

THE CPIRC NEWS

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Is for you!

Introducing a new tool for the PI industry!

“PIRUS will revolutionize the way you do business.” An overly optimistic statement? Not after you’ve seen what this software can do. This new software is the next breakthrough for Private Investigators everywhere. It will become the essential tool in your kit; with it the rest falls into place. This new program will be your new start and end point before you head out on the road and after you get back. When you are ready to write your reports and send out your bills, PIRUS is the tool that’s going to save you time. Imagine inputting your hours, expenses, rental fees, etc, and your bill is ready to print. No calculating. No figuring taxes. It’s all right there.

Secur IT, in conjunction with CPIRC, has been working for the past year to produce this Canadian software. PIRUS was created due to the need for a viable and easy to use piece of software that could be adapted to the unique circumstances of an investigator’s work. With the assistance of experienced investigators, the needs and requirements of the industry were defined. The result; PIRUS.

PIRUS contains many features seen in previous PI software but strives to be more complete and user-friendly. “Subject” forms, employee management, and client management are some of the main features. Unique to PIRUS is billing, quote handling and contract forms. Also, there is a convenient employee availability form to keep track of which employees are free for contracts.



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PIRUS can do all of the following tasks, and more....

- Client management
- Contract Management (including a view of the status of all contracts)
- Print out expenses for a case
- Activity reports (including date stamp on notes field)
- Surveillance prep sheet
- Inventory System
- Resource centre containing links to important sites that open directly in your web browser
- Search tools to find historical and current cases
- Personnel management
- Scheduling and booking of hours
- Way to link employees to contracts so you know who already has experience in such cases
- Link pictures to cases and employee files
- Attach a CV to a personnel profile
- Be able to attach other types of documents to contract or client file
- Have system create monthly report for all permits that will soon be expiring
- Creation of Invoices, Quotes, and Contracts

In conclusion, the new PIRUS system is the most advanced, easy to use system that this investigator has ever seen. It has facilitated all aspects of the administration end of my business leaving me more time to work on acquiring new contracts. If you are new to the “High Tech” end of investigations, you’ll wonder why it took you so long to get on the wagon. Use this program once and you’ll wonder how you ever worked without it. PIRUS is for you!

Jamieson Hunziker

1st Response Protection Group

PIRUS is distributed exclusively through the Canadian Private Investigators’ Resource Centre (CPIRC) and will soon be available online at <http://www.cpirc.com>. All CPIRC members will receive a discount for each purchase.

For questions about PIRUS or pre-orders please contact CPIRC at pirus@cpirc.com.

Consideration for an Investigator's Attire

The very first impression a subject forms of an investigator will be based on physical observations -- not only gender, race and body type, but also attire. The desired perception a subject should have is that the investigator is professional, intelligent, non-judgmental and trustworthy. Anyone who has found themselves in a social situation of being either under or over-dressed can appreciate the psychological impact attire choices have on social interaction. The other fascinating aspect of attire is that it affects a person's self-image which, in turn, can affect confidence and performance levels. For example, if a person knows that there is a coffee stain on their shirt they are unlikely to draw attention to themselves by being assertive or vocal during a conversation.

Investigators who wear uniforms do not have a choice of attire. The authority associated with a uniform is beneficial during an interview. That is, a guilty suspect will experience greater fear and anxiety when lying and exhibit more behaviour symptoms of deception. However, this effect is undesirable during an interrogation. During an interrogation the investigator's uniform, gun and badge all serve as reminders of the punishment the suspect faces if he tells the truth. It is, therefore, our recommendation that if an investigator must wear a uniform when conducting an interrogation that a comment be made to the suspect to negate the consequences associated with the uniform, e.g., "You know Mike, at 5:00 I take this uniform off and put on jeans and a sweatshirt just like you're wearing. In many respects, you and I are quite similar..."

Many investigators work in plain clothes and have a choice of what to wear each day. Consider a person who is dressed in a \$700 suit, with a silk tie, starched and pressed white shirt and highly polished black wingtip shoes. In a board room this wardrobe may portray success and knowledge with an expectation of respect. However, when inside an interview room with a robbery suspect, this attire takes on a completely different meaning. The suspect is likely to resent an investigator dressed in this manner for being able to afford such expensive clothing. Also, the suspect may not trust the investigator, perhaps believing that the investigator's fancy clothes are an effort to somehow put the suspect "in his place," or are the product of accepting bribes or kickbacks (picture well-dressed drug dealers). Both of these perceptions, obviously, are undesirable.

