



Mike Jenkins, Secretary

A Note from Our Board

Hello everyone!! I'm Mike Jenkins, your INspi Secretary. I hope that you survived the past Holiday Season, and your lives are getting back to "normal."

As we head into 2024, I hope you continue to stay connected to INspi and all that it has to offer. Some of the great opportunities are continuing education regarding your business, changes in your field, and valuable information on our website. I know in the past that I have not always taken the time to browse our website on a regular basis, however this year I will be! We all get wrapped up in our business, I certainly get it, but this organization is *your* organization.

A few years ago, a certain past president encouraged me to be an active part of INspi. We discussed this at length over many cups of coffee, and you know, he was right! We are all part of this great organization, and it takes more than a few individuals to keep it great! I look forward to meeting more members this upcoming year and seeing you at our annual conference in September!

Take care and be safe!

Mike

NALI 2024 Mid-Winter Conference Submitted by NALI National Director—George Gergis, CLI

The NALI Midwinter Conference— St. Petersburg Beach, Florida is in the history books. Many INspi Members are NALI Members, and I wanted to take this opportunity to express a special thank you to all the INspi Members that made the commitment to attend. It was an educational, engaging, and entertaining event and very well attended.

The planning, organizing, and administrating of the conference involved much hard work from our Executive Director and team and many volunteer hours by NALI members that contributed to the success of the conference.

VENDORS & SUPPORTERS

Special thanks to the vendors and supporters of the conference. Many NALI members contributed not only volunteer hours, but also contributed additional funding for the event. These members, who above paying their annual dues, made the time and financial commitment to attend the conference, then went above and beyond by contributing additional funds to ensure the event was a success. These members, who receive little or no recognition for their commitments, understand the importance of continuing education and the impact of their efforts. THANK YOU--your support and commitment are greatly appreciated by many.

Also, thank you to the vendors that supported and attended the conference. NALI sold out of vendor table space. Some regular contributors and sponsors were present, and many new supporters.

Vendors with tables at the conference: (Support the ones that support our profession)

- Investigator Toolbox
- IRB Search
- Dissembler Cameras
- Yergey Insurance
- TimeSolve
- Social Discovery
- Social Profilers
- Deceptio.AI

Both Social Profilers and Deceptio.AI are newly founded entities using technological advances to integrate A.I. and software for tools to assist with investigative tasks, choosing NALI as one of the first audiences to introduce their products.

A special thank you to the Florida Association of Private Investigators (FAPI) and Florida

Association of Licensed Investigators (FALI) that also had tables set up at the conference. Many of the attendees were members of these professional organizations. Thank you to FALI and FAPI for their support, encouragement, and assistance in making the conference one of the best attended for NALI.

EDUCATION AND SPEAKERS

The quality of the speakers lived up to the expectations deserving of our organization. Special thanks to the conference committee and host that worked hard to organize the presenters.

- Rick Dean, a Special Agent from the US Secret Service, enlightened us re illicit finances and fraud, as well as provided insight to assist our clients targeted by scammers.
- Attorney Keith Ligor explained the challenges regarding Tort Reform, and how the changes and changing laws affect our investigations.
- Chris Salgado, a former Facebook Investigator, provided insight regarding cyber security.
- Attorney Gregory Zarzaurs and Investigator Anna Zarzaurs provided information regarding successful techniques to identify businesses and individuals profiting from human trafficking and using civil actions to make big changes to fight human trafficking and assist the victims.
- Tony Braun provided a powerful presentation on methods to locate and recover abducted children that are victimized by human traffickers.
- Kitty Hailey and Carol Moore created an interactive presentation with real life ethical dilemmas faced by investigators, and perspectives on how to deal with them.
- Kevin McClain provided a plethora of secrets for gaining the most from public records requests, and the types of public records available.

NALI Conference (cont.)

ROUND TABLE DISCUSSIONS

It was a beautiful setting being able to walk straight onto the beach from the resort. The conference committee had some great insight to allow the daily session to end early and provide some resort time for the attendees. HOWEVER, at the end of each session a ROUNDTABLE discussion was well attended. Discussion of real-life issues faced by professional investigators daily. Like a master craftsman showing an apprentice the little-known techniques, these sessions were full of tips and methods to help us all with 1) catching cases, 2) finding funding and getting paid, and 3) dealing with the client/investigator relationship.

