



# NALI NEWS

CELEBRATING 40 YEARS 1967 — 2007

FALL 2007



## A LETTER FROM THE NALI NATIONAL DIRECTOR

Burt Hodge  
State Information Bureau, Inc.

By the time you read this we will be well into fall and edging toward the holidays. While I enjoy an occasional college football game, some college basketball and the joy of the holidays, it seems the wheels of NALI do not slow down at all. As I write this, preparations are well underway for the mid-winter conference in Ft. Lauderdale in January and for the annual in Washington, D.C. in June. I would encourage all of y'all to attend one or both of these conferences. A lot of time and effort has gone into making these meetings something that we can be proud of and a place where we can learn and network with fellow professionals. While you are thinking about making time to attend a NALI function, consider calling a fellow investigator and inviting them. They need not be a NALI member to enjoy a true learning experience. Included here, you will find details on these upcoming events. The web site, [www.nalionline.org](http://www.nalionline.org), also has information on all upcoming events.

The current Executive Council continues to work hard for y'all. There is a lot more to this than you may think. You may not hear from us all of the time but we are at work behind the scenes. I must single out the work of Tom Williams and Tom Brooks on the mid-winter and Nicole Bocra and Troy Fleming on the annual conference. These folks have spent a lot of time

on NALI business. I also need to thank Alan Goodman and Paul Jaeb. You will probably see me write something like this whenever I have the opportunity because these two gentlemen (I use that word loosely) really pull the weight for this association.

I'm sure you have heard about Julian Vail, LLC by now. If you have called or e-mailed NALI recently you have interacted with Val, Larry or the rest of the staff I trust it was a pleasant experience. Working with these folks has been easy and has taken a lot of the day-to-day issues away from the E.C. and allowed us to get some things done.

There are some new things on the horizon for NALI. We still need to improve in several areas but we are headed in the right direction. We will succeed but only with your help and your input. As I have said before, and will continue to say, get involved. It does not work unless you do something. Not me, not the other guy, but *you*. All of us can contribute in some way. Invite someone to a conference, call a fellow investigator and encourage them to join, write something for the TLI, call a member of the E.C., offer to make some calls to prospective members or offer up an idea about how to make NALI better.

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## NOTES FROM THE ASSISTANT NATIONAL DIRECTOR

Alan Goodman  
Lawyers Investigating Service

Fellow Professionals,  
By now, you have all started seeing some changes as to how you contact NALI, how the NALI web site looks, how the *TLI* is now with *PI Magazine* and lots, lots more. You've probably heard from your Regional Director with a letter, an email and, most likely, a telephone call. We are going back to the way we used to do business, one member at a time. My Grandfather, and probably yours too, did business with a handshake, with a promise that the goods would be delivered. Well, I am promising you that the NALI "goods" WILL be delivered. You can count on that!

Where I live, I can see from the Atlantic ocean to the White Mountains and just about every place in between. In Maine, it's not just the lobster that keeps 'em coming back: It's the integrity of the workforce, the crispness in pure water, the old-fashioned notion that a man, woman, person is as good as their handshake. That's the way business has been conducted here for generations, one lobsterman to the other; protecting what is his, always giving something back, nurturing the natural resource.

That's why we like it here.

NALI is a lot like Maine; a lot like the Yankee ingenuity that's abundant in this area. To that end, we've hired a new management firm, JulianVail, LLC to help our organization "be all it can be!" They've been working very, very hard to make sure NALI is poised to move ahead like it never has before. This organization of members strives to be "a cut above the rest." As we move on, you will see more changes in how we market NALI, the benefits offered to members, how we advertise our membership to the world and more. NALI seeks to do business, the "old-fashioned" way; with a smile! I hope you'll like what we have in store for you as a member of the National Association of Legal Investigators.

I've been working with the Julian Vail Team of Stephanie, Larry, Nicole and Val for the last several months. If you needed something done.....call them. They'll be able to assist. And you can take that to the bank!

I told you so? No, I told you so!



## NOTES FROM THE NATIONAL SECRETARY

Paul Jaeb  
Heartland Investigative Group

I want to thank the membership for continuing to allow me to serve the association in the capacity of National Secretary. The Executive Council made several tough decisions regarding our future during the past year.

At the 40<sup>th</sup> Annual Conference your Executive Council voted to turn over the day-to-day operations of the association to a professional management company. This was a difficult decision, but one I am confident will allow NALI to prosper for the next 40 years.

