

A Global Alliance of Investigators and Security Professionals

W.A.D. NEWS

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Richard D. Jacques-Turner

Submission of Articles

All expressions of opinions and statements are published on the authority of the writer over whose signature they appear and cannot be regarded as expressing the views or policies of the **World Association of Detectives**. Articles submitted by other than the author shall require the author's written permission.

Article and Advertising Deadlines

January issue: December 1
April issue: March 1
July issue: June 1
October issue: September 1

Advertising

Acceptance of advertising does not constitute W.A.D.'s endorsement or warranty of any products or services. All advertisements must be received in the correct size and must be remitted with a completed W.A.D. Advertising Form, along with payment in full. Advertisements should be submitted in PDF or JPEG file format.

Non-Member Advertising Rates

Advertising rates for non-members are 50% higher than those for members as stated on the W.A.D. Advertising form. The minimum advertising space for non-members is a quarter-page advertisement.
The Association reserves the right to refuse advertising.

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PRESIDENTIAL BRIEFING

Moving Forward with W.A.D.

By Greg Scott

See our opportunity next year as setting WAD back on track to returning to its former value and greatness. Please don't ever hesitate to let me know (and us all discuss) any ideas you may have. There has likely never been any single Officer who could do it all himself, and I assure you that I cannot make the things happen that we need without your guidance and assistance.

In addition to the help of our Members, much of our success will depend on the success of our Executive Director's office. To be fair, while many of us have had years of interaction with each other to learn about WAD, they have had just one year. They need, and they solicit, our assistance. Please help them in any respectful manner that you can. Criticism of them, or of each other, or of past persons or deeds is useless and a waste of everyone's time. However, if you do have difficulty resolving a problem with anyone in our leadership, please let me know. With "history and experience" on our side coupled with the "energy and enthusiasm" of some "new blood," we're destined to a great year.

The past is our history. It has its ups and downs, but overall it is an 84 year history of greatness and honor. Only 16 years from now, WAD will be 100 years old! Where we are on that diamond anniversary, our future, is ours to determine, starting today! We can take the best and build on it,

and believe me, we have plenty of "best." Whatever is not "best" we'll refine, discard, or simply re-do it.

We need increased value to our Members and increased Membership. This year those are the two concepts to work on. We will work on both seriously and simultaneously. Look at the names of your Officers, Committee Chairpersons, Area Governors, and Ambassadors whom you will be working with, and then add yourself among our other 800 Members who make up the finest Investigators and Security Specialists in the world. We are the right people, at the right time, with the right resources. It's going to take some investment of our time, but it's going to pay professional, financial, and social dividends to every Member.

The nucleus around which everything is going to grow is the WAD website. Our current site is tired and worn out. It has only been kept alive by the dedicated work of our former Technology Chairman Simon Jacobs. Simon has almost single handedly kept it going for us until we could plan our new one, which will be the state of the art Association website in the world. The new site will be interactive so each Member can immediately edit his own information. There will also be a 24 hour a day blog for conversations between Members around the world to utilize. You will have access to podcasts of past seminars and speeches, news from



around the world, links to other associations, government sites and information. Most importantly, anyone in the world can search for a WAD Member on an interactive map, by name, by Agency name, by city, state, or country, and by email address. Our website will be the best and most useful site of any association in the world.

The past is ours my friends, and now so is the future. Thank you for your Membership and your loyalty to WAD. Please contact me, or the Executive Director, or any Officer, Committee Chair, or Ambassador with your advice or comments, or anytime we can be of assistance to you in any way.

Happy Holidays!

Greg Scott

W.A.D. PRESIDENT

FROM THE CHAIRMAN'S PEN

83rd Annual World Association of Detectives Conference

By Allen Cardoza

As your new Chairman of the Board, it is with great pride that I share the incredible feedback received from members and esteemed guests regarding the 83rd Annual World Association of Detectives Conference.

In general, their feedback indicates that it was one of the most educational and thought provoking conferences ever; and as one member put it, "not just a WAD conference, any conference!"

After returning and becoming reasonably caught up with the business that provides these wonderful opportunities, I find myself reflecting back on the significance of this conference.

For those of you who missed it, our conference theme which was, "An International Symposium for Human Rights Awareness," celebrated the 60th Anniversary of the signing of the United Nations Declaration of Human Rights.

Our speakers were an incredible collection of intelligent, dedicated, and compassionate professionals from many walks of life.

The popular international actress, Julia Ormond was there and gave an emotional speech about her work. It did not entail her success as an actress, but as a United Nations Goodwill Ambassador, and as Founder of the Alliance to

Stop Slavery and End Trafficking (ASSET).

We heard from a very controversial Robert Amsterdam. As an attorney, Mr. Amsterdam has developed a unique practice in handling politically complex and emotionally charged matters around the world.

We were further educated by the principals of S.T.R.I.K.E. Force Training, Larry Gassin and Dottie Laster, about the extent to which human slavery has actually grown around the world. We learned that human trafficking is modern day slavery and there are an estimated 27 million people enslaved globally, which bring in an estimated \$31 billion dollars a year in revenue to those who enslave them.

Florian and Julia Schlosser provided us with a deeply moving experience and demonstration into human behavior and human consciousness.

We were also fortunate to hear from former professional tennis star, Andrea Jaeger, who now focuses her energies on "Little Star Foundation," which provides long term care and improves the quality of life for children with cancer worldwide at no cost to their families.

As you can see, those who did not make it to this conference missed an incredible experience.



For those of you who did attend the conference, I thank you for your attendance and involvement. Without you, this event would not have been possible. I also thank Bob Heales for his tireless work on this conference. Without his work, we would not have had the quality of conference that we did.

There is something those of you who attended can do to help me get this information out to those who couldn't make it:

Please forward to me and/or our Executive Director's office, copies of any and all photos or video tapes that were gained during the conference as soon as possible. Once received, I will produce a DVD and will have them available for our members.

Please continue to support our association and its members so the association can continue to support you!

Allen Cardoza

W.A.D. CHAIRMAN

FROM THE EXECUTIVE DIRECTOR

Dear W.A.D. Members,

Julian Vail, LLC is now completing our first year as your association management team. We are so pleased with the progress made with the association's day to day business, and the relationship building with your Board of Directors and members. The W.A.D. membership continues to grow with 51 new members added in 2008 alone. Inquiries come in daily from others requesting more information on how to become a member.

E-mails, phone calls and forwards from the web site are received every day from people across the globe looking for an investigator or services offered by W.A.D. members. Upon receipt of such requests we provide them contact information of W.A.D. members that is relevant to their request and area of the world. If the request for service is from an investigator and they are not a member of W.A.D. we then provide them information on the benefits of membership and send them an application. We also maintain a data base of all potential members and follow up with them to encourage their membership with the W.A.D.

Julian Vail, LLC has several new team members to assist in the daily work for the World Association of Detectives. We have Karen Coady, Office Manager, Nicole Smith, Associate, Stacy Sheldon,

Associate and Debrah Riegel, Graphic Designer who all work full time in the office. Val Vail-Shirey, President and Larry Julian, Principal started Julian Vail, LLC in 2005 after years of working in the Michigan Legislature. Val worked 11 years in the Michigan Senate and House, with the last 6 years as Chief of Staff to Representative Larry Julian. Larry is a retired Michigan State Police Sergeant and Licensed Private Investigator specializing in fire investigation. Upon retirement Larry was elected to the Michigan House of Representatives, serving in the distinguished position of Speaker Pro Tempore. Term limited after six years, Larry and Val created Julian Vail, LLC and provide many services to their clients. Our office is located three blocks from the Capitol Building in Lansing, Michigan. We welcome all W.A.D. members to visit if you are in the area. Please visit our web site <http://www.julianvail.com/> to learn more about Julian Vail, LLC.

We enjoy meeting you at the mid-term and annual meetings. We hope you will attend the Mid-term meeting in Ft. Lauderdale, Florida, USA in March as we look forward to renewing acquaintances with many, and meeting more members of W.A.D.

