was born, or the way local Council's currently deal with a register of Hackney Carriage (taxi driver) licenses holders ?

A register of every PI located in a certain area to be held by their local Police Force in the UK? Similar to every Certificated Bailiff being registered and regulated through their local County Court. At least I suppose the local Police would know if that PI had a criminal record.

But would these alone provide the safeguards, accountability and necessary policing that official licensing was intended to achieve? The Police certainly wouldn't have the time or resources to deal with any additional responsibility at a time when they themselves are tasked with finding cut backs.

"Self Regulation"?

Well we know that self regulation works, tried and tested by ABI as demonstrated earlier. However not all practicing P I,s in the UK are members of our Association, mores the pity, as they would already meet the professional standards and criteria this profession demands and deserves.

So what exactly does the future hold? The status quo remains perhaps?



Deputation to Home Secretary By Council of old F.B.D. in 1952
From Left: Jack Ballard, Don Hood, H Bromley, G Finch,
Gretton Hall J Thompson F Wallis and A Diamond

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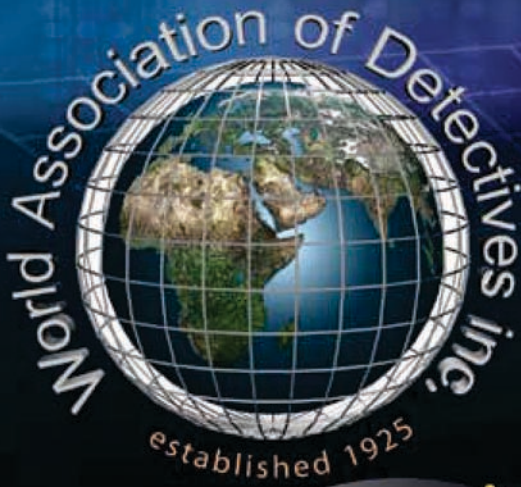
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REGISTRATION FORM

MID-TERM BOARD MEETING

Lake Constance, Lochau, Austria

MAY 12 - 14, 2011



Join your colleagues in Lochau, Austria on the shores of Lake Constance at the new Seehotel Am Kaiserstrand for our 2011 Mid-Term Board Meeting. Lake Constance is surrounded by Germany, Austria, and Switzerland. We will begin on Thursday evening May 12 with a welcome reception. Friday morning we will all board the Stadt Bregenz pictured above and cruise around Lake Constance. We will hold the board meeting on the boat; however guests will be free to relax and enjoy the ride. A buffet lunch will be served. Saturday evening we will gather at the hotel for a group dinner. For hotel reservation please complete the hotel booking form. For hotel information please go to www.seehotel-kaiserstrand.at

Attendees who are not driving from within Europe will want to fly into one of the closest international airports at either Zurich or Munich. Many will want to take the train from either city. Lochau is about 2 hours from Zurich and a little over 2 hours by train from Munich. Schedules and tickets can be found at www.raileurope.com Schedules will show a transfer at either Bregenz or Lindau for a 6 minute train ride, but either city is a short taxi ride from the hotel.

REGISTRATION

Member US\$265.00 x ____ US\$ _____

Guest US\$245.00 x ____ US\$ _____

Cruise Boat Sponsor US\$500.00 x ____ US\$ _____

Dinner Sponsor US\$225.00 x ____ US\$ _____

Cocktail Sponsor US\$100.00 x ____ US\$ _____

TOTAL Amount US\$ _____

REGISTRATION PACKAGE

Includes:

- ◇ Welcoming Reception,
- ◇ Lunch on board
- ◇ Farwell dinner

Name : _____

New member First Time Attendee Non-Member

Guest : _____

Company : _____

Address : _____

City : _____ State: _____ Zip : _____ Country: _____

Fax : _____ E-mail: _____

**Registration Confirmation will be sent to this email address*

Cancellation Policy : Cancellations received before April 20, 2011, 50% of the Registration Fee is refundable. NO REFUNDS for cancellation received after April 20, 2011

PAYMENT MODE

Enclosed a Check payable to W.A.D for the amount in "TOTAL Amount" box above

Payment by Credit Card option: [] Visa [] Mastercard [] American Express Card

Card # _____

Expiration Date : _____ Security Code: (3 digit Visa/4 digit MC) _____

Name on Card : _____

Exact Statement Billing Address : _____



Please E-mail or Fax Registration Form to
W.A.D. Administrative Manager
World Association of Detectives, Inc
 7501 Sparrows Point Blvd, Baltimore, Maryland 21219, USA
 Tel: +1-443-982-4586, Fax: +1-410-388-9746, E-mail: wad@wad.net

Please use the hotel reservation form in this newsletter when making reservations. It is important that WAD receive credit for your reservation toward our block of reserved rooms. Our block will be released on April 12th. After that date rooms are subject to availability.



Seehotel Am Kaiserstrand
Reservations Departement
Am Kaiserstrand 1
6911 Lochau/ Austria
Fax: 0043 5574 58 244
Email: reservation@seehotel-kaiserstrand.at

Reservation form
World Association of Detectives May 2011
DEADLINE: 12 April 2011

Dear Hotel-Reservations,
please reserve the following room from the above mentioned allotment for me as given below:

Arrival: 12 May 2011
Departure: 15 May 2011

**Remark/Arrival or
departure:** _____

Roomtype: Double room (2 Persons) EUR 145,00 per night/per room
Please mark your choice! Single room (1 Person) EUR 130,00 per night/per room

The room rate includes the lavish and fit buffet breakfast and use of the Spa & Wellness area with indoor pool, sauna, steam bath and fitness room as well as services charges, city tax and VAT.

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Last name: _____

Christian name: _____

Address: _____

Phone No: _____

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Signature _____

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Dateline: 1 July 2011
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Volume 62, Issue 4
Sept 2011 - Nov 2011
Dateline: 1 Aug 2011
Incorporating W.A.D Annual Meeting



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E-mail: wad@wad.net

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