

Jan Fye,

December 31, 2025

Executive Administrator

IN-SPI

Dear Jan,

My full name is Casey Joseph Major, Case Services, Inc. Primarily serving Northern Indiana, found in 1981. My business plan was investigations for attorneys-litigation support and discovering secrets of the past. In 2008 the economies of health Insurance between my partner (wife) and myself one of us needed a job with benefits. I found a fulltime position with The University of Notre Dame Police Department. Using my knowledge of Crime scene investigations and reputation. I am now retired and was successful in selling my business in 2009. I fully retired in 2014 from the University on disability.

Marketing is one of the legs that supports a chair and is a key for a new business. After submitting my application for a license for a Private Detective License. I completed and opened a sub chapter S Corporation for a professional appearance and TAXES. (not a hobby). I attended a meeting Indiana Private Detectives it was not a professional meeting and the group had a good old boy attitude of war stories and guns. I met Don Johnson who was at the meeting we talked and our ideas of a State Organization was not IPD. We agreed to talk and; he knew Gene Plumer who was not impressed with current set-up. We agreed to attend the next Licensing meeting and then Lunch. That day was the start of a flame that grew into what IN-SPI is today. Continuing down the same vein I learned that marketing is the key for a new business. Marketing is NOT just mailing flyers. It is getting by the gate keeper at Corporations and Law Firms.

In getting in front of the right organization is key. In South Bend, In. there was one that attracts the Movers and Shakers. I joined Rotary International South Bend, In. Expensive but well worth it. They have guide lines on attendance, and they meet once a week no assigned tables. Introduce yourself to everyone at the table. Listen some will talk about a subject you are familiar with join the conversation. New members are given 10 minutes to speak in front of the group and what is cool make time for questions. This can be a daunting task because of public speaking. I feel this is vital to learn how, join Toastmasters. How about 100+ targets to have lunch with every Wednesday. My goal was to sit with people I did NOT know. With in 5 months, I had 7 new clients. Kelly Riddle has a great marketing book-which is a treasure.

My attorney advised me some real cornerstones for a NEW business. First and foremost, pay your taxes, insurance, monthly obligation and then yourself. Money\$\$ can be arranged with a community bank; but if you are not registered with the State as a Corporation and the City (you fail). They will review your accounting books, along with your business plan, that can be tough if

you have never written one. Your local Chamber of Commerce Center has classes on writing a business plan. My meeting lasted 45 minutes meeting. At the end Mike said looks like you could use, a money line of 25,000.00. He said we will review your material so have copies ready; I reached into my brief case and placed a copy on the table. I said, being transparent here is a copy for your records. Now for your "**Standard**" way of ending a meeting. Who is control of your Trust Department or Asset Department banks like attorney loss track of clients. I walked out, with an available \$10,000.00 and a couple, of new assignments.

