

# The International Councilor

June 2010

The Newsletter of the Council of International Investigators

Issue 4

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## President's Report



By Nancy S. Barber

As this year starts to gear up for the final drive to Annual General Meeting, take a moment to downshift from your day-to-day race and make your travel and registration plans for our September AGM in Wales. If you have not registered, don't hesitate any longer. Registration can easily be accomplished at the website: [www.cii2.org](http://www.cii2.org). Be sure to have your user name and password in hand when you sign on.

Speaking of the website, I realize that quotidian habits may not include surfing the CII website, but I encourage you to devote the few minutes it will take to play around there and give us your feedback. On the administrative side, the website has streamlined many aspects of conducting business at CII. Our hope for the future is that our new website will also serve as the vehicle for our electronic board meetings. I have had the privilege of sitting on the board during this transition over the last decade, and I welcome CII's upgraded website as a useful tool for our membership in grappling with technological advances.

I must say this is the first year that I have seen the power of computer and Internet technology and its application to CII. For the whippersnappers who grew up with the Internet and computers, you may roll your eyes at my epiphany, but bringing an international organization to this level is groundbreaking in many ways. I want to thank the Internet Committee, headed up by Roy Whitehouse, and Rod Webb and Sarah Luczyk for all of their hard work. One of the things I learned is that just as life is dynamic, so is a website; and it should always be regarded as a work in progress if we intend to stay in lock step with the Internet as a resource for our members.

I would like to thank the Membership Committee, headed up by our Third Vice President Eddy Sigrist, for its valuable contribution. Eddy has taken the lead on CII's stated goal of using regional meetings as a membership-recruiting technique in place of holding the required Mid-Year Meetings where in-person attendance of board members was required. Our former president, Jim Kirby, suggested this approach three years ago. It is my pleasure to continue with this policy, which has reaped benefits for CII through its jurisdictional expansion in that period. We have extended CII's range in the Far East, Eastern Europe and Central and South America. As a result of the recent Panama regional meeting, we have our first-ever applicant from Peru.

This year, CII is indebted to our hosts for the regional meeting; Glenn Eiden in Chicago, Raul Fat in Romania and Brett Mikkelson in Panama. For the first time in CII's history, meetings were hosted in Romania and Panama. The opportunity for our members to network in each of these regions is a benefit to the entire membership. I was privileged to attend the meetings hosted by Glenn Eiden in Chicago and the meeting hosted by Brett Mikkelson (with the assistance of our ever-loyal comrade and Regional Director Seth Derish) in Panama.

The Chicago regional meeting stands out for not only the large number of attendees, but also the presence of six former Presidents that evening. This led me to realize what an honor and privilege it has been to be elected President of CII. Sitting among the lions of our profession gave me a real sense of the tradition and history of CII. It was indeed an honor to see their continuing support of CII as a part of that tradition, And it was evident to me that they consider it an honor to continue to be members of CII.

The board has just concluded its fourth electronic board meeting of the year, and some announcements from that meeting can now be made. First, I would like to welcome my good friend Pawan Ahluwalia for a return engagement to the board. He will be filling out the term of Sandra Stibbards on the 2011 Executive Board. Sandra Stibbards resigned her position on the board and CII would like to thank her for her service to CII over the past two years.

Probably the most significant board news is the resignation of Alan Marr as Executive Regional Director due to the press of personal matters. I have served with Alan Marr on the CII board for over a decade, through bad times and good times. He was one of my sponsors and mentors over those years, and his efforts as ERD are without recent comparison. During his reign as ERD, he has been responsible

for flushing out new applicants in regions where we were lacking a presence, and has worked tirelessly to bring in qualified applicants. I would like to thank Alan on behalf of CII for all of his efforts, wish him all the very best and also thank him for retaining his position on the board to assist during our transition to the first new ERD we have had in over four years.