Our goal continues to be professional member service to all members of W.A.D. on a daily basis and service to non-members to encourage their



VAL VAIL-SHIREY



LARRY JULIAN

membership in a great International Organization - The World Association of Detectives.

If you need any assistance please do not hesitate to contact us and speak with Val, Larry or Karen. We will do all we can to assist each of you.

Sincerely,

Val and Larry and Team
Julian Vail, LLC

LETTER TO THE EDITOR

Referring Cases Among Members of W.A.D

By Warren Mallard, W.A.D. Member

I have served the investigation industry now continuous for 40 years. Eleven of these were in government law enforcement the balance in my business, Lyonswood Investigations and Forensic Group based in Sydney Australia. Over this period. I have seen many investigators come and go, some make a good living out of this industry and others like in any business, struggle to make ends meet. The one common thread that I have identified in the successful businesses is communication and the ability to be contacted. Certainly my perspective of success and that of others may vary considerably, however I believe those who are in business to serve others and to make profit as opposed to money are the successful ones, no matter the quantum of that profit.

Basic business standards for investigators are the foundation stones of membership to industry representative in bodies such as W.A.D. W.A.D. is known to be 'A Foremost International Association of Professional Investigators and Security Service Organizations that has the history and strength to give the best service to our members', but,

what about members providing the best possible service to other members? This should be a prerequisite to membership and just as important.

My experience of dealing with one or two who appear in the membership directory has been

The one common thread that I have identified in the successful businesses is communication and the ability to be contacted.

that of malaise and lack of consideration and vision and the provision of service. After all, that is the most important reason the membership directory is there, to serve the members. I am talking about members who advertise but are unable to be contacted. Contact ability is the most important factor when sourcing a member for assistance. If you can't contact them you can't measure their performance at all. The most frustrating thing a member can experience is the inability to receive a response from a member, and to be left hanging wondering whether a member even received the message, let alone will the

member ever respond to it. This should be basic common courtesy in our profession and in any professional association.

In these days of communication gone mad, inexpensive communications equipment and transmission devices are readily available at a reasonable cost, and members should have a 24 hour answering service, particularly when time zones can be 20 hours apart. I am not suggesting that members lay awake 24 hours to take calls, but it is a good business practice to, at a minimum, have message services that give some indication of your hours, your availability and your response time.

Recently I had an investigation in the range of \$7K to \$10K for any member in a country where there are six members advertised in the WAD Directory. I only received a reply from one member who did not offer the services I required. Of the other five, three were of English speaking backgrounds. Eventually, when the job had fallen through because of the lack of resources, I received a response from another member suggesting that had I have called his mobile

WHAT MINIMUM BUSINESS RESOURCES CONSTITUTE BENCHMARK PROFESSIONALISM FOR W.A.D. MEMBERS TO ADEQUATELY SERVE OTHER W.A.D. MEMBERS?

Referring Cases Among Members of W.A.D *continued from page 8*

he would have responded. His mobile number was not published in the directory. His answer message had a digitalized voice message that gave no idea of who I would be dealing with, whether that person would be available to return my call (he wasn't available and should have indicated this on his message) and no details of his mobile number. (He has one) None of the members advertised had a mobile phone number listed and I can assure you in this country, they are born holding onto one.

The investigation industry needs to lift its game if it is to maintain

recognition as a professional group of reliable competent individuals, and W.A.D. members should also maintain their minimum standards accordingly. Certainly the matter I have just raised indicates a lack of consideration for a fellow W.A.D. member.

I believe that W.A.D. members should be able to demonstrate that they have the means to be contacted, and in the case of investigators that may work alone without an office structure, that these individuals at least have a minimum of a message answering service, and details

of their mobile number and availability recorded thereon. If you expect referral work, a mobile phone number should be listed in the directory or on your message. Certainly an e-mail address is required, as this can be easily altered to send messages in reply indicating the member's availability.

We both missed out on making a dollar, but most importantly we both missed out on securing a long term client.

A lesson there to be learned.

This is not necessarily the opinion of W.A.D., but that expressed by a member.

W.A.D. MEMBERSHIP RECOGNITION



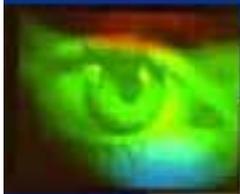
Mr. Sachit Kumar of Globe Detective Agency, New Delhi, India was awarded the

"Investigations - Entrepreneur of the Year"

by Mr. Shivraj Patil, Home Minister, Government of India, on October 14, 2008 at Bangalore.



The WAD Officers and Board are proud to applaud Kunwar Vikram Singh for the exceptional honor he has brought to himself, to WAD, and to the worldwide profession for his being awarded the 'Life Time Achievement Award in Intelligence & Investigation' by the Honorable Shivraj Patil, Minister for Home Affairs (the second highest position in the Union Cabinet) for India, on October 14, 2008 in Bangalore, India.



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83rd Annual World Association of Detectives Conference *Photos*



Denver Colorado



September 2008 • Denver, Colorado • September 16 - 20, 2008

83rd Annual World Association of Detectives Conference *Awards*



Julia Ormond (left) received the WAD Hal Lipset Memorial Truth in Action Award presented by Werner Sachse from Aschaffenburg Germany.



John Talaganis (left) from Long Beach California, USA, receives the WAD Norman J. Sloan Memorial Award presented by Werner Sachse (center), WAD President Emeritus and Greg Scott (right), WAD President.



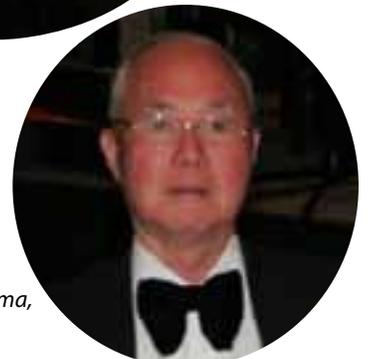
Allen Cardoza (right) from California, USA receives the WAD Past President Plaque presented by Eric Shelmerdine from England-UK.



Nigel Brown (left), from London England received the WAD Neal Holmes, Sr. Memorial Award Security Professional of the Year presented by Werner Sachse (center), WAD President Emeritus and Greg Scott (right), WAD President.



The WAD Investigator of the Year Award was received by Joel Michel from Burlingame, California, USA.



Sumio Hiroshima, from Tokyo.



Ray Pendleton (left) from New Orleans, Louisiana, USA, and Ponno Kalastree from Singapore.



Bette (left) & Larry Webb (center) from Phoenix, Arizona, USA, and Bobbi Michel (right) from California, USA.



Siti Naidu (left) from Kuala Lumpur, Malaysia, and Maureen Jacques-Turner from Hull, England.



Left to right, R.P. Chauhan from Ahmedabad, India, Ajit Singh and Taralika Lahiri, both from New Delhi, India.



Raphael Rahav (left) from Haifa, Israel, and Alexey Shcherbenev (right) from Novosibirsk, Russia.



(L-R) WAD Past Presidents Rockne Cooke, Baltimore, Maryland, USA, and J.D. Vinson from New Orleans, USA.



(L-R) Sophie McLaughlin, Chuck McLaughlin, Mathew Grimes from USA, and Johnson Okebukola from Lagos, Nigeria.



(L-R) Sachit Kumar from New Delhi, India, Greg Scott, WAD President from Greensboro, North Carolina, USA, and Vivek Kumar from Mumbai, India.

FROM THE TECHNOLOGY CHAIR

W.A.D. New Website Update!

By Candice Tal

Thanks to the W.A.D. Board for approving my appointment to Chair the Technology Committee. I greatly appreciate your confidence in me and look forward to working with my committee to create an excellent new website that we believe all members will be proud of.

We understand that there are many frustrations with our existing website, which has not been updated for some years. Therefore, we are planning a complete revision for the new site including new graphics and many new capabilities. We will create a “Dream Sheet” listing the functionality we are looking for in the updated website so that we can obtain the best quality in our upgraded site with bids from very capable web developers. We plan to attract advertisers who will help to offset future website costs. Thanks to all those of you who submitted great ideas to Greg & Siti at (& following) the Denver conference!