The council also elected to have *PI Magazine* take over the functions of *The Legal Investigator*. Both of these decisions mirror what successful organizations do – outsource the functions that can be better done elsewhere.

These decisions will allow the Executive Council to focus on what we're good at, namely recruiting and building relationships. As National Secretary it is my responsibility to ensure the smooth operation of the association. I feel the landmark decisions we have made recently will allow NALI to do just that. See you in Fort Lauderdale.

# REGIONAL UPDATES

## REGION I DIRECTOR

Troy Fleming  
Brown & Jennings, PLC

As your Region I Director I have the privilege of helping to plan our Annual Conference in Washington D.C. I can tell you that our plans for you are innovative and exciting! We are "thinking outside the box" and incorporating YOU in our planning. We will have a trip to the Library of Congress, noteworthy speakers on high profile cases, and roundtable discussions. You won't want to miss it!

We are also rolling out new initiatives to recruit members, and streamline our process with our new management firm, Julian Vail, LLC. They have been helpful in our growth

## REGION II DIRECTOR

Thomas P. Cole, CLI  
Cole & Company

I recently spoke with Region II member Tom Williams, CLI relating to the mid-winter conference at the Sheridan Suites Cyprus Creek Hotel, 555 N.W. 62nd Street, Fort Lauderdale, Florida 33309, 866-716-8106/888-627-8250. Investigator Williams advises he is putting his heart and soul into this conference to make it one of the most informative and educational conferences in recent memory. This conference will be held on January 24 thru 26, 2008. EC meetings will be held on January 23rd. Educational events will occur on Friday and Saturday. The hotel is one block from the ocean.

As all of us in Region II are aware, the tort liability litigation which blossomed in the 1960s, 70s, and 80s has dwindled. Just as times change, we as investigators are attempting to change our focus from the tort work to other matters. The conferences

## REGION III DIRECTOR

Thomas Brooks  
Gunster, Yoakley, & Stewart, P.A.

Region III Members, this is a busy and exciting time in our region and for the entire Association. As this is being written, the SCALI (South Carolina Association of Legal Investigators) Conference is taking place on October 7 & 8, 2007. NALI has a table there and will be actively seeking new members.

We also have the Georgia Association of Professional Private Investigators, (GAPPI) Conference on November 2 & 3, 2007 meeting. I want to encourage all of you in the area to attend and represent NALI.

NALI is also gearing up for our Mid-Winter Conference

process and are there for all of you as well. So, I encourage you to join the listserve, contact them at the NALI number (866) 520 NALI (6254), with any updates on your information and questions.

Don't forget Ft. Lauderdale! I am looking forward to some warm Florida sun in January. Our mid-winter conference will be held January 24-26, 2008 and promises to be an inviting experience. Look for your registration application in this issue, and get it in early!

which NALI is putting on in January 2008 and June 12-14, 2008 will attempt to further hone your investigative skills. The annual conference in June 2008 will be held at the Doubletree Hotel in Arlington, Virginia. Troy Fleming and Nicole Bocra are planning that conference. It looks to me to be one of the highlights of the year.

In closing, we are attempting to build our membership based upon the fact that NALI is the best educational opportunity and one of the only networking organizations among private investigators who are working for law firms or investigative businesses as corporations or sole proprietors. If any Region II members have ideas to increase membership and help our profession, please feel free to share with myself or any other member of the EC.

in Ft. Lauderdale, FL. It will be held January 24-26, 2008. I believe you will find it to be our best conference yet, both from an educational/informative stand point as well as opportunities for shopping and fun. I am personally inviting each of you.

Don't forget to ask your fellow professionals to join NALI. We are an elite group of professional investigators and our membership is enriched by having large numbers of professionals exchanging ideas and supporting one another on the listserv and at conferences. Can you do your part to enrich our organization?

## REGION IV DIRECTOR

Terry R. Cox, CLI, CFC  
The Lonewolf Group

First let me thank you for electing me as your Region IV representative. It is an honor to serve this association and you, the member.

NALI's new Executive Counsel is committed to improving your experience as a member. Part of this commitment is our new management company, Julian Vail, LLC. They are now the central clearing house for NALI and are doing a great job getting us organized. You should see a marked improvement in the communication from the EC and in your requests. If you need any changes made to your listing on the web, adding yourself to the listserv, or in registering for the up coming conferences, don't hesitate to call them on the NALI line. 1-866-520-NALI(6254).