Always, remember **Your Company, must survive for five**, then you may make it. If you have a job stick it out and prepare yourself for the adventure of a lifetime. The above items took six months before I pulled the plug. Oh, I remember those scary days, weeks, is best when that happens set appointments with potential clients tell them you heard their name at a meeting and I would like to share some information. A little deception is a creative enterprise. Now, you are by the gatekeeper. Such is the why I found Mr. Smith in Elkhart, IN. After some small talk find something in his office that is unique or part of his **I love me wall**. I bet you have two or three files you need some help from a professional investigator. or a client that has a company that may need some help in mitigating circumstances. That sentence led me to hiring three investigators from In-SPY and two in Chicago. The client had gotten into Nose Candy and had a \$ 40,000,000 Corporation. Also invaded his children's trust accounts. He was a broken man, lost everything including his family, business, currently in jail. Through my contacts in, National Association of Legal Investigator (NALI) and being a Certified Fraud Examiner (CFE) and help from a retired FBI agent, we recovered assets from a set up telemarketing business, and a prostitution ring in Guatemala. I walked out of the meeting with a \$10,000.00 retainer. The king pin I found in Chicago. The next week I had meeting with the owner said the owner of the telemarketing firm was coming clean. He was the king pin and I needed him to give up his contacts. He left Elkhart and I knew to follow someone through Chicago is tough and impossible for one. I needed to catch him at home/office. It was Thursday, the day before my 42<sup>nd</sup> birthday. I called Donna and saying I am on a surveillance believe it will be the wee hours of morning before I get home. He introduced me to his partner who has a list of clients and is controlling the investment money. He will give up the information but he is also on cocaine. It was after 02:00 a.m. and at least 10 excuses. He gave up the information and accounts at two different bank accounts. He had a lot of his accounting on quicken which was the treasure trove. By following the money, the county prosecutor worked with Feds in Chicago with the information I gathered it led to a recovery about 20% of all monies. The Corporation also had a hidden account which was used by the bankruptcy court and to reimburse the children's trust, accounts (my idea). Not my biggest case it was resolved by following the money, arrest of seven in Chicago. Recovery of \$ 600,000.00. All done in 60 days. My invoice was \$ 100,000.000 ++ my fee

was settled in chambers I lost my mark-up on others invoices for 40, 000.00 and I kept the retainer. The Biggy was the judge saying "You're a compassionate man bringing up the children's trust accounts." I laid my business card on his desk. Plus, a nice write off for my taxes.

In high school I thought of, Joining the Federal Bureau of Investigation (FBI), It became an obsession. I thought my grades are a B- but good enough that I avoided Viet -Nam. In my Junior year at Tri- State I was told by a History Professor you do not have the aptitude. He said they only take people that have law or accounting degree. That did not slay me so I took the LSAT Test and out of a possible 40-point score I scored 35. Thirty-two and above was exceptional I found out I had the ability to think things through and come up with the correct answer. Also known as **Critical Thinking. ...Analyzing available of facts, evidence, observations, and arguments to make sound conclusions or informed choices. With a certain level of rigor and problem solving...1** Wapakoneta. So, I approached the FBI and I was tested because of the score but six months later. I found out now I am being recruited, simultaneously they were doing a full background later grew into monitoring. So, I graduated from Tri- State University with a major in History and emphasis on Constitutional Law.

The **FBI** were not taking any further action on my application until I was out of college for one year and finding a job. The College way of life needed to be worked out of my system. The recruiter said not unusual. So, I will see you in another year. Keep me informed of your employment.

Suddenly, in December I received an acceptance letter from the **FBI** and no idea, of a job or salary. with only you will be informed during you enter on duty Class. This was the method left over from the J. Edgar Hoover Days. Of the 100 + entering on duty only 2 were selected for Division 5 Intelligence. I never read so much than any time in my entire life. .... No this is not the place but I can say. The key to the position was being able to know which files to pull to test an informant truthfulness and ability. I was working for an inspector grade agent who within a year was a Special Agent in Charge of a larger field Office. I also learned how to excise information for the Freedom of Information Act. My work was stellar never had to testify in court.

I was targeted by the KGB, I have spoken to Charlie Manson, knew G. Gordan Liddy, part of the FBI Counter Intelligence Program. (Read my book hopefully 2026-2027 has been accepted by Amazon Publications) I left the Bureau because of, no path foreward because I was in the dog House. Due to the Counter Intelligence Program. Also, Donna and I lost a pregnancy while all the mess was going with Congress. My initials were on a TOP Secret Teletype... **talk about a bad day.** I can only say. It was the start of my thoughts of leaving the Bureau. We were under strict orders if someone is unknown that walks in all material had to be secured. Unlike everyone else while everyone else complied. I continued to secure my work. That caught the attention of one

of the younger agents. Who said why are you not complying. I did not answer, continued to work filing back my information on the high-level informants.