Some of the exciting new and/or improved items we have in mind are:

- New graphics design & user interface - updated overall design relevant to global business presence & diversity of community, membership & international capabilities
- Redesigned site structure
- New site content throughout
- New navigation features
- Redesigned Home Page with brilliant color, professional look,

include W.A.D. name and tagline, contact info, drop down menu buttons for the different pages

- Secure Members login section for members to upload their contact information, pay dues online, etc.
- Member Discussion Area (private, secure)
- Membership database will be transferred to new site & members will be able to login & update their own profiles.
- New sections on W.A.D.’s History, Awards, Community Section
- President & Officers’ Messages
- Membership Search (interactive map & fully searchable fields)
- Member Benefits & Application forms
- Events: Information on Conferences & other events by region, World News, Event Photos (subsection of conferences)
- W.A.D. Sponsors (with links & enticements to visit our sponsors)
- Press Releases: W.A.D., Global Organizations, Member Press Releases and Member News
- Resources & Links, Speaker’s Bureau
- White Papers, Articles, Newsletters, Podcast of Seminars
- Books & Materials (to purchase)—future section
- Knowledge Center (Technical area)

- W.A.D. Blog
- W.A.D. Youth Section for W.A.D. Families

SEO Search Engine Optimization is also a key portion of the web development, blog & content (keyword) utilization. We will also be considering a new content management strategy to enable easy partial site maintenance by the ED, multi-language capability, servers, web-hosting, & webmaster. It is a very large task overall and some design functions will depend upon our available budget.

Please feel free to forward your ideas to me at ctal@infortal.com. We are well-along in designing the new website and we are excited to announce that we are actively creating the bidders package and have already identified several excellent web designers who are submitting their quotes & ideas to create an excellent site. Stay tuned for more news in the coming weeks & months.

Candice Tal
CHAIR TECHNOLOGY
COMMITTEE

WE GET LETTERS

Remembering a Gentleman of the First Caliber – Aviv Dor of Israel

By Joann Kunda

Dear Fellow Members,

I noticed in the last newsletter the passing of one of our members, Aviv Dor of Israel. It has been many years since I have seen and spoken to Aviv, and I have thought of him often. Many years ago, while he had one foot in retirement and one foot still in the game, he helped me with a few cases in Israel. There are special turning points, in our professional lives, where we learn something that is new, remarkable, never leaves us, and truly makes us better investigators. Something

that adds to our overall level of expertise and professionalism. Aviv gave me one of those gifts. He taught me how to look at a case from a completely different angle and this insight has proved to be an asset, time and time again. This is an example of the value of W.A.D. membership that you can never put a price on.

Sometimes, when searching for a firm to assist, on an out of state or international assignment, my advice would be not to skip over the long time members. Their value to

our organization is essential. That being said, looking at my past birthday, I may have just joined their ranks.

Personally, Aviv was a gentleman of the first caliber. His value to his country, our organization and those of us who were lucky enough to be his friends was insurmountable. He will be missed and remembered.

Very truly yours,
Joann Kunda
Rebus International, Inc.



Matthias Willenbrink, Director

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W.A.D. 2008 AWARD WINNERS

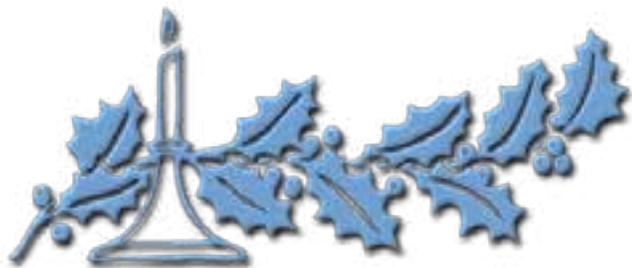
Investigator of the Year

The **Investigator of the Year** is presented to the member who has demonstrated outstanding professional service in the calendar year for outstanding professional achievement, special contribution of service to the profession, and exceptional service to the public.



Joel Michel

Joel joined WAD in 1981 and became a board member in 1986. Joel served in many Committee Chair positions and ultimately served as President in 1997 and Chairman of the Board in 1998. Mr. Michel formed Gladding & Michel Investigations in 1968 and the firm still thrives today. Joel's firm specializes in product liability and they have worked for all of the major domestic and foreign automobile manufacturers for many years. Gladding & Michel also represents many environmental and toxic tort clients.



Norman J. Sloan Memorial Award

The **Norman J. Sloan Memorial Award** is The World Association of Detectives' highest honor and is presented at the Annual Conference. The recipients are W.A.D.'s members who have contributed an exceptional amount of their time, energy and effort to the betterment of the investigative or security professions over a long period of years.



John Talaganis

John received his Bachelor of Arts degree in History from California State University at Long Beach in 1980. He served as President of the California Association of Licensed Investigators (CALI), the largest organization of licensed investigators in the world in 1993 and Chairman of the Board in 1994. He received the CALI Investigator of the Year Award in 1990 and, their highest award, The Distinguished Achievement Award in 2000. He is also a member of the National Council of Investigative & Security Services (NCISS), serving as President 1999 -2000. John has been an active member of WAD since 1990, serving as President 2003 - 2004 and Chairman of the Board 2004 - 2005. In addition he is a Past President of the Retail Special Agents Association, having received the Gerald Lauritzen Award for his continued and dedicated service to the security industry. Mr. Talaganis is also listed in the first edition of Who's Who in Security. He is the owner, CEO and President of JHRI Inc., a full service investigative company in Long Beach, California.

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W.A.D. 2008 AWARD WINNERS

Hal Lipset “Truth in Action” Award

The **Hal Lipset “Truth in Action” Award** is The World Association of Detectives’ highest honor to a non-member and is presented at the Annual Conference.

The recipient of this award has contributed a large amount of their time, energy and effort to the betterment of the investigative or security profession.

Julia Ormond

International stage and film star Julia Ormond received the prestigious “Hal Lipset Memorial Truth in Action Award” at the 83rd Annual Conference of the World Association of Detectives. Ms. Ormond was not selected because of her role in the film “Surveillance,” which recently premiered at the Cannes Film Festival and is being released in the U.S. this month, or because of her excellent performance in any of her many films. She was selected for her role as a United Nations Goodwill Ambassador, Founder and President of ASSET, the Alliance to Stop Slavery and End Trafficking, and her work as a humanitarian.



In September 2003, Ms. Ormond testified before the U.S. Congressional Human Rights Caucus about the plight of refugees. In January 2003, she received the Crystal Award at the World Economic Forum, in Davos, Switzerland. That award is reserved for media figures who use their talents and influence to make substantial contributions to humanitarian causes. ASSET has since helped, as a member of the U.S. Action Group to End Human Trafficking and Modern Day Slavery, to launch the United States Congressional Caucus to Abolish Slavery and organized a UN Security Council Arria on the intersect between terrorism, organized crime, and trafficking in persons and its threat to international security.

Ms. Ormond has worked closely with Vital Voices Global Partnership, a prominent NGO actively engaged in anti-human trafficking initiatives. In September 2005, she worked on anti-human trafficking advocacy initiatives with Vital Voices and United Nations Office on Drugs and Crime (UNODC) in Moscow. During this

Neal Holmes Security Professional of the Year Award

The **Neal Holmes Security Professional of the Year Award** for outstanding professional achievement, special contribution of service to the profession, and exceptional service to the public is presented to the member who has demonstrated outstanding professional service in the past calendar year.



Nigel Brown

Nigel has been an outstanding and supportive Member of WAD since 1998 and has exemplified the ideals of a true Security Professional. In the past year, his Agency has been awarded Human Rights Awards from both the United Nations and the United States Government for his work in the Middle East. Nigel serves as a Director on the WAD Board of Directors.

mission to Moscow she also presented the MTV Russian Music Award to a young activist fighting AIDS. Other activities have included appearances at events for Human Rights Watch and Paul McCartney’s Adopt-a-Minefield Campaign. In November 2005 she received an award from Women for Women International. She co-hosted the 2005 UNAIDS’ annual World AIDS Day event in New York, as well as UNODC anti-trafficking events in December 2005, the International Day for the Abolition of Slavery.