This was the first conference since I was elected as National Director, and many attendees provided many compliments for the event. Even though I was happy to accept the feedback, the hard work was done by many hardworking volunteers, our NALI Executive Director and Staff, as well as so many that contributed and committed to be present. THANK YOU to ALL!!

George Gergis, Certified Legal Investigator
National Director
National Association of Legal Investigators

NALI's Mid-Winter Conference 2024 in St. Pete was a success! This conference had a particular significance as George Gergis, INspi's recent past president and chairman of the board, is also the National Director of The National Association of Legal Investigators (NALI). The assistant National Director, Troy Fleming, is also an esteemed member of INspi. In attendance was INspi member and former president, Ken Shelton, who previously served as National Director of NALI. Don Johnson, one of INspi's founders, also previously served as a National Director of NALI. INspi's president, Steve Radde, and several other INspi members, whose familiar faces I was excited to see, attended as well. INspi members Kevin McClain and Kitty Hailey were featured speakers at the conference. I am elated by the continued representation of INspi at our national and international conferences and the professional contributions made by our members.

The exceptional training sessions provided practical knowledge, insight, and enhanced investigative skills. Round table discussions were conducted each day. Investigators were able to gain perspective from one another, exchange ideas, problem-solve and strategize. I loved the collaborative spirit among investigators from different regions. The conference was structured around building connections. There were many networking opportunities to form new professional relationships and to share experiences with our investigative peers. Informal networking took place in relaxed settings as well, which added a unique dimension to the conference. My most memorable experience was the beachside networking just before sunset on the last day of the conference.

I am grateful for the opportunity to attend the NALI Mid-Winter Conference. Continuous learning and networking in our field of professional investigation is essential. I encourage the members of INspi to stay engaged, actively participate, and attend as many training events as you are able.

Kudos to George Gergis, CLI for a successful conference as National Director of NALI!!

Brandy Lord, CCDI
INspi Treasurer and former President
Integrity Investigations Inc.



Tech Tips and Resources

Welcome Our New Members

Steven L. Havlin
Principal

Shield Investigations, Inc.
Crown Point, Indiana

Erin Bradberry
Principal

Bradberry Investigations LLC
Anderson, Indiana

“There is nothing so
deceptive as an obvious
—— fact.”

Arthur Conan Doyle

“Our job involves looking at
things people usually can't
see.”

Fuminori Nakamura

“Why, he's Hercule Poirot!
You know who I mean—the
private detective. They say
he's done the most
wonderful things—just like
detectives do in books.”

Agatha Christie

“Behind every great
detective is a greater
intuition.”

Private Eyes

*Tips from Kim Komando, the
“Digital Goddess.”*

*Press **Ctrl + Shift + N** on your keyboard while using Google Chrome to open a new incognito window for private browsing without tracking cookies or history.

*You went down the Facebook rabbit hole and want to wipe away the last 20 minutes of your search history. Easy: Log in to Facebook on your browser and tap your profile picture. Select **Settings & Privacy > Activity Log**. Click the **Logged actions and other activity** option, then **Search history**. Tap **Clear Searches**.

* **Windows icon trick:** Maybe your icons are too small — or you have too many and want to shrink them. Click your desktop background, hold **Ctrl** on the keyboard, and scroll up or down to increase or decrease the size of your icons.

***Creep alert:** A woman says her ex used an Alexa device to stalk her and eavesdrop. The creep allegedly gave her an Echo linked to his Amazon account. Takeaway: Don't use a smart device someone else has access to.

*Want to open a tab to read later? **Hover over a hyperlink and click the wheel of your mouse**. This automatically opens that link in a new tab, keeping you on your current screen.



* There might be a good reason you need a solid screenshot of a single frame of a YouTube video. Now, it's easy to do. Pause the video, **right-click** and select **Copy video frame**. Sweet! Just paste it into a chat, image editor or document.

***Happens to the best of us:** Accidentally closed a tab in your browser? Press **Ctrl + Shift + T** (**Cmd + Shift + T** on Mac) to reopen the last closed tab. Keep pressing to reopen multiple tabs.