The Public Relations Committee continues to hum with activity, and a tip of the hat to the Chair, Sheila Ponnosomy, for her hard work, in concert with our new editor, Ken Cummins, to upgrade the delivery of the Councilor on our new website. Sheila has worked tirelessly, and I would recommend that you all go on line to the Members Only Section and read her PR report that outlines our editorial policy and sets forth a schedule of publications and themes for upcoming issues of the Councilor.

In closing, I must thank all of those who continue to work on CII's behalf, and look forward to seeing you all in Wales. Don't forget to register for the AGM on our fancy new website: [www.cii2.org](http://www.cii2.org).

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E-Mail: [fritz.cii-berlin@web.de](mailto:fritz.cii-berlin@web.de) — Internet: [www.dci.name](http://www.dci.name)

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## Vancouver 2010: Securing the Winter Olympics, Going for the Gold

*By Ken Cahoon*

VANCOUVER -- As a human safety and security service provider, how do you prepare to excel at the world's largest sporting event?

That was the question confronting the leaders and managers at Canpro Global, western Canada's largest risk mitigation company, two years ago. It was the opportunity of a lifetime! But it was also a huge risk. We could excel, or have egg on our faces. Knowing this, and anticipating a wide diversity of client needs during the 2010 Winter Olympic Games, strategic planning began two years in advance, with a cascading plan that became more focused and operational in the run-up to the opening ceremonies last February.



Ken Cahoon, On the Job

The Vancouver Organizing Committee (VANOC) budgeted \$900 million for police, military and private security. But this only dealt with Olympic venues and events, not the myriad of sponsor- events, sites and logistics. Those were left to non-Olympic vendors, including Canpro Global.

Securing our clients was a monumental task, at all levels. Various categories of guards, paramedics, close protection officers, secure drivers, investigators, undercover operatives, surveillance operatives, security/risk auditors, supervisors, managers, trainers, admin support staff and support equipment were needed. All of this had to be planned for, sourced, organized, directed and trained.

### **Success Built on Real-Time Intel and Oversight**

The foundation of our entire plan was intelligence. Solid information, sometimes changing by the minute, informed every strategic and operational decision. This included relying on “eyes on the ground”, open source and law enforcement intelligence, and information from corporate partners. These intelligence resources allowed us to identify emerging problems, create a mitigation plan, and communicate risks and solutions to clients on an hourly basis.

Recruiting began six months in advance, as did some of our client projects. Recruitment was based on anticipating a percentage of staff turnover and on shifting and evolving client demands. Some clients finalized their needs months in advance; others the night before the Games began. Flexibility in our systems and anticipation of needs and challenges were a key ingredient to our success.

Knowing the event would be a 24/7 marathon last almost a month and spread across the Lower Mainland and Whistler mountain, communications systems and daily team conference calls became another critical component of our success. Getting the right people in the right place at the right time, with the right leaders, was an even bigger part of the puzzle.

But the secret to our success was the assignment of over-sight teams to all our projects and sites, with site-specific management plans and specific roles for each team. Again, we used an intelligence-led model, with real-time intel sent every morning to our teams to assist with decision-making, route changes, rerouting of protected persons, and addition of personnel at key locations and times. Intel was cascaded to our full time clients to allow them to understand our direction and concern. This helped us navigate around road closures, daily protests, hotel and street VIP closures, as well as avoid groups of anarchists on several occasions as they marched through the city streets creating havoc, destroying property, and causing assaults.

### **Protecting Celebs, Securing Public Safety, Moving through the Crowds**

On one evening alone, we managed the pedestrian movement of about 30 executives on parallel streets as 2800 demonstrators made their way to the same venue. We had complete support from law enforcement with not a day going by where the city police, the Royal Canadian Mounted Police, the sheriff’s department and private security vendors worked side-by-side and complimented each other without getting in the other’s way, specifically in the hard zones, such as down town.



Can you name this celebrity?

We received media coverage about security and protective services around the Olympics and around celebrities, while protecting the identities of our clients and safeguarding the confidentiality of their activities. This coverage included news articles, radio and TV interviews, and newspaper features, and ranged from comments on international security issues to feature profile on Canpro’s executive protection services. And all of the coverage was favourable!