Over the next month the situation worked its way through. Everyone from the Unit spent one night at Bureau Headquarters My counterpart and myself spent three nights at bureau headquarters I stayed for four nights, for four days and Donna had to bring my clothes to bureau headquarters. Not anybody was fired or arrested. There were some guardrails put on for six weeks. Mr. G said starting tomorrow we go back to the way we were working. I was stunned like everyone else. I was left with a scare on my left hand. For those with an inquisitive nature check COINTELPRO. #3 Counter Intelligence Program.

Yes, some of those elements I learned helped with going in the direction of a Professional Investigator. In 1977 I was in the claims field and was trained as a Catastrophe, Fraud, and Arson Investigations. Simple techniques I learned from my recruiter need to find someone go out on a Thursday evening witnesses, people avoiding you, Donna knew I would leave always in the afternoon and sometimes I got home in the wee hours of the morning success rate 80%. I gathered my equipment the day before surveillance equipment, casual dress, cleaned windows in van, batteries charged with backup power, two cameras, recorder tapes...this was my go bag. You may say why Thursday People like Fridays off and more inclined to be home.

I was under a retainer to find a perpetrator that left a scene that put a five-year-old girl in the hospital with a traumatic brain injury which she never improved past that age a stunning looking woman; but had a mind of five-year-old just sad. The attorney was a big hitter in Warsaw. With this type of case the statute of limitations does not run until after two years after of her 18<sup>th</sup> birthday. The attorney had the case for two years and no leads. During my years as an investigator, I made hundreds of dollars by using the phone book, city directory, and Haines crisscross directory.

I finished Softball Practice with my daughter's softball team practice at 5:00 p.m. brought Carey home and Donna had my lunch ready a bag and two drinks. Clothes laid out. I changed clothes gave a hug to all three children and good luck from my wife. It was 6:00p.m. and on my way to Goshen I checked the file for a date of accident. My notes said June, July, August. I had interviewed the mother (in person) always with this type of accident. The father picked up the daughter at noon and the mother got a call from the hospital at 7:00p.m. The father was a drunk and left town and was never found. The only thing he said she will be home no later than 5:30p.m. So, I thought with a time frame is short 5 hours that something was starting at one and ending at five. Immediately, it flashed through my mind an event in June for a bad Father who was interested in oneself. I got to the library around at 6: 15 and I had my information by 6:30p.m. I found the article Sanctioned motorcycle race Class 125cc and 250cc. over a dirt track. On top it said Father's Day Special. With that I went to the Fire Station and Asst. Chief Newton

was on duty. Whom I knew from one of the worst cases of Arson I ever handled. A two-year-old was in a house where the boyfriend had set the house ablaze. The mother was at the second story window and, yelling save my baby. The fire department had the cushion inflated and; were ready. Toss the baby to us she dropped the baby, while the window below blew out and the baby became impaled into the aluminum siding. Ghastly sight. Chief Newton greeted me you are working late. I said I have a traumatic brain injury case concerning a child who I believe was at a motorcycle race he said, the Fair Grounds. Wait here minute and he brought out his own personal file. He kept it as his first run on a bad medical. Can you check if there was a letter requesting information on this case. He said who sent it I said Mr. Moss he said not attached to this file. We have had two different computer systems since that time. Unfortunately, it got lost in one of the computer upgrades. However, my file is accurate as far as the facts go. The prosecutor did follow up with no charges since the driver of the motorcycle was not at fault. I said they are perusing this as a wrong full death claim. Wait our dispatcher is coming back let us go to my office. We sat side by side and he reviewed the file passing his notes to me. He said I have the driver's name. O.K. I said I can trace him from that. He also ran his name through their database. I thanked him and I was headed to Mentone. I called Donna and she said where you going now Mentone I have this year's history on the driver of the motorcycle. It is now 7:30 I should be done, by 9:00p.m.