***Quick sharing tip:** Want to share a specific section of a webpage? In Google Chrome, **highlight the text, right-click your selection and choose "Copy link to highlight."** Paste in that link, and it'll send your recipient right to that spot.

***Google Tip:** Type **filetype:** at the beginning of your search when looking for a spreadsheet or other document. Want a PDF? Type **filetype:pdf** and then **your keyword**. For an Excel spreadsheet, type **filetype:xlsx** and **your keyword**. Anything publicly available is just a few clicks away!

* Share the smart way: You can send a YouTube video link so it starts right where you want your recipient to watch. Find the video you want and scroll to the time you want to share. **Right-click and select Copy video URL at current time**.

*Stop going back and forth through email or text to schedule a meeting. **In Google Calendar, click Create > Appointment schedule and set your calendar for all the times you're free. Hit Next, then you'll get a link to share.** Send that along, and your recipient can choose a time that works for you both.

*Looking for a file? **Hit the Windows key and start typing the name.** That's it. **On a Mac, hit Cmd + spacebar and start typin'.** So simple and saves so much time.

*Delete your outgoing voicemail message if it uses your voice and replace it with the default included with your device. Why? Hackers can use your "voice fingerprint" to access voice-protected financial records — or pose as you to rip off your friends and relatives.



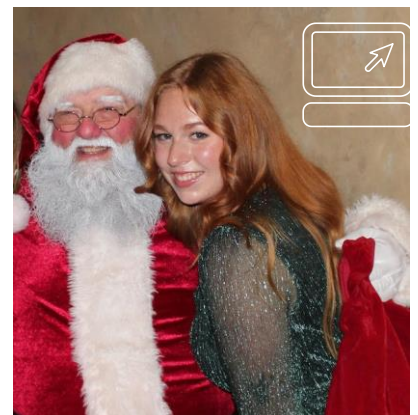
There is a constant discussion going on regarding Artificial Intelligence. We are working with someone who is helping us plan something for the September conference but in the meantime, here is a resource that might be of interest:

<https://www.udemy.com/course/ai-essentials/>

Please email admin@indiana-investigators.com if you know of resources that could be of interest to other INsp members.

Celebrating the Holidays!

If you couldn't join us in December, at least you will have an idea of how our members celebrated. And note the special guest that surprised everyone!



Hoping Everyone Had
a Wonderful Holiday



Member Spotlight



Chad Knecht, a new member to INspi, was kind enough to answer the following questions designed to help you get to know him better. Welcome to INspi Chad!

Tell us about you and your company.

My name is Chad Knecht I am the owner of Investigative Knecht-ions LLC. The word “Knecht-ions” is a word play on my last name KNECHT, which is often pronounced “connect.” Our firm focuses on that word connection, knowing the value of collaboration and connecting with others who have skills that we do not possess. We thrive on our investigative connections.

I am a retired police officer with the Indianapolis Metropolitan Police Department after serving for 29 1/2 years on the force. As a member of the Indianapolis Metropolitan Police Department, I served as an investigator in narcotics enforcement, as well as a section leader in our Crime-Action Abatement Team, which focused on RICO cases, organized, crime, and counterfeit merchandise. I then

progressed to the section supervisor of our FBI Safe Streets Gang Task Force, which is a task force along with the FBI and regional law enforcement partnering agencies, focusing on gang and drug trafficking organizations, utilizing RICO statutes and state and federal criminal codes to disrupt and dismantle those gangs and drug trafficking organizations.

While serving in these positions, I was accepted on the Indianapolis Police Department SWAT team. While serving on the SWAT team, I worked my way through as the entry team leader, and eventually culminated my 12-year SWAT career as the SWAT commander for the City of Indianapolis. After my time serving as the SWAT commander, I was promoted to the merit rank of Captain and served as the captain over tactical operations. There, my command consisted of the SWAT team, the EOD branch, and the Emergency Response Group. Serving as the Captain of tactical operations, I was promoted to the appointed rank of Commander of the Homeland Security Bureau, which included all tactical operations, and the planning for all special events in critical incidents in the city. This included major critical incidents, presidential and dignitary visits, Indianapolis 500, NCAA Final Four, Big 10 Championships, the Super Bowl, protests and civil unrest and numerous other events.