We provided visible security and medic services for the public at the largest outdoor venue in Canadian history, where thousands upon thousands of Olympic visitors stopped or passed through. We were responsible for the security, transportation and display of the only complete Olympic and Paralympics medals. Canpro continues to provide protection to these original Vancouver 2010 Winter Olympic gold, silver and bronze medals, and arranged for them to be on display at our client celebration jazz night in May.

We protected the top celebrities invited to the games, and provided executive protection to Canada’s top CEOs and politicians. We secured the safety of critical public infrastructure; including Robson Square & Art Gallery, the epicentre of the Olympics where the outdoor lighting ceremony and nightly fireworks took place; the Vancouver International Airport; the International Broadcast Centre; and the warehouse of communications equipment where it all began.

On the last Sunday, herds of joyous people celebrated on the streets of Vancouver, climbing lamp posts, running over vehicles and seeming on the verge of getting out of control. Security personnel could be seen everywhere, standing steadfast at every venue and every stage, helping injured people and interacting amicably with the chaotic crowd. Security officers could also be spotted with every protected client, as they moved vehicles and clients calmly through a crowd of 150,000 celebrants.

We had the support of each other in the security industry, and everyone pitched in to make this happen. We drew from staff all over British Columbia, Alberta and Manitoba, secured project locations from New Westminster to Whistler, and survived the rigors of securing the downtown Vancouver core.

We truly were on the world stage and under extreme pressure. It was a fantastic achievement, a huge team effort and clearly a gold medal performance.

*Ken Cahoon is the managing partner of CanPro Global Services in Vancouver, has been a CII*

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## Member News

On Thursday, June 24<sup>th</sup>, 2010, Bill Lowrance, sole practitioner at Lowrance Law LLC, was honored during a ceremony held at the Alexandria, Virginia court house. The event was organized and conducted by Legal Services of Northern Virginia (LSNV) to honor four lawyers, one law firm, and one paralegal whose contributions to the field of pro bono work in Northern Virginia was and continues to be outstanding, both for the numbers of hours they contribute and in the quality of their work and commitment.

[Click here to read the entire press release](#)

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## RD News



***RAUL FAT, host of the Regional Meeting in Bucharest in May, is our featured Regional Director this month.***

After graduating from the National Intelligence Academy in Bucharest in 2000, Raul went to work for the Romanian Intelligence Service as an Intelligence Officer. He resigned that position in November 2001 and gained employment in the private sector with a group of companies called CIMP, working in different fields, including construction, transport, agriculture and commerce. In 2004, together with a partner, he founded Total Trust Investigations SRL, one of the first Romanian private detective agencies. That partnership lasted for more than two years until, in 2006, Raul formed his own company, Transylvania Investigations Service, which is involved in international investigations and specializes in providing all kinds of investigative services throughout Eastern Europe.

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## Regional Meetings in May 2010

### New Baby Doesn't Stop Host of First-Ever Eastern European Event

By Louise Colley



BUCHAREST -- In spite of a newborn anxiously awaiting her father at home, Raul Fat welcomed all CII members and their guests to Bucharest when he hosted the first Eastern European Regional Event May 21-22, 2010, in Romania. Raul worked tirelessly to create a Regional Meeting and weekend filled with culture and entertainment. Among the more than 20 attendees, at least 10 countries were represented, including France, Switzerland, Israel, Netherlands, U.S., Romania, England, South Africa, Italy and Germany. The majority of attendees spoke French, some better than others. Most attendees arrived at Henri Coanda International Airport, named after the Romanian inventor of the jet engine.



Among his many feats, Raul managed to be at the attendees' hotels when they arrived. Most guests stayed at Hotel Berthelot or Hotel Moxa. The official program began on Friday, May 21, when CII Members met at the Universitatii Square at Kilometer Zero (or 'Km 0'), the intersection of all Romanian Roads. The group took a walking tour through the heart of Bucharest, known as the historic Lipscani area, before enjoying a traditional Romanian meal at Caru cu Bere Restaurant ([www.carucubere.ro](http://www.carucubere.ro)). Amazingly, Graham Dooley won the dance contest while the rest of us feasted on fresh meats and cheeses -- the likes of which many of us have never seen before. In Graham's own words: "Magnificent Meal and dance lesson."