In December 2005 she became the United Nations Office on Drugs and Crime Goodwill Ambassador against Trafficking and Slavery, and has since visited Ghana, Cambodia, Thailand and India. In June 2006 she gave Congressional testimony on trafficking and slavery before the U.S. House Sub Committee on Human Rights.

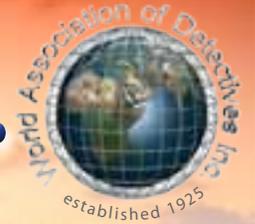
She can now add the receipt of this award from the World Association of Detectives to her list of accomplishments.



W.A.D. Mid-Term Meeting 2009

Fort Lauderdale, Florida, USA

W.A.D.



March 26-28, 2009



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Schedule of Events

March 26, 2009	Thursday	Day 1:	1830 hrs.	World Networking Reception with Introduction from Chairman of the Board
March 27, 2009	Friday	Day 2:	0900 - 1700 hrs.	Board Meeting & Coffee Breaks
March 28, 2009	Saturday	Day 3:	0900 - 1100 hrs 1830 hrs.	Area Governors & Ambassadors Meeting Closing Dinner

W.A.D. SPONSORSHIP

OPPORTUNITIES

- US\$500.00 for Corporate Sponsors*
- US\$300.00 for World Networking Reception
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* Corporate Sponsors will be acknowledged at all functions

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- US\$100.00 World Networking Reception Registration Only

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FROM THE 3RD VICE-PRESIDENT

Warm Greetings to all,

By Siti Naidu

It's time to start planning your trip to Fort Lauderdale, Florida, to attend the W.A.D. Mid-Term Board Meeting which is scheduled for March 26 – 29, 2009.

Coined as the “Venice of America,” Fort Lauderdale is a canal-laced city popular for its marine tourism. Relax and enjoy the tropical rain forest climate of Fort Lauderdale amidst the luxury setting of our host hotel, the Hyatt Regency Pier Sixty-Six. For those who have been to Hyatt Regency Pier Sixty-Six, the hotel has gone through extensive renovation and boasts a refreshed oasis of beauty as a retreat venue for our 2009 Mid-Term where the Board meets to conduct the business of W.A.D.

W.A.D. World Networking Reception - Adding on to this world-class venue is our first W.A.D. World Networking Reception, an opportunity to mingle and convert your networking to business referrals. This is the perfect opportunity to catch up with old acquaintances, meet new colleagues, and network with peers and industry professionals, members as well as non-members. Promote and build



Pier Sixty-Six easy accessible state-of-the-art marina – the Aquatic Centre

your network by taking advantage of the various sponsorship opportunities available at the meeting.

Membership Drive - The W.A.D. World Networking Reception is also an evening for membership drive, especially for our members from Florida. Do invite your colleagues from the industry, who are potential members, to the W.A.D. Networking Reception. As an incentive, any new application received during the Mid-Term Meeting and whose membership is approved will receive a US \$50.00 credit to their membership dues for the following year.

Registration Fees – For a 6-star venue, we have kept the Room Rates and Registration Fee fairly low. We have negotiated special rates for the benefit of early registrants and we

encourage you to register early as limited rooms are available within a dateline.

Register Today - On behalf of the President, the Chairman of the Board and the Conference Committee we would like to invite members to join the Officers and Board Members at the 2009 Mid-Term Meeting. Your attendance would further enhance building a strong professional and social network within the W.A.D. family.

The Registration Form and the Hotel information are just a mouse click away at www.wad.net.

We very much look forward to seeing you in Fort Lauderdale!



Siti Naidu

W.A.D. 3rd Vice-President
& Conference & Mid-Term
Committee Chairman



Relax at the three pool waterfall oasis including a bubbling hydrotherapy pool

PROVIDING SECURITY FOR

by Vladimir Solomanidin, W.A.D. 2nd Vice-President

With vast natural resources, a highly educated workforce, and scientific and technical potential, Russia is considered to have tremendous growth potential, opening unique opportunities for investors.

In the current economic and political situation in Russia, it's reasonable to distinguish two main directions for foreign investments, depending on investment risk/profitability levels:

“Strategically important investments = SII” linked with investing into Natural Resources, Power, Defence technologies and other areas directly connected with strategic interests of Russia and its National security;

“Business and corporate investments = BCI” connected with investing into relatively new or truly competitive industries without direct implication into state or national interests. These spheres may include IT and Communication services, Construction and Maintenance services, FMCG, Banking, Hospitality services and Catering, etc.

Strategically important investment projects are more profitable in a long-term period, but at the same time can be quite risky ones and exposed sometimes to political motivations. An example is the Sakhalin II Project. After the claims of Rosprirodnadzor (Russian Supervisory Natural Resources Management Service) the investors – Shell, Mitsui, and Mitsubishi had to reduce their stakes by selling them to the state-owned

energy monopoly “Gazprom.”

This scenario, aimed to change the rules of the game in the fuel and energy sector, taking place initially during the Sakhalin-II Project was repeated several times. Another example is shown below:

- Rosprirodnadzor issued claims to Highland Gold Mining and suggested to cancel several licenses and also check other fields developed by the company. As a result, in December 2007 MillHouse (affiliated with Roman Abramovich) acquired 40% interest in the mine for \$400 million. The claims of Rosprirodnadzor were settled.

If someone, on the basis of these described cases makes the conclusion that the Russian government demonstrates its intention to limit foreign investors' participation in energy development – it will be not correct. Russia, like other countries, has its unconditional right to make decisions in accordance with its political and economic interests. Regulatory bodies may be a specific weapon in the hands of Government, but only if resources are inappropriately used and strategic interests of Russia are being ignored. The terms of the projects must be



INVESTMENT PROJECTS IN RUSSIA



mutually beneficial for both parties: Russia and the Investor – That’s the essential principle for successful strategic projects.

Let’s pass on now to considering some issues connected with so-called “Business and corporate investments.” The following factors can be considered as the most important factors at a corporate level:

1. Criminal environment – including criminal groups, blackmail, extortion, kidnapping, raiders, etc.
2. Dummy suppliers;
3. Counterfeit products;
4. Conspiracy;
5. Fraud.

Unfortunately, due to the article limitations it’s impossible to consider in details all the risk factors, but we will discuss below three of them: Criminal environment, Dummy suppliers and Conspiracy.

Criminal environment

According to the assessments of law-enforcement authorities, by the middle 1990’s **85%** of Russian enterprises producing more than **45% GDP** were controlled by organized crime. Today the situation has been oppositely changed and to speak now about a so-called “Russian mafia” is quite incorrect. Criminal risks today still exist but their level is incomparable to that one being in 1990’s. By the present time a great majority of former criminals have invested their accumulated money into legal businesses and are trying to go away from shady activities to create the image of honest businessmen.

Criminal pressure on businessmen has been significantly reduced, but unfortunately it was replaced to some extent by new, specific forms of pressure such as the **corporate raid**, which could be defined as “a course of action directed to obtain control over an enterprise using legislation flaws.” Practically, there are many gaps in Russian corporate laws which make it possible to engage in criminal power legally and very often through bribery, in serving a raider’s purposes.

Raiders today are well-organized and equipped teams acting within the structures of criminal groups (so called Raid-Mafia) or professional companies. They are carrying out competitors’ orders and are willing to acquire the desired Target company. According to different assessments, the extent of raiders’ activities in Russia amounted to USD 10-15 bln. in 2007.