In arriving in Mentone, it was 8:10p.m. I was outside the address across the street. I did my slow exit from the vehicle. Just to be safe I smelt smoke from a cookout. I could hear voices. The side door by the garage was open so I rapped on the door. I introduced myself. We have some friends over and we are leaving for vacation tomorrow. I said was your husband a motorcycle racer. Yes, she began to be scared. This is about the fairgrounds. I said yes, Oh May God he was always afraid someone would knock on the door. I will get him I was able to peer through the kitchen window she was whispering in his ear and he dropped his drink. I stood by the table. Mike walked in biting his upper lip. I introduced myself and explained what I was looking for his thoughts on an accident-he said, Goshen Fair Grounds repeating it three times. He immediately started to Say I have been waiting on someone to visit with me concerning that accident. I said Mike, how much have had to drink this evening he said I was on my third beer. Yes, I heard his guest's leaving and the sound of children. His wife had asked the neighbor to watch the two children while I was here and she joined us at the kitchen table. What is your name Ann, I said Ann how many beers has Mike had and she said I do not count then do you think he is O.K. too give me a statement. I think this he needs to get this off his chest. Mike, if you are ready. I introduced myself into the recorder. I gave the date, time, and place, and introduced his wife who was be present. I also got name and address of someone that would always no his address. Mike, I understand you have been drinking this evening over how long of a period. He did not answer and put his hands up to his face and started to cry. I turned off the recorder. Mike said

babbling you do not understand how many nights I could not sleep over this. I restarted the recorder with Mike saying I knew I hit something but what? I continued into the pits. The crew did not say anything I gassed up and continued, coming in second. With that I had the nexus for a statement. He spoke to his wife who said, Mike you can do this. I paused the recorder while Mike gathered himself, I said we are not looking at you as a target just need to know it was you. So, I will continue but when you are talking do not say you placed second... it may give the wrong impression. Otherwise, the statement will take about 20 minutes. I stuck to that day nothing about racing or experience. The race was stopped because of the accident; and then canceled. Mike only saw an ambulance leaving, he packed up and went home. Mike, passion for racing was over. He was self-taught mechanic and enjoyed carpentry. He now is the lead person at a large motor home factory. Married with two children. He asked me who I worked for I said I am a professional investigator, and Mr. Moss has asked to see if I can locate any recovery. Mike, said he had no racing insurance. He said this was a sanctioned race sponsored American Motorcycle Assoc. Mike said I feel relief talking to you can you tell me what happened. I will shortly. Mike, as you say you were slowing down and in the lane that leads to the pits. Somehow it perplexes me how a girl between 4 -5 got from the stands onto the track and from where she was seated, she had of been looking for her father and wandered onto the track without anyone stopping her? He said, that is so sad, I said poor security and that can be either the fairgrounds, or the sponsor depending on the contract. Mike said "Do I have anything to worry about." Not to my knowledge. In the participate papers I recall something about insurance... but I do not recall. I have Mr. Moss's telephone # I will call him. I excused myself and called the attorney. I brought MR. Moss up to date he said we will file suit against the American Motorcycle Association. Tell Mike to enjoy his vacation and ask him to call me when he returns. Casey, I hope his statement is solid I softly laughed. I said he is in concrete. He said I will call you in the morning. I said to Mr. Moss I will send you the advertisement. There was a \$2,000,000.00 liability on the event. A great win for me and a treasure trove of assignments from that point forward.

My enjoyment of being a private investigator. The quest.

The genealogy case was the Most Challenging lasted for 2years. Recovered 24 million.

The least favorite part of the investigation business, Chasing money.

Most common misconception, this is not T.V.

Staying up to date with the industry, training, through Conferences.

What I had learned during my career. Patience

Challenges of A.I.

#### Footnotes

1.Wapokenta: definition of Critical Thinking

2.My Picture was taken from the Executive Journal Published November 1991: Author George Williams.

3.COINTELPRO: Acronym for Counter Intelligence Program

Jan, I re did the one I sent on 12/31/25 today if this helps. ...any questions call me.

Casey