On Saturday May 22, we were transported in a cozy minibus for a guided tour of the main attractions of Bucharest. The tour included “Little Paris,” with its own version of the Champs Elysees and Arc de Triomphe. We visited Parliament Palace, known as “the People’s Palace”, which was built by the Communist Party leader, Nicolae Ceausescu. On Saturday evening, members attended an elegant dinner in the Marcu private room of the Athenee Palace Hilton. Eddy Sigrist gave a wonderful speech filled with hope for the future of CII European members. Sadly, Alan Marr announced his resignation as ERD, although he graciously offered to assist in the transition to the new ERD. CII owes a lifetime of gratitude to Alan and Vicki Marr for their contributions to the organization.



Meanwhile, Raul surprised both himself and CII with television coverage. Raul and Alan Marr represented CII during the interview. The rest of us stayed up late on Saturday evening to watch the broadcast, like proud parents. Raul then fielded multiple inquiries from Romanian private investigators inquiring as to membership in CII.

On Sunday, the malingering CII members enjoyed a tour of Muzeul National Al Satullui “Dimitrie Gusti,” a collection of the actual buildings reflecting over 500 years of the cultural diversity of Romania reassembled as a village. Raul then topped off the aftermath with a lunch at Casa Doina, where Goolam Monsoor proclaimed “*J’ai vivre d’amour et d’eau fraiche*” which translates to “I live on love and fresh water.”



At that point, it was time to part ways, and many of us parted tearfully. But rather than go on and on about how incredible this weekend turned out to be, we thought we would give you a taste of the trip with the following anecdotes and photo spread, compliments of the attendees.

Graham Dooley: “The company was fantastic.”

Alan and Vicki Marr: “Great meeting, which we nearly missed due to the British Airways strike and the volcanic ash cloud. Raul was a perfect host and made sure that everybody had a wonderful trip.”

Myriam Narabutin: “It’s very important for young detectives such as myself to meet some of my colleagues. I enjoyed the new friendships. Everyone offered to help, which is very nice when you are being introduced to an organization of this calibre..”

Raul Fat: “The television crew called again for another interview and I told them ‘no, it’s too much.’”

Irene Naldini: “Very interesting meeting. I enjoyed the great organization of the meeting by Raul, as well as meeting very nice people from CII.”

Michael Johrendt: "Bucharest proved to be an unforgettable mixture of romance and pleasure."



Goolam Monsoor: "A wonderful trip with our guest star, Raul Fat, in Bucharest, May 2010. Thank you to all members in attendance."

Pascal Mignot "Many thanks to all CII members everywhere for the quality and trustworthiness of the organization."

Ron Tevel "I like the members as personalities. For me it is a large family."

For those of you who wish to personally thank Raul, he can be reached at

[office@tinvestigations.ro](mailto:office@tinvestigations.ro).

### **Fine Food, Good Speakers and Many Firsts in Panama**

*By Nancy Barber*

PANAMA CITY --The Council of International Investigators held a regional meeting in Panama City, Panama from May 21 – 23, 2010. We are indebted to our host, Brett Mikkelson, and our Regional Director, Seth Derish, for a job well done.

This regional meeting proved noteworthy for several reasons. Besides being very informative, this was the first time that CII has been to Panama and the first time that a meeting was conducted in Spanish to accommodate all our attendees. Our featured speaker was Investigative Reporter Donald Winner, an Air Force intelligence NCO who worked for Special Operations in Panama and Puerto Rico prior to his retirement to Panama. Mr. Winner started <http://www.panama-guide.com>, a publication with thousands of articles on anything and everything related to the Republic of Panama. His bio states that "Mr. Winner has single-handedly taken down some of the largest fraud rings in Central America using some good old gumshoe and