Dummy suppliers

There is no direct and complete definition of the term “dummy company” in Russian legislation. At the same time within the frames of practical work, it becomes clear that a “dummy company” meets at least the following basic criteria:

- Participation of Supplier’s directors/owners in numbers of other businesses;
- Supplier doesn’t inform or provides “zero” information about its commercial activities to Tax and Statistical authorities;
- There is a lack of Supplier’s employment records and salary payments filed with Tax authorities;

[CONTINUED ON PAGE 22]

PROVIDING SECURITY FOR INVESTMENT PROJECTS IN RUSSIA, *continued from page 21*

- There is relatively no mentioning about Supplier, its owners and directors in media sources;

Why are we speaking about dummy suppliers?

1) Dummy Suppliers are usually being **lobbied** to promote and place contracts with them **by managers** of a Company – the real beneficiaries of those companies are covered off, but, obviously, they can be either dishonest businessmen who try to conceal their holdings and responsibility or managers themselves (or their relatives) who registered those firms in order to place contracts with them and withdraw money.

2) Dummy Suppliers could be used for inappropriate business operations such as **money-laundering, pricing overestimation, tax-evasion, bribery or kickbacks received** by those managers;

3) The **risk** for a Company that cooperates with those dummy Suppliers **is they may be the subject of an investigation** by Russian Tax Police.

In this way, the created tax evasion schemes may be the subject of investigation of Russian Tax police. In case the cooperation with dummy Suppliers is identified, tax police authorities could initiate a legal case against the Company and its affiliated persons, including CEO, even if they were not engaged in that cooperation. This has recently been practiced against several large foreign as well as Russian companies:

- **December, 2007 – McDonalds Russia** is fighting a \$6.5 million

claim brought by tax inspectors. The company was suspected of buying meat and packing materials via shell companies;

- **November, 2007** – tax police raided offices of leading brewer Sun InBev in connection with a probe into suspected tax evasion due to the cooperation with dummy contractors;

So it is crucial to identify and cancel possible cooperation with dummy suppliers immediately. Basing on practical experience the following framework could be developed to implement preventive and elimination measures:

1. To obtain a list of Vendors the Company is cooperating with and conduct preliminary assessment;
2. Try to reveal dummy contractors following the mentioned criteria and starting from those vendors which have most significant volumes of contracts with the Company;
3. To conduct pricing verification and reveal suspicious Vendors which have more than market average prices;
4. To cancel cooperation immediately with revealed dummy and suspicious Vendors;
5. Try to identify managers lobbied by those suppliers. Conduct background on them – it's especially essential for sensitive positions;
6. To monitor the situation and check all new vendors.

Conspiracy

It's quite general practice that Russian representative offices or branches of multinationals are headed by foreign

top-managers. Their headquarters fully trust and rely on them, but the experience shows that if there is a lack of control over financial and material flows, contracts placement, etc. many violations could be found. As a result, owners can lose all invested money. You can't get away from facts and that's why the most significant damages for an international company are arising when conspiracy between foreign top-managers and Russian partners is the case. It's essential to constantly monitor activities of representative offices/branches and to check involved parties. That is particularly applicable to significant projects.

CASE STUDY: Pentadom project

The project "Pentadom" was launched in April 2001. It was connected with implementing modern broadband networks in the Moscow region. The major owners and investors in "Pentadom" were the Investment Fund (51%) and Scandinavian Fund "M Capital" (25%). Other shares were owned by Pentadom managers including its CEO Mr. B.

International Fund and "M Capital" invested 8 mln. USD in "Pentadom," but soon, in 2002, "Pentadom" faced serious financial difficulties and delayed the project.

Later it was revealed that the management of "Pentadom" withdrew money through the chain of dummy suppliers as well as by participation into suspicious projects, particularly they purchased equipment for quite exorbitant prices. Moreover, as a result of the conspiracy between Mr. B. and British citizen (the President of "Pentadom") and representative of

those Funds (“Pentadom” investors) B. gained full ownership over “Pentadom.”

The losses of International fund and “M Capital” totalled to 8 mln. USD of investments and 3 mln. USD of litigation expenses.

In conclusion, it should be said that Russia is a very attractive country for investment projects as it has all necessary conditions for successful projects to be implemented. At the same time during the last years there were many evidences of negative experiences of investing.

On a **strategic level of investments**, risks for foreign investors are mostly concentrated in the political sphere. That’s why the terms of the projects must be mutually beneficial.

To mitigate the risks **on a corporate level**, it is essential to implement various programs connected with prevention, elimination and monitoring over specific threats.



The author, **Vladimir Solomanidin** currently serves W.A.D. as 2nd Vice-President.



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It would be great if you could send them a welcoming email.



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- Volume 60, Issue 1: Jan. 2009
- Volume 60, Issue 2: April 2009
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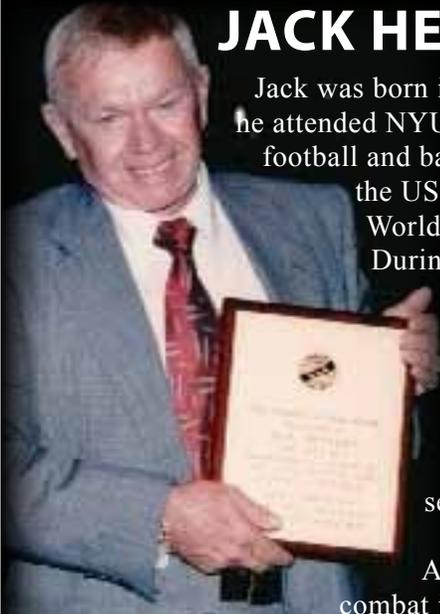
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Remembering

JACK HENEGBRY - (1919 - 2008)



Jack was born in New York where he attended NYU and played both football and basketball. He joined the US Paratroops when World War II broke out. During that time, he became a Platoon Sergeant with the 502nd Parachute Regiment of the 101st Airborne Division and was sent to England.

After a couple of combat jumps and battle scars, a Purple Heart, the Bronze Star, the Battle of the Bulge, and four years of war, he turned down a battlefield commission and returned to New York with his honorable discharge. After several months there, he decided to travel west, and soon settled in Los Angeles, California. Jack went to work for the Hollywood Detective and Repo Company for a short time and then traveled north to San Francisco. There he joined the Metropolitan Reporting Company, but a year later he was sent back to their Hollywood office as their Vice-President covering their Southern California, Nevada and Arizona territories.

In 1956 Jack formed his own company, Pacific Inspections, Inc, which today enjoys the reputation as being one of the leading investigation companies on the West Coast of the USA.

Jack joined the World Secret Service Association in 1961 and several years later WSSA changed its name to what we all know today as The World

Association of Detectives, Inc. in which Jack later became a "WAD LIFE MEMBER." During his long membership in the WAD, Jack served on the Board of Directors, was proud to be selected to the Executive Committee by his peers, and served as Chairman of the Area Governors. Friends made during his membership in WAD brought much joy to his life. Jack later became the Charter President of California State Reporting Companies. In 1984 he was elected President of the Associated Reporting Companies of America (ARCO).

He was also a member of the ABI, CALI, N.C.I.S.S. and the Hollywood Chamber of Commerce. In Jerusalem in 1987, at the WAD Annual Conference, Jack was awarded the Investigator of the Year Award, a cup presented to the WAD by the Association of British Investigators, which is presented to a member of WAD at the Annual Conference banquet. Only two years later in 1989 at the WAD conference on the Gold Coast of Australia he received the much coveted "NORMAN J. SLOAN Memorial Award" for outstanding service to the Association and the Profession. In 1994, he was awarded the "Investigator of the Year" award by the California Association of Licensed Investigators (CALI). In 1999, WIN's "Meritorious Award" was presented to Jack for his devotion and hard work on behalf of that association.

Jack will long be remembered for his friendship, enthusiasm, and zest for life. Mourning Jack's loss with us are his beloved family of wife LaVerne, son John, daughter-in-law Holly, and grandson Connor.