As I mentioned in my letter, the NALI listserv, is a wonderful benefit to our members. Everyday members NATIONWIDE are exchanging ideas, and getting

## REGION V DIRECTOR

Neeta McClintock  
McClain Investigations Ltd.

Hope everyone is enjoying their Summer. Region V has finalized our 40th Convention report and hope everyone was pleased with the Convention.

Right now Region V is focusing on increasing our membership. I would like every member to get at least one person to fill out an application and get it submitted. It is imperative that we build a strong organization. We need competent people to join NOW.

Region V is having a dinner meeting on November 1, 2007. All members are asked to attend. We would like to discuss our projections and goals for the year and discuss what we can do to make this Organization better.

We have a great tool in our listserv. It is a valuable

answers to questions, I strongly suggest you subscribe today.

We are excited about the up coming Mid-Winter conference in Ft. Lauderdale. There has been a lot of work and thought put in to this conference by those that are organizing it and Julian Vail, LLC to see that it is an educational and entertaining experience for you. You should take the time to read the agenda (included in this issue) and get your reservations made. You won't want to miss it!

In closing, I would like to challenge each of you to contact at least one fellow professional you know, and discuss the benefits of being a NALI member with them. We all learn from one another, and therefore, the more professionals NALI has as members, the more opportunities we have to improve our business.

tool to get members to join. Where else can you have an answer to an investigative question answered within one day or even hours? The reason this group was formed was because we need fellow investigators throughout the country on a minutes notice and we can't be everywhere. So lets all get out there and recruit, recruit, recruit.

So I hope I see all of you in Ft. Lauderdale in January and again in Washington DC in June. It will be here before you know it. It comes up real fast on us.

So lets just see how many new members each Region can recruit by next quarter. Good luck and see you in Ft. Lauderdale.

# VISIT OUR WEB SITE

[www.nalionline.org](http://www.nalionline.org)

For membership updates call the NALI office at 1-866-520-NALI

## REGION VI DIRECTOR

H. Ellis Armistead, CLI  
Heartland Investigative Group

Since the Annual I have been working to recruit new members to our organization. In my letter to Region 6 members I asked each of them to contact at least one person and ask them to consider becoming a member of NALI. New members and RETAINING old members is vital to the health of our organization.

I am very encouraged by the work of our new association management company Julian-Vail, LLC. They have certainly made the work the National Officers and Regional Directors easier and are providing a new level of service to our membership.

I will be attending the NCISS "Hit the Hill" event in Washington, DC in October as well as attending the

## REGION VII DIRECTOR

Ernest C. Barth, CLI  
Barth & Associates, LLC

Hello Region VII members. As your Regional Director I would like to personally invite you to the Mid-Winter Conference in Ft. Lauderdale, January 24 – 26, 2008. It promises to be an educational and family friendly event. Check out the agenda in this issue and get your registration in!

A little closer to home is the up coming AALPI conference October 25-28, 2007 at the Mesa Marriott Resort & Conference Center. NALI will be represented there in an effort to recruit more professionals to our membership. If you are in the area, I encourage you to plan to attend.

One of the biggest changes to NALI this year is our effort

to improve this organization and the communication with our membership. This Executive Counsel would love to have your input. We encourage you to give us your feedback on the recent conferences, and those that are on the horizon. We want to know what vendors you want to see at the Mid-Winter and Annual Conferences. Tell us what topics you want to see speakers come to educate the members about.

Board meeting, as I am a member of the Board. I will be reporting to all Region 6 members the results of that meeting.

Please remember the Region 6 conference co-hosted with the Professional Private Investigators Association of Colorado Oct 11th to the 14th in Cripple Creek, Colorado. Cripple Creek is an historic mining town that now has numerous casinos (note this Mr. Assistant National Director). NALI members Kitty Hailey, Jane Cracraft, Joe Dickerson and Paul Jaeb will be speaking along with other non NALI members. This is a great time to be in the Rockies. The accommodations are very reasonable. For further information go to the PPIAC website [www.ppiac.org](http://www.ppiac.org) or feel free to give me a call at 1-800-786-5450.