The underlying psychological principle regulating investigator attire is this: there is a natural tendency to respect and trust people who share similar behavioral choices, including choice of clothing. A person who primarily investigates white collar criminals and deals with professionals on a regular basis should, therefore, dress at the subject's level. This probably will mean a suit or sports jacket and tie for men and business dress or suit for a woman. This "business attire" affords some flexibility where a suit coat can be removed or a tie loosened. Very clearly, it is undesirable to have a situation where the suspect is dressed significantly better than the investigator.

Many law enforcement investigators routinely deal with street criminals and gang members. When these suspects are picked up for questioning they may be wearing tennis shoes, jeans and a T-shirt. Does this mean that the investigator should dress down to the suspect's level? We do not think so. To maintain a perception of authority and competency, the investigator will want to at least dress in casual business attire. Examples of casual business attire include a dress shirt or short-sleeve knit shirt and khaki pants for men and a blouse and pants for women.

The previous comments have all related to subject perceptions during an interview or interrogation. There are additional attire considerations when it comes to testifying in court where the visual appearance of a witness is sometimes more important than what the witness says. If a uniform is worn to court the investigator should make certain that it is clean and pressed and that shoes are polished. If the investigator is working undercover and therefore is unshaven and wearing his hair in a pony tail, he should still dress in a professional manner and make certain that the prosecutor asks questions to allow him to explain his physical appearance.

Investigators who testify in plain clothes should obviously dress professionally. A suit and tie is appropriate for male investigators and a business dress or blouse and pants for female investigators. The female's blouse or top should have a conservative cut. There are also subtle color considerations to keep in mind. The colors blue and brown are associated with authority and control (think of colors for military or police uniforms). Grey, tan or green are social colors that invite interaction and acceptance, e.g., the psychologist's or professor's wool tweed jacket. The guideline I follow is that when testifying for the defense I wear authoritative colors. Conversely, when I am called by the prosecution I want to avoid an authoritative image and will wear social colors.

Many years ago a popular book titled "Dress for Success" stressed the importance of how one's attire can significantly influence the perceptions of other people. One underlying premise was that if the reader wanted to obtain a position that paid \$200,000 a year, he or she first had to dress in a manner consistent with someone in that salary bracket. I'm not certain about that theory but we have anecdotal accounts where an investigator's attire appeared to contribute to the success or failure of an interrogation. On the one hand are the over-dressed investigators who are perceived by the suspect as condescending, arrogant and clearly an adversary. On the other end of the continuum are the unkempt, disheveled investigators who come across as uncaring, sloppy and incompetent. As previously stated, the proper attire for the investigator will depend on the suspect. Before entering your next interview look in the mirror and ask yourself, "How will this particular suspect perceive me?"

For further information on interrogation or interviewing techniques consider attending our advanced course on interviewing and interrogation. All CPIRC members get discounts on Reid seminars.

This article was prepared by John E. Reid and Associates, Inc. as their Monthly Web Tip and was reprinted on our web site with their permission. For additional Monthly Web Tips, go to www.reid.com and click on "Helpful Info".

RESOURCE CENTRE ROUNDUP

THE CANADIAN POLICE INFORMATION CENTRE (CPIC)

The **Canadian Police Information Centre (CPIC)** was created in 1966 to provide tools to assist the police community in combating crime. It was approved by Treasury Board in 1967 as a computerized information system to provide all Canadian law enforcement agencies with information on crimes and criminals. CPIC is operated by the RCMP under the stewardship of National Police Services, on behalf of the Canadian law enforcement community.

The public can use the CPIC site to help keep their neighbourhoods safe by checking and reporting suspicious vehicles. Use the Search button to enter our Stolen Vehicle & Property page. Here you can enter licence plates or serial numbers to verify for stolen property.

The vehicle records in this database are updated every day and the property files are updated every Tuesday morning. Even if you get a positive response to your search, it does not mean the item is stolen. The items status should be confirmed with your local police.

Click the [CPIC - Stolen Property Database](#) link found in the “**Lost and Found**” category in the Resource Centre.