Rest in peace, dear friend.
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WORLD ASSOCIATION OF DETECTIVES, INC.
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APPLICATION FOR MEMBERSHIP

Proposed by W.A.D. Member (OPTIONAL): _____

Mail completed application to: WORLD ASSOCIATION OF DETECTIVES, INC, Ms. Val Vail-Shirey, Executive Director,
235 N. Pine St, Lansing, Michigan 48933 USA (email: wad@wad.net) +1-517-482-1200 Phone +1-517-372-1501 Fax

APPLICATIONS FOR MEMBERSHIP MUST BE SUBMITTED IN ENGLISH.
The official language of the Association shall be English (By-laws, Article III, Section 2, a.)

An applicant for Active membership shall be an individual who is a Principal or the Manager or Branch Manager of an agency, firm, or corporation, which has been in operation for one (1) year, legally qualified to practice the profession of Private Investigator or Security Service, and has been employed as such for a period of three (3) years, unless decided otherwise by the Executive Committee, and licensed where required and be a legal representative. Combined experience from more than one agency, firm or corporation shall apply. An applicant who is not a Principal must submit, in English, a letter of authorization from the President of the Company, on company letterhead, verifying their stated position. The Board of Directors shall also consider applications from persons in countries where three (3) years of business experience was not possible. Any false declaration or statement on this application or to our Representative during the vetting interviews renders the applicant liable to automatic disqualification from membership in the association. **To confirm proper delivery, please contact us at wad@wad.net if you are not notified within 30 days that we have received your application and fees.** The following must be provided or explanation given as to why it is not. Incomplete applications will not be considered.

- One (1) recent passport type photo (digitalized are preferable). **Note:** Names & photographs of applicants are usually printed in the W.A.D. NEWS. If you do not wish your photograph to appear in our Newsletter and/or on our Website please inform us.
- Credit card (VISA, MasterCard, or American Express), money order, bank draft, or check (payable in U.S. dollars and drawn on a U.S. bank) in the amount of **\$210** (this includes the application fee of \$50, which is non-refundable, and annual dues of \$160.)
- A copy of your certificate of insurance and bond, where applicable or required, **together with an English translation.**
- A copy of your license certificate, where applicable or required, **together with an English translation.**
- A copy of your company letterhead and business card, demonstrating the nature of your business.
 - o Full contact details of new members will later be published in our Newsletter.
- A letter from your company, **in English**, authorizing you to act in the capacity of Director, General Manager or Manager **if you are not the owner.**

1. Last Name of applicant: _____
First Name: _____ Middle Names: _____
2. Date of Birth (spell month): _____ 3. Nationality: _____
4. Your agency name: _____
5. **Full international business address:** _____

6. Business telephone (Country Code): _____ City or Area Code: _____ Number: _____
7. FAX number (Country Code): _____ City or Area Code: _____ Number: _____

Continued on reverse side...

WAD Membership Application

Page 2 of 2

8. E-mail address: _____ 9. Web Site: _____

10. Your position with agency: _____

10a. Do you have financial control of the Agency/Company? **YES/NO**

11. Time in position: _____ 12. Date agency established: _____

13. Date you entered above agency: _____

14. Prior related experience including employer, position, duties **(use separate sheet of paper if more space needed)** _____

15. Is agency subject to licensing regulations? **(Circle whichever is applicable)**

YES

NOT REQUIRED IN STATE

NOT REQUIRED IN COUNTRY

(If YES, include copy of license with contact name, address, and telephone number of licensing authority.)

16. Have you ever been convicted in any criminal proceeding? **YES/NO** (If yes, explain on a separate sheet of paper where, why, and when.) Have you ever been charged with any violation or complaint by any government or licensing authority? **YES/NO** (If yes, explain on separate sheet of paper; include name and contact information of authority for confirmation.)

17. Are you Bonded or Insured? **YES / NOT REQUIRED** **(If yes, include a copy of the bond/policy, with name and all contact information of bonding/insuring Agency for confirmation.)**

18. Types of work handled and any specialties claimed: _____

19. Do you maintain a full-time office? **YES/NO** 20. Do you maintain branch office(s)? **YES/NO**

20a. If yes, list branch offices on a separate sheet of paper.

21. Are you connected in any way, directly or indirectly, with any other business profession? **YES/NO**
If yes, please explain: _____

22. List professional organizations in which you now hold membership and their contact information for confirmation: _____

23. Please provide names and contact details of referees who belong to W.A.D. or other recognized professional security/investigative organizations.

24. Please list all the languages spoken by you or your staff.

WAIVER

I give full consent to the World Association of Detectives, Inc., (W.A.D.) its Officers, Members, and/or their Agents, to verify and inquire into my reputation, character, credit and/or standing for membership in the W.A.D. I hereby release, indemnify and hold harmless the above named organization, its Officers, Members, and/or Agents from all liability, claims, (implied or actual) in matters emanating from said review and/or investigation.

Signature of Applicant

Date

CERTIFICATION

I hereby certify that all entries made by me in this application and the application process are true, complete, and correct to the best of my knowledge and belief and are made in good faith.

Furthermore, I do hereby certify that I am a person of good character and good behaviour, and that I will abide by the By-Laws, its Preamble, and Code of Ethics of the World Association of Detectives.

Signature of Applicant

Date



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NATIONAL ADVANCE FEE FRAUD SYMPOSIUM

October 20, 2008



JOHNSON OKEBUKOLA Esq. BSC. LLB. BL.

Member : World Association of Detectives , Association of British Investigators, International Association of Chiefs of Police,
World Investigators Network, Council of International Investigators, World Assoc. of Professional Investigators

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Thank you for according me the opportunity to contribute to the above symposium.

It is gratifying to observe that the Queensland Police Force has gone the educating extra length arranging this laudable symposium in respect of the nefarious and ubiquitous crime of advance fee fraud – AFF which has been accorded myriads of definitions and interpretations at assorted fora, all culminating at one point - the crime is a variant of plain old FRAUD.

The hype engendered by the activities of the fraudsters and victims worldwide **typifies the novelty of the crime** and the societal angst against the illegal and immense profits, seeming ineptitude of enforcement efforts at the presumed operational base of the perpetrators, lacklustre judicial response and a near feeling of resignation to fate by victims who in most cases are unable to retrieve lost causes as they are deemed partners in crime with the perpetrators at the *lex situs* – actual

venue of crime and trial (Nigeria in most cases) necessitates the need to review the issue of AFF with an unbiased mind so that the contemporary metamorphosis of the crime can be seen as no longer being a Nigerian crime but a world wide white collar crime craze.

After observing the antics of AFF practitioners on the field and of their ilk in custody, reading the research of Mrs. Farida Waziri (Nigeria Police Force AIG retired) in her book ‘Advance Fee Fraud National Security And The Law’ – published 2005 by Book Builders. Editions Africa (which roughly explains the AFF situation in Nigeria), and the online efforts of the group called 419 Coalition and similar others, utilising ambiguous research propositions arriving at hypothesis that are supported with thin facts, it becomes glaring that there is need to examine the historical aspects and situations that made crimes commonly referred to as Cheating, Forgery, blackmail, stealing, obtaining under false pretences, post and

telegraph crimes being machined dexterously into AFF by criminals with warped minds working on and assuaging the intricacies of human feelings of victims.

The advent of AFF in Nigeria is traceable to numerous factors:

There is the educational factor stemming from the abolition of the teaching of Civics as a subject in the local elementary schools in Nigeria in the early 60s. Then, the **education** curriculum removed the teaching of civics from school syllabus replacing it with experimental modules such as social studies and later advanced to the removal of religious observances in public schools, which eventually led to the emergence of youths with little or no morals and the consequent decadence.

Economic / Political factors arising from the political turmoil in the country in mid 60s which emerged military governments that had the primary purpose

An Independent contribution: By Johnson Okebukola Esq. Bsc, LL.B. BL, Ambassador for Central Africa, World Association of Detectives Inc., Member Association of British Investigators, Council of International Investigators, World Investigators Network, World Association of Private Investigators, Nigeria Police Force Retired.

of controlling power without observance of creeping penury and failing to secure the economy from a deep slide caused by corruptive tendencies of the ruling elites, sequel to the emergence of oil as the main economic indices to the detriment of arable cash crops of the agricultural sector thereby growing an oil based economy. This brought about massive rural urban drift of the capable youthful workforce, which became redundant after a three-year long civil war.