As I sign off, I want to remind you that this Association is all our responsibility. We need to encourage other professionals we encounter to join. We especially want to encourage people with specific specialties, and new technologies to come into our ranks.

round out the team and as a whole we bring to you, the NALI Members, hard work and dedication to advancing NALI's organization, increasing membership, attentiveness to members, attention to detail, as well as, interesting, educational and quality seminars.

# WELCOME JULIAN VAIL, LLC

Hello NALI Members! Julian Vail, LLC is proud to be a part of the NALI team. Julian Vail, LLC is a professional Association Management firm.

Our Philosophy is: To provide a fresh, energetic approach to building effective coalitions and delivering innovative solutions for advancing our clients' interests.

Val Vail-Shirey and Larry Julian are the principals of Julian Vail, LLC and have over 13 years experience working together as a team. Nicole Campbell, Associate and Stephanie Kuczynski, Office Manager

We are excited to be working with you and look forward to hearing from you and meeting you at the Mid-Winter Conference!

If you should need any help, feel free to call us on the NALI Line, 1-866-520-NALI. We are here for you!

# CALENDAR OF EVENTS

|                     |  |
|---------------------|--|
| OCTOBER 25-28, 2007 | Arizona Association of Licensed Private Investigators Conference |
| NOVEMBER 2-3, 2007  | Georgia Association of Private Investigators Conference          |
| JANUARY 24-26, 2008 | NALI Mid-Winter Conference, Ft. Lauderdale, Florida              |
| JUNE 12-14, 2008    | NALI Annual Conference, Washington, D.C.                         |

## CLI INFORMATION

### DO YOU HAVE WHAT IT TAKES TO BE A CLI?

For more information on becoming a CLI visit the NALI web site at [www.nalionline.org](http://www.nalionline.org) or contact the NALI CLI chair, John Lajoie at (508)835-2211 or [JLajoie@PrivateInvestigator.com](mailto:JLajoie@PrivateInvestigator.com).

### ALREADY A CLI?

For more information on continuing education opportunities, contact the NALI Continuing Education chair, Tom Brooks at 561-650-0501 or [tbrooks@gunster.com](mailto:tbrooks@gunster.com).

## KUDOS KORNER

- ☆ Kudos go to **John Hoda** for his diligent work on recouping old members back into the ranks of NALI.
- ☆ Kudos go to **Mark Murnan** for his outstanding investigative work in the murder trial of Curtis Duncan. Check out the entire write-up in the Palm Beach Post.  
Days before murder trial, man freed after witness picks out another, Palm Beach Post, September 17, 2007
- ☆ Kudos go to **John Levy** for his keen observations which led to the apprehension of three would-be home invasion robbers. You can catch that complete story:  
Ham Radio Operators help Thwart Burglary in Farms, Jupiter Courier, September 24, 2007.  
Or follow this link: <http://www.tcpalm.com/news/2007/sep/24/ham-radio-operators-help-thwart-burglary-farms/>
- ☆ **Do you know a member who has done something extraordinary?** Someone who is involved in a high-profile case? How about someone who has helped YOU with a particular case or product you needed to find? LET US KNOW!  
We are encouraging you to let us know so we can recognize them. Send an email: [stephanie@julianvail.com](mailto:stephanie@julianvail.com) or call us on the NALI Line: 1-866-520-NALI(6254)



NATIONAL ASSOCIATION OF LEGAL INVESTIGATORS

MID-WINTER CONFERENCE  
REGISTRATION FORM

January 24-26, 2008  
Ft. Lauderdale, Florida

|                             |  |
|-----------------------------|--|
| <b>THURSDAY, JANUARY 24</b> |  |
| 9:00 a.m. - 4:30 p.m.       | Executive Council Meeting<br>CLI Testing |
| 5:00 - 9:00 p.m.            | Hospitality Suite                        |
| <b>FRIDAY, JANUARY 25</b>   |  |
| 7:30 - 8:30 a.m.            | Breakfast                                |
| 8:00 a.m. - 12:00 noon      | Seminar                                  |
| 12:00 noon                  | Lunch                                    |
| 1:00 - 5:00 p.m.            | Seminar                                  |
| 5:00 - 9:00 p.m.            | Hospitality Suite                        |
| <b>SATURDAY, JANUARY 26</b> |  |
| 7:30 - 8:30 a.m.            | Breakfast                                |
| 8:00 a.m. - 2:00 p.m.       | Seminar                                  |
| 2:00 p.m.                   | Wrap-up                                  |