CANADIAN CRIMINAL CODE ONLINE

To access the Department of Justice online version of the Criminal Code click on the [Canadian Criminal Code Online](#) link found in the “**Courts/Lawyers/Law Advice/PIPED Act**” category in the Resource Centre.

PRIVATE SECURITY AND PUBLIC POLICING IN CANADA

Since 1932 Statistics Canada has been publishing a bulletin called **THE DAILY**. The Daily issues news releases on current social and economic conditions and announces new products. It provides a comprehensive one-stop overview of new information available from Statistics Canada.

Their Tuesday, August 10, 2004 issue titled; **Private Security and Public Policing in Canada**, list several facts about private investigators, Security guards and Police in Canada between 1995 and 2001. Here are some of their stats:

- The number of security guards and private investigators in Canada increased 2% between 1996 and 2001.
- Private security personnel still outnumbered police officers in 2001, at 84,000 compared with 63,000.
- Private security personnel in Canada have been widening their range of functions to include such things as forensic analyses, investigating corporate fraud and providing protection against high-tech computer crimes.

To read Statistics Canada’s bulletin click on the [Private Security and Public Policing in Canada](#) link found in the “**Military/Law Enforcement/Forensic Science**” category in the Resource Centre.

UPCOMING CONFERENCES

The Canadian Health Care Anti-Fraud Association is holding the following seminars:

Seminar: **FORENSIC DOCUMENT EXAMINATIONS**

Date: Thursday April 8, 2005.

Speaker: Marc Gaudreau (Forensic Document Examiner, Canada Revenue Agency.)

Location: Ramada Plaza Crystal Palace Hotel, Moncton, New Brunswick.

Seminar: **MEDICAL FRAUD & OPIOID ABUSE**

Date: Thursday April 28, 2005.

Speaker: This session features Jack Richman, M.D.

Location: The Canada Life Assurance Company, Toronto, Ontario.

Seminar: **MEDICAL FRAUD & OPIOID ABUSE, STATEMENT ANALYSIS**

Date: June 2 and 3, 2005.

Speaker: Dr. Jack Richman & Gregg McMartin

Location: Calgary, Alberta

To register: Please contact Jacinta Khan at 416-593-2633 ext 250 or email administrator@chcaa.org

The Association of Certified Fraud Examiners (ACFEs) Presents:

Seminar: 11th Annual ACFE Canadian Fraud Conference & Exhibition

Date: May 16-18, 2005

Location: Holiday Inn on King , Toronto, Ontario

For more information visit <http://www.cfenet.com/events/CanConf.asp>



Securing Tomorrow Conference 2005

Date: September 30th to October 2nd, 2005.

Location: Peterborough, Ontario

Speakers:

- **Norm Groot**- Privacy Legislation your Obligations as a Business.
- **Constable Lloyd Tapp** and **Mr. George Sicker**- Protecting your Business from unwanted Persons.
- **Elliott Goldstein**- Video surveillance in the workplace and on Customers.
- **Chief Garry Clement**- From Grow Operation to Money Laundering.
- **Chief Superintendent Dave Wall**- Safe Communities a Secure Ontario.
- **Sid Hurst**- Polygraph Examination in Workplace Investigation.
- **Sgt. Moshe Gordon**- Detecting and Dealing with Counterfeit Banknotes.
- **Blair Brown**- Cyber Crime and the Risk to Business.
- **Paul Turner**- Surveillance Countermeasures and Identity Theft.
- **Sgt. Robert Hotston**- Identity Theft and Credit Card Fraud.
- **Maria Vlahos**- A gateway to Ontario's Land Registration.
- **Bob Burgis**- Mining Garbage as an Investigative Tool- Air Canada vs Westjet..
- **Warren Sweeny**- Presenting your Case- Enhancing the Professional Image.
- **Eric Jacksh**- Information security.

Please contact Jason C. O'Dell by email at jason@investigators-group.com or by phone at 1-800-704-9299 if you are interested in Booth Space. **Space is limited to first come first served. The spaces are going quickly so please reserve A.S.A.P.**

DISCOUNTS

All those who attend the Securing Tomorrow Conference will receive discounts on CPIRC memberships:

- › Attend a session and get \$5 OFF
- › Attend one day and get \$10 OFF
- › Attend two days and get \$20 OFF
- › Attend all three days and get \$40 OFF

Discounts can be applied to corporate or individual memberships. Memberships also include discounts on PI Magazine subscriptions and our PI management software!