Military government policies saw to the introduction white elephant projects colossal wastage of public funds and the economic demise of the real sector of the economy along with its concomitant effects of the International Monetary Fund Policy requiring a structural adjustment programme for the country. The result ran through the fabric of the country and led to the near collapse of the middle class, the emergence of the new rich upper class and a bludgeoning growth of the poor lower class, if one should look at issues in the class system of some political pundits.

At the end of the Nigerian civil war in 1970, the reconciliation and integration efforts of the government did not go deep as expected and some ethnic faction in the Southern and eastern part of the country felt marginalised. Later day political arrangements did not assuage this feeling and such nations nursed secret ambitions of separating from Nigeria without fighting a war.

The youths in this area especially in the eastern part of Nigeria that lost the war (although the government

of Nigeria claims that there were no victor nor vanquished) found it very difficult being assimilated into the main stream of the nation and silently felt alienated. Many sought sojourn thereafter in far lands and nations world wide plying various trades and ambitions.

Some schools of thought felt that it was the **disgruntled elements** amongst these people that fashioned the first twine of AFF fraud and embraced narcotic trafficking as a survival tool. The growth in white-collar crime in the country and level of sophistication indicates a trained mind at work. When we look at the workers retrenchment of the late 70s and mid 80s due to government economic policies it is obvious that the rate of white-collar crimes skyrocketed along with armed robbery, drug smuggling and violent vehicle theft or car jacking. Improved enforcement tactics to tackle this menace and harsh punishments fashioned by the military ruling class although reduced these tendencies, it did not curb it because a subtler incursion of more lucrative crime – AFF crept into the system eventually leading to world wide scourge that caught enforcers napping, as they lacked the scientific skill and equipment to tackle the menace. Rather than be manifestly helpful, Nigeria received castigation from the developed world who see the issue of AFF as a state run programme until of recent when a better view of this issue is being made by the USA and other countries due to the advancement in political will and sequel to improved democratic values in the polity of present day Nigeria.

Consequently, the emergence of the Economic and Financial Crimes Commission-EFCC, the Independent Corrupt practises Commission – ICPC and other constitutionally established enforcement bodies has seen to increase enlightenment campaign against the crime of AFF and increased arrests/prosecution of offenders. However, there is still more yet to be done in this direction, as it is felt that these bodies are yet to make a serious dent in the armour of AFF criminals within a corruption-ridden environment.

It is therefore not a surprise when the current Chairperson of the EFCC, Mrs Farida Waziri had to sternly warn her officers (against corrupt tendencies, as even this body is not immune against the bite of corruption) as reported on its website - http://www.efccnigeria.org/index.php?option=com_content&task=view&id=436&Itemid=34 and by numerous local Nigerian Newspapers on October 7, 2008 ‘Chairman of the Economic and Financial Crimes Commission (EFCC), Mrs. Farida Waziri has charged officials of the anti-graft agency to make discipline, integrity and commitment to their fatherland their driving force in the discharge of their duties. She gave the charge at the end of a three-day retreat for top management staff of the Commission held in Ibeju-Lekki area of Lagos at the weekend.

According to her, “officials have to be ready to make sacrifices in the service to their fatherland. We need discipline, integrity and commitment to Nigerians to be able to do this complex work of ridding our nation of

economic and financial crimes as well as other forms of corruption.” I am aware there are temptations on your way, but if these principles form your driving force, you will never make the mistake of being compromised under whatever guise or excuse.

“I know there is room for appreciation in African culture. But in EFCC, it is not only a sin but a crime for any officer to take a gift or gratification from anyone over any official matter.”

The EFCC boss urged all officers and staff to imbibe the three principles, warning that anyone found wanting would not only be shown the way out but would be prosecuted.

“I have given directive for the dismissal and prosecution of some people over this issue and I have equally strengthened the Integrity Unit within the Commission to go all out to ensure that no staff falls short of this standard,” she added. Waziri assured the gathering that she will do everything within her limit to build EFCC as an enduring institution.

It is being anticipated that this anti AFF Amazon will have the courage to fight the crime and the polity will permit her to work without hindrance, courtesy of hindsight on the fate of her predecessor Mallam Nuhu Ribadu.

The invitation of the EFCC officials and their contribution to this symposium will no doubt further enlighten the world of the efforts of the government of Nigeria in this direction.

Some schools of thought may perceive that the victim of AFF is also criminal but unfortunately, such thinkers cannot be blamed for not discerning the concept of clinical psychology and its use in crime fighting, a major plus for the war against terrorism and AFF in the developed world. The AFF perpetrators have also utilized the same technique against their victims. However, the laws in Nigeria amply considers that inducement of mens rea (intentions) and actus reus (application of the intentions) by fraud vindicates a victim. It is when a victim has gone the extra length by conduct to deliberately jump this hurdle of fraud induced intentions and moves beyond the initial Tom foolery of the bait without due diligence, that such is considered a willing participant. The line is usually thin to draw in this case but the application of psychologist’ efforts during the investigation of the crime positively assists to know when a victim is no longer a victim but a gold digger.

Whereas some religious school of thought may view fraud to have been a societal pastime ascribed to man right from the biblical inception of the human failures at the garden of Eden, when by sleight of hand and seemingly innocent deceit, Eve was made to eat the forbidden Apple by the devil. Do we say that this fraudulent deceit is the first fraud? The reward was banishment a punishment awarded by God. It is obvious from various statistics that the Fraud of AFF has surpassed the efforts of the biblical devil and must have astounded him if judging by the pronouncement of the group – 419 Coalition, that this fraud involved a profit of US\$5 billion from 1980 to 1996 <http://home.rica.net/alphae/419coal/index.htm>

(The Nigerian authorities have challenged this hypothetical assumption).

ENFORCEMENT EFFORTS

The fact remains that jurists world wide irrespective of jurisdiction all agree in various pronouncements that ‘volenti non fit injuria’, is an accepted legal Latin maxim that expresses the outlook of the law that anyone who volunteers for an event cannot claim a right of injury and compensation. This is the crux of the antics of AFF perpetrators and forms the plank of their subtle attack and gains.

It is the responsibility of law enforcement to extricate this thin fact, that the volunteering victim was hood winked into surrendering the rights of intention as mentioned earlier.

Help from the Obscure Financial Institutions?

Apprehending AFF parties should not be as difficult as it looks if the financial institutions world wide will come to the aid of law enforcement by notifying them of suspect accounts but this is usually not the case as most of the institutions are only greedily concerned with having large deposits from customers to improve their stakes in the monetary world rather than divulge the secrets and sources of inward flows of their customers, irrespective of the fact that most national laws worldwide now have inputs requesting responsibilities of bankers in this context.

It is worthy for this symposium to examine this financial issue critically as it is the conveyor of the

heart of the crime of AFF. When we mention the proceed of the AFF crime, we are referring mostly to the huge criminal deposits made into the financial institutions in various forms. This proceeds may later be converted into other physical properties or the establishment of corporate enterprises, through money laundering processes.

It is recalled that at the onset of the recent financial crisis, President George Bush of the United States of America commented that the problem being faced by the country's financial sector originates among other things from the reckless conduct, corruption and unbridled greed of Wall Street operators. This is an understatement when reviewed against the ill of AFF. The bankers have failed law enforcement and this is not a hidden issue, as some will go the extra length to protect the evidence as typified by the worldwide financial crisis.

Moving further from this issue, we should consider the problem being faced by local enforcement efforts in the developing world where AFF is now seen as a saving grace by the criminal few population of the largely unemployed educated youths some of who view AFF as a safer escape from the crime of armed robbery cultic gansterism, militancy and general brigandage which is the bane after the resolution of national conflicts in affected regions and collapse of credible source of livelihood engendered by socio political imbroglios and sometimes religion.

It is therefore not a surprise to observe that countries like Liberia, Sierra Leone, Ivory Coast, Kenya, to mention a few in West/East

Africa and others in Latin America, Asia, and the Middle east are joining the illegal bandwagon of AFF as initiated by miniscule criminal elements from Nigeria. The enforcement efforts in this territories are still weak as the enforcers still have the feeling that it is a Nigerian problem whereas there are active criminal gangs within these territories utilising their new tool.

The establishment of economic crime control bodies without the political will to ensure unhindered operation of the enforcers and judicial interest for rapid processing of offenders constitutes the major canker worm militating against the curtailing of this type of crime in most countries. It is my suggestion that this symposium should critically examine ways and means by which the local enforcement efforts at the ground zeroes of this crime will be improved. However, we need to know that 'he who pays the piper dictates the tune'. Enforcement officers have their limitation irrespective of what the law creating the body permits; politicians always have their ways, as they are the appointers of the leadership of the body and the judicial officers.

Consequently, the hype about the lack lustre approach to enforcement should not be aimed at the enforcers but the controllers – the political elites whose interests may be gored. See a typical success at <http://news.aol.co.uk/how-to-do-id-fraud-website/article/20081017061909990001?country=uk>.

This news report from AOL states that A "significant" branch of virtual criminals has been put out of

operation following the closure of an illegal website selling personal data, the Serious Organised Crime Agency (Soca) has said.

The Dark market forum, an international website which enabled fraudsters to buy and sell credit card details, was shut down on Thursday night.

It allowed criminals to exchange information about how to commit online fraud as well as offering details contained on the magnetic information strips on the back of credit cards.

Sixty people across the globe have been arrested in connection with the website, including arrests in Leicester, Manchester, Humberside, South Yorkshire and London.

Police used international crime specialists to infiltrate the website and identify the people using the site.

A spokesman for the agency said the operation was a "big success." "It was a huge website," he said. "It was very significant in the online criminal fraternity.

"People were exchanging information about how to commit online fraud. It gave methodologies of how to steal data, and enabled a whole range of criminal activities, from how to go about stealing data to how to make the best use of it once it had been stolen. People are safer from identity fraud as a result."

Compare this with the report of the British tabloid The Guardian of Tuesday March 13 2007 [http://](http://www.guardian.co.uk/world/2007/mar/13/bae.saudi-arabia)

www.guardian.co.uk/world/2007/mar/13/bae.saudi-arabia the ambiguous response of politicians to

enforcers – the Serious Fraud Office interests is evident. A bribery watchdog criticised the British government in this regard and is reported to have ‘...chastised the government for terminating the SFO inquiry into claims that BAE, Britain’s biggest arms company, bribed Saudi royals to secure contracts worth billions of pounds’.

There are other similar disparities world wide showing the reluctance to ensure adequate political will to fight fraud.

The foregoing is a personal view and culmination of personal perception from general empirical observation of the progress of AFF worldwide in brief and is my contribution to the on going symposium.

Once again, I congratulate the organisers and particularly for the intuition in calling together ‘industry, law enforcement, business and likeminded community group representatives to endorse a synergised effort’ and

wish them God speed as progress is made in finding solutions to the scourge of AFF.

Thank you,

Johnson Okebukola Esq.
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PRIVATE DETECTIVES- YOU ARE YOUR INTELLECTUAL PROPERTY

by Brendan Mallen, Director of IP Forensics Ltd.

Brendan Mallen is a Director of IP Forensics Ltd. Based in Ireland. A former Special Forces Officer, Bomb Disposal Officer and Police officer, Brendan has unique experience within the Security Industry. He has over 30 years experience in the Security field including ten years in the commercial sector. He has been a member of WAD for six years.

Smart Detectives are smart at business

Working with business clients can be a daunting challenge especially if the business they are in is technical or complex. More and more businesses are turning to investigators, either directly or indirectly through law firms, to assist them with a whole range of issues. Investigators are no longer hidden as disbursements within the lawyers invoice but are becoming integrated into the case strategy and decision making process.

Know the client. Know their business

Business clients have a whole range of goals and objectives which they have to meet, some of which may be alien to an investigator whose primary experience has been developing skills and knowledge working in a law enforcement or security environment. There may be a long list of metrics which need to get ticked in order to satisfy the business that a measure

able success has been achieved and the financial investment made in the investigation worthwhile. Understanding the business imperatives, and desired outcome, from any investigation is critical to providing the client with the service they hope for. Also making sure you appreciate the role and responsibilities held by the direct business client is essential. Helping them succeed through your results will stand you in good stead for repeat business and enhanced status within the client's circle of essential vendors.

Your knowledge and expertise is your intellectual property

You do more than contribute to the case planning process; you must be seen to be contributing. Ideally a panel comprising of company representative (often an in house attorney or other member of the legal department), attorney from the instructed law firm and you or your team member, will make up the planning team. I have witnessed the best legal tactics being suggested by the investigator and the best investigative approach suggested by a lawyer. I am no longer surprised to learn new things every time I attend one of these sessions (which, if the case develops into a protracted investigation, can take place regularly and over a long period). Never assume that your input is limited to a narrow part of the

discussion as the other members will also learn new things from you. Here is your opportunity to showcase your ideas and creativity. Your experience, and examples of where risks can be taken and caution should be applied, is also vital for others to hear. You may be surprised to learn the type of information the lawyers will find useful to have. Often family background and relationships can be as important as direct evidence of wrongdoing, particularly if the case is likely to be resolved by way of a negotiated settlement. It's always interesting to see what proves to be a sticking point in later negotiations and the type of intelligence that encourages a party to settle promptly.

Your client needs to know that you've invested in the process

Developing the relationship with the client is vital to fostering the confidence that they need to have in you. Knowing that you share in their desire to succeed, understand their challenges and appreciate their pressures will help in that process. Demonstrating awareness of their budget constraints and displaying cost efficacy provides the reassurance for them that you appreciate the nature of the investment they are making and are working to provide the best returns. If the client feels that they aren't getting value for money, or cannot see efforts to manage spend

[CONTINUED ON PAGE 38]

YOU ARE YOUR INTELLECTUAL PROPERTY *continued from page 37*

efficiently, they may doubt your commitment beyond your billing. Let them know that you measure your success in the same way that they measure theirs. Together you win and any failures are hard felt. Always show interest in results, no matter how small a piece of the overall plan, and request updates and appraisals. Let them know that you're interested in hearing how you're doing and how much you appreciate feedback.

Difficult economic times can also provide opportunity

It's often said that the companies that come out of an economic downturn, or recession, best are those that continue to advertise and invest in research and development throughout the duration of the downturn or recession. The same can be said of those who look to increase profitability by cutting costs through tackling losses. Business clients who have experienced the added value an investigator provides will often utilise the services of the investigator in other areas where the business may benefit from investigative

input. Anti-piracy, supply chain theft, manufacturing losses and product mis-channelling are all areas where investigators can identify abuse and exploitation which, if remedied, can translate to an increase to the business bottom line. I've heard it said that investigators can be as cost effective as the most successful sales staff. In fact one of our business clients has incorporated part of the legal team into a sales support role where their contribution to revenue is measured in cash dollars. I can assure you that working on a case for a budget manager who's seen as a profit centre rather than a cost centre really focuses the mind on delivering results based on the return on investment.

Be part of the solution by always adding value

Economic cycles mean that businesses will always review, re-organise and prioritise. One constant you can always rely on is change but when businesses look to cut costs they are looking for wastage and cost efficiencies. Through providing

services focussed on increasing profitability investigators can be recognised as being part of the process in identifying wastage and cost efficiencies rather than falling victims to that process. At IP Forensics Ltd we have developed a strong client base and through a continual value added service provision demonstrated our ability to deliver. With millions of dollars at stake, both in business investments and potential recoveries, we know that we are working in a pressurised arena but with an impressive track record and understanding of business needs we are fit and ready for the challenge.

Business has always needed the services provided by investigators. Now they are beginning to realise that need. Expectations are high but with success comes the satisfaction of a job well done in a dynamic and challenging sector.

Brendan Mallen B.Sc., CPP,
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God Bless and Happy Holidays!

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