After serving as the commander of the Homeland Security Bureau, I was promoted to the commander of the East District, and then followed up as the commander of our downtown district in Indianapolis. Both are geographic portions of the city. After serving in both positions as district commander, I was promoted to Deputy Chief of Operations and retired in that capacity in 2018.

Upon retirement, I was named the Senior Director of Safety and Security of the Indiana Pacers Sports and Entertainment. I served in that role for approximately one year, and then was named as the Director of Public Safety for Noblesville, Indiana. While serving as Director, I recognized my desire to continue to have an impact in our community and state by starting a private investigations firm. While watching the frustrations with policing and law-enforcement throughout our communities, and seeing more and more victimization within our communities, whether it be retail theft, fraud, acts of violence, all those crimes against persons, individuals and corporations, I saw their need for trusted investigative fact-finding even though there was at times a distrust or lack of confidence in law-enforcement. The need for private investigative services to hold others accountable and protect themselves, and their properties only grew. Upon recognizing this, I felt the need to become involved once again in the investigation of criminal and civil investigations in order to defend those who may have been wrongfully accused of crimes or were the victim of a crime or a civil wrong and needed quality investigative support and assistance from someone they could trust. I was drawn passionately back to private investigations when reading “as private investigators, we are the finders of fact, not the finders or determiners of truth.” I answered this call and that is what led me to establish Investigative Knecht-ions, LLC.

How long have you been a member of INspi?

I established Investigative Knecht-ions LLC as a limited liability corporation in Indiana, as well as obtained my private investigations firm license in 2023 and very shortly after that, joined INspi.

How has INSPI been helpful to you?

When I created Investigative Knecht-ions, LLC, I quickly realized that I had many transferable skills from past experiences as an investigator, as well as the managerial and entrepreneurial spirit needed to run a small business. However, I knew very little about the actual art of being a private investigator or running an investigative firm. INSPI allowed me to network with other veteran private investigators to gain sources of intelligence experience while training to further develop those transferable skills into becoming an effective private investigator and firm owner/operator. I was determined not to be another one of those retired police officers who thought they knew how to be a private investigator just because they were a cop--without fully learning the craft, from the very best in the business and applying transferable skills to be an effective, efficient, top tier and trusted private investigations firm.

What inspired you to become a private investigator?

The desire to have an impact, defend our constitution and rights of victims, whether it be a person of business or corporation, and to standing up for their right not to be victimized. To find the facts and help those who are determining accountability. To find the facts and not just rumors, speculation or a simple print-out from a database, but truly conduct comprehensive investigations to defend those who are victims or may not have trust in law-enforcement or have the resources to fully go out and determine these facts themselves. I wanted to give the best possible facts, information, and investigative products to those who are determining these facts and holding others accountable.

What is the most interesting case you have worked on?

Although new to the private investigations field, I would say the most interesting cases I have experience working with were the complex drug trafficking organization cases with a RICO component. Not only were these complex investigations involving long term surveillance, extensive research and link analysis combined with detailed documentation and report preparation, but they also usually evolved into situations like our current "skip trace" and due diligence investigations once the probable causes and search warrants were executed and the suspects attempted to flee prosecution.

What is the most challenging case you have worked on?

I believe the most challenging cases for me were investigations and tactical operations involving victims unable to defend or protect themselves, such as domestic violence and abductions involving innocent women and children, during my tenure in tactical situations as a member of the Indianapolis Police Department SWAT Team.

What is your favorite part of being a private investigator?

Having an impact. Being curious and digging into the investigative cases. I believe so heartily in our role as factfinders. Society needs good, passionate, and trained private investigators with impeccable integrity, now more than ever before.

What is your least favorite part of being a private investigator?

Being a rookie! I retired with 30 years of experience as a police officer with a tactical and investigative background, was hired as the Senior Director of Safety and Security for Pacers Sports and Entertainment and the finally was appointed as the Director of Public Safety for Noblesville, Indiana--all positions with direct corresponding transferable skills which compounded upon each other. Now as the owner and investigator in our private investigations firm, even though I have a lot of transferable skills, I am a hungry rookie in this challenging profession. I am humbled and determined not to be just "another retired cop who thinks he is a private investigator" but rather to develop into a top-tier private investigator and firm. I have the foundation and many transferable skills, but my eyes are wide open and realize I have a great deal to learn to reach my full potential in this field.