For more information on the conference please visit: www.securingtomorrow05.com

RESOURCE CENTRE ROUNDUP

Working on a Patent, Trade-mark or Copyright Investigation?

The Canadian Intellectual Property Office (CIPO) database lets you access over 75 years of patent descriptions and images, all trade-marks that were cancelled, expunged, abandoned or refused after 1979, and some marks that were cancelled, expunged, abandoned or refused prior to 1979. The database also includes all copyrights which were registered as of October 1, 1991. In some cases, registrations prior to 1991 were entered into the database due to request for certified copies.

Click the [Patent, Trade-Mark or Copyright Database](#) link found in the “**Business/Land Titles/Personal Property**” category in the Resource Centre.

What do the nine digits of a Social Insurance Number mean ?

The first eight numbers are assigned digits and the last number is a check digit. A person can determine the check digit of a Social Insurance Number by doing the following:

Step 1: Multiply every digit in an even position by 2 (ie. starting with the second digit multiply every other digit by 2). $3*2 = 6$, then $6*2 = 12$, then $2*2 = 4$, then $4*2 = 8$.

Step 2: Add together all of the digits of the numbers multiplied by 2. $6 + 1 + 2 + 4 + 8 = 21$

Step 3: Add together all of the digits not multiplied by 2. $1 + 0 + 9 + 5 = 15$

Step 4: Sum together the results from Step 2 and Step 3. $21 + 15 = 36$

Step 5: Subtract the sum in Step 4 from the next highest multiple of 10. $40 - 36 = 4$ [check digit]

To use an online SIN validator click the [SIN Check Digit](#) link found in the “**Business/Land Titles/Personal Property**” category in the Resource Centre.

Canada 411 Reverse Phone Searches

Canada 411 Reverse Phone searches can find regular phone numbers, toll-free numbers as well as numbers with characters. If the results come up negative because the phone number is either unlisted or disconnected it will still indicate in what area the phone number originates.

Click the [Canada 411](#) link found in the “**Telephone Directories/Area Codes/Postal Codes**” category in the Resource Centre.

RESOURCE CENTRE ROUNDUP

WORKING ON A CASE WHERE A CEO ACCUSED OF FRAUD DISAPPEARED NEVER TO BE FOUND?

This website shows individuals how to restart their life abroad. With thousands of articles, contacts, re-sources, links and tools for finding overseas real estate, international employment, hidden enclaves, artist havens, unique destinations, offshore investments, and the requirements for living an international lifestyle.

“Since 1995, we have been helping escape artists restart their lives abroad.”

Click the [Escape Artist - Restart Your Life Overseas](#) link found in the “**Business/Land Titles/Personal Property**” category in the Resource Centre.

OFFSHORE, PRIVATE & INTERNATIONAL BANKS

This site lists banks and offshore service providers found in Belize, Cayman Islands, Turks & Caicos Islands, Austria, Vanuatu and several other countries in the Caribbean and Europe.

Click the [World Offshore Banks](#) link found in the “**Business/Land Titles/Personal Property**” category in the Resource Centre.

DELETED FILES? WHO ARE YOU KIDDING?

Most of us believe that once we delete files from Windows Recycle Bin that we have permanently erased them never to be seen again. However, unbeknownst to most of us are very simple ways to retrieve and view files and folders that have been removed in this manner -- even months after they have been "deleted"!

With simple, and in most cases free software, anyone can view a list of all of the files, folders, pictures, and documents you have attempted to delete recently, as well as easily restore and view them.

There are also several softwares out there that securely delete files by overwriting them several times with random data before deleting them. 7 or more overwrites is considered government and military class security. Most softwares allow you to overwrite files from 1 to 12 times.

Click the appropriate links found in the “**Free Investigative Software & Publication Downloads**” category in the Resource Centre.



Canadian Private Investigators'
Resource Centre

For General Information: info@cpirc.com

For Membership Information: memberservices@cpirc.com

For Product Information: shop@cpirc.com

For Training Information: training@cpirc.com

For Comments and Opinions: comments@cpirc.com

For Information on our PIRUS software: pirus@cpirc.com

THANKS TO ALL WHO SUPPORT US!