**MEMBERS (NALI, NCISS, FALI)**

- \$215 Early Registration (*before 1/1/08*)
- \$235 Late Registration (*after 1/1/08*)

**NON-MEMBERS**

- \$235 Early Registration (*before 1/1/08*)
- \$250 Late Registration (*after 1/1/08*)

**FRIDAY ONLY**

- \$175 Members
- \$200 Non-members

Sheraton Suites Cypress Creek  
555 N.W. 62<sup>nd</sup> St.  
Ft. Lauderdale, Florida, 33309  
Tel: (866) 716-8106

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Total amount: \$ \_\_\_\_\_  Check # \_\_\_\_\_  Visa  MasterCard  Amex

Card Number: \_\_\_\_\_ Exp: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Card Billing Address: \_\_\_\_\_

Signature: \_\_\_\_\_

Please make checks payable to NALI and mail with completed form to:  
NALI | 235 North Pine Street | Lansing, Michigan 48933  
Or fax with credit card payment to: NALI | (517) 372-1501



# NATIONAL ASSOCIATION OF LEGAL INVESTIGATORS

## MID-WINTER CONFERENCE SPONSORSHIP INFORMATION

*January 24-26, 2008  
Ft. Lauderdale, Florida*

NALI conferences are a way of bringing professionals together, to discuss the nature of their business, their missions, new programs and practices; to share their troubles, find solutions, and celebrate their victories, and most importantly continuing education. A NALI conference is also a way of offering our members a chance to meet and network with other members and potential members. What better place to host a conference in January but in sunny Florida!

NALI Mid-winter 2008 presents top speakers and topics to improve yourself and your business.

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### EVENT SPONSOR

**\$1,500**

Prominent signage throughout the conference, material placed in attendee packet, opportunity to address the attendees at the banquet, 4 tickets for the Friday banquet, and a full page ad in the program.

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### BREAKFAST (2)

**Fri or Sat**

**\$250**

Signage at the breakfast, materials placed in attendee packet, opportunity to address the attendees at breakfast, and a ¼ page ad in the program.

### LUNCH (1)

**Fri**

**\$750**

Signage at the lunch, materials placed in the attendee packet, half page ad in the program, opportunity to address the attendees, 1 ticket to Friday dinner.

### BREAK(S)

**Fri Break 1 or Break 2**

**\$150**

Signage at the break, material placed in the attendee packet, acknowledgement in the program, and a business card size ad in the program.

### HOSPITALITY SUITE SPONSOR

**\$100**

Acknowledgement in Hospitality Suite

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### VENDOR TABLE TOP DISPLAYS

**\$200**

Vendor table includes 1 person for the hospitality suite, meals Friday and Saturday. Includes: Draped table, 2 chairs, basic electricity and wastebasket.

\$60 per each additional person includes meals.

## ANNUAL CONFERENCE PROGRAM ADVERTISING RATES

Please email your copy ready ad, art and/or text to [val@julianvail.com](mailto:val@julianvail.com) by **January 3, 2008**.

|                    |       |
|--------------------|-------|
| Business card size | \$25  |
| ¼ page             | \$50  |
| ½ page             | \$75  |
| Full page          | \$100 |

### PLEASE CHECK AND COMPLETE ALL APPLICABLE ITEMS:

- Sponsorship Total      \$ \_\_\_\_\_      Sponsorship Type: \_\_\_\_\_
- Vendor Table Total      \$ \_\_\_\_\_      # of Additional Guests: \_\_\_\_\_
- Advertising Total      \$ \_\_\_\_\_      Advertisement Size: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Total amount: \$ \_\_\_\_\_  Check # \_\_\_\_\_  Visa     MasterCard     Amex

Card Number: \_\_\_\_\_ Exp: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Card Billing Address: \_\_\_\_\_

Signature: \_\_\_\_\_

Please make checks payable to NALI and mail with completed form to:  
NALI | 235 North Pine Street | Lansing, Michigan 48933  
Or fax with credit card payment to: NALI | (517) 372-1501



**THANK YOU FOR YOUR CONTRIBUTION!**

# CHECK IT OUT...

THE FALL 2007 *NALI NEWS* IS HERE!

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- ❑ REGIONAL DIRECTOR UPDATES

### **NALI**

235 North Pine St.  
Lansing, MI 48933