What are some common misconceptions about being a private investigator?

I believe these misconceptions are two-fold. From the public, there is the perception perpetuated by movies and TV about the glamorous lifestyle, technology, and ability to solve all cases in a dynamic fashion in an hour! The second set of misconceptions involves the perceptions of active and retired law enforcement officers who think they can bounce into this profession effortlessly. That is NOT the case. Do you have transferable skills? Yes, most likely. But make no mistake, those skills are merely a start. You must be humble, hungry to learn and work extremely hard to network and learn from experienced private investigators to develop your transferable skills into being a talented private investigator and private business owner/operator.

How do you stay up to date with the latest techniques and technologies?

Never stop learning. Work just as hard at growth and development as you do operationally on your cases. Join professional organizations such as INspi to network and build relationships while collaborating and working with the best in the business. Also, you must be a student of your profession. Never stop reading, taking courses, going to conventions, or listening to podcasts by others with skills in our profession sharing their knowledge.

What advice would you give to someone considering becoming a private investigator?

Do all the above. Research before jumping in. Talk to those in the field, learn the pros and cons. Find a mentor, listen, and learn. Be humble.

What is the most important thing that you have learned as you have moved through your career as a private investigator?

Two points come to mind here. First, be thorough and keep grinding away as you work with integrity to peel back the layers from the onion in your investigations. Second, you do not have to know how to do everything or specialize in everything. Collaborate and build productive relationships with others who have skills and abilities that are not your specialty. It is far more productive to partner and collaborate with others in your complex investigations than it is to struggle and toil away at tasks that you quite frankly

are not skilled at or have no interest in learning. Regardless of the task, there are others who are skilled and enjoy those tasks outside of your expertise. Collaborate, share the work, and give your client the best possible work product.

What are some of the biggest challenges facing private investigators today?

I see two challenges on the horizon for our profession. First and I believe most immediately, we must strongly advocate for and work to ensure that licensing requirements to become a private investigations firm remain in place. The elimination of licensing requirements will lead to a decrease in the quality of investigations and a corresponding decrease in confidence and the reputation of our profession. We all know that there is a big difference between a paralegal doing a quick database search from an office and a thorough comprehensive investigation. I feel that we should not only continue licensing requirements, but also consider requiring additional annual continuing education requirements or an accreditation process for investigators and firms to insure the continued professionalization of our field. The final pressing challenge is operational. The technology and procedures for a thorough investigation are evolving and growing with such speed that we must make a concerted effort to continue to grow and develop in order to stay abreast of technological advances, legal updates and how to integrate digital forensics, A/I, and social media research into our investigative processes. And these are only the tip of the iceberg!

What else would you like to share?

Thank you! As I progressed into private investigations, I was quite literally “drinking from a fire hose.” INspi has provided the network, resources, educational and networking opportunities, and guidance to build a good foundation of mentors, and collaborators to grow and move towards becoming a productive top-tier investigator and firm of Investigative Knecht-ions! I honestly believe the “Knecht-ions/connections” we make and develop through INspi, and other opportunities to collaborate, will lead to the success and continued professionalization of private investigations! We are not in competition with each other. There is plenty of work to support a prosperous career for every investigator and firm. We are in competition to defend the reputation and integrity of our profession and the need for licensed private investigators.

Thank You to All Our Sponsors and Supporters!



**The National Council of
Investigation & Security Services**

The National Voice of the Private Investigation & Security Professions

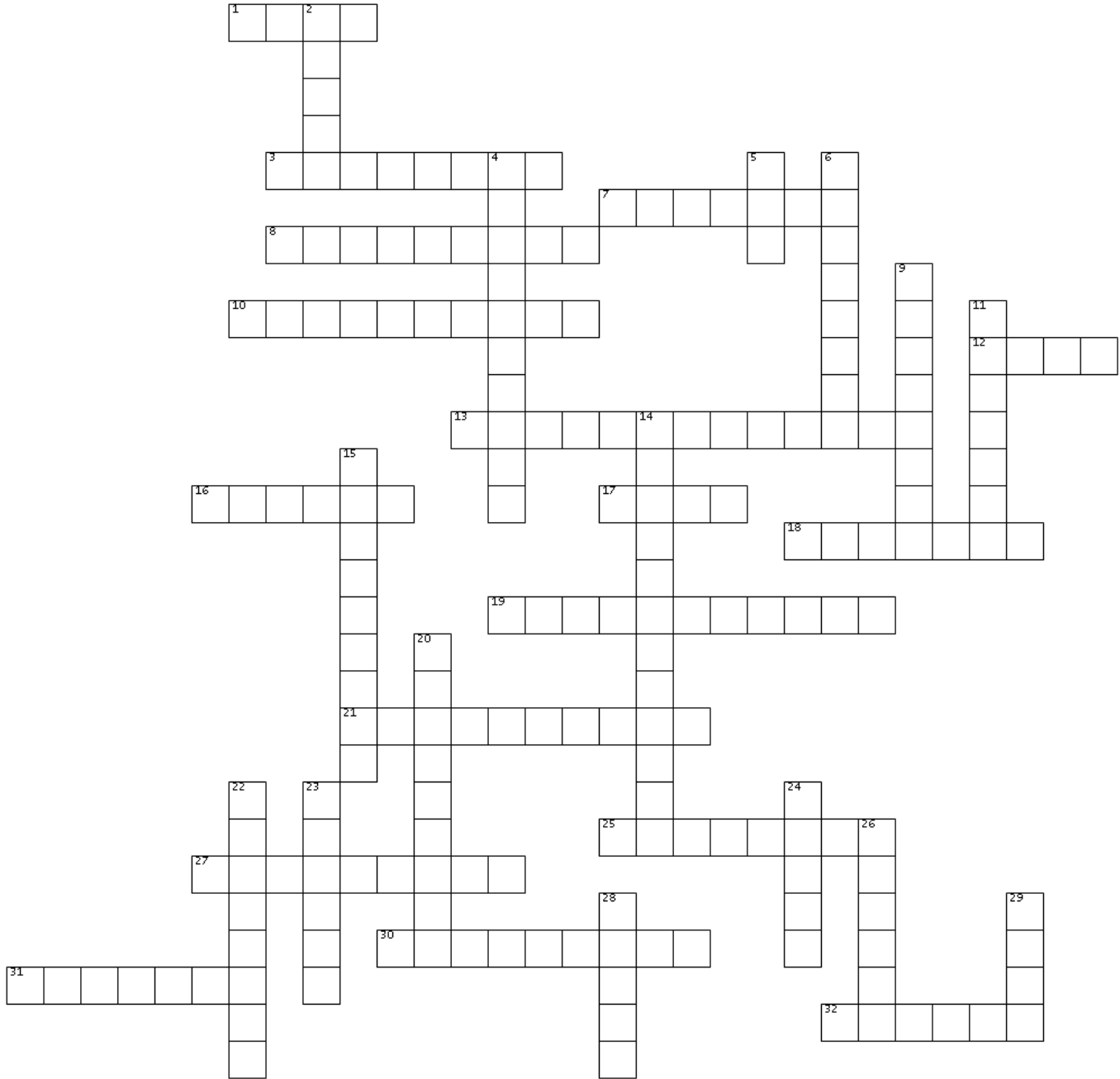


**RADDE
Investigations**



And Now...A Little Bit of Fun

The answers are in the newsletter. Have fun...but it isn't easy. Email admin@indiana-investigators.com for an answer sheet.



Across

1. No, this isn't something you eat
3. Needed to fight PI challenges
7. Something to check more frequently
8. A response group
10. Can't run a conference without them
12. Can be linked in a bad way
13. Facebook has them too
16. Something some people simply can't do
17. Deceptive or obvious?
18. He received in 2023
19. One of a child's worst enemies
21. Not real but "fake"
25. What you should do before becoming a PI
27. As a member it is always available
30. When they can't be seen
31. These people love to hear your voice mail message
32. He can "put you in touch" with solutions

Down

2. Table for discussion
4. September 25th this year
5. Not the beginning or the end of but _____ winter
6. Newly founded entity
9. She loved detectives
11. You probably won't hear "May I take a message for Mr. Radde?"
14. Best kind of skills
15. You don't want to go to THAT office
20. Key to a great PI
22. Southwest of Muncie
23. Director of Safety and Security for ...
24. Rick knows all about it
26. His investigations create protection
28. Click that copies the frame
29. All it takes is control and scroll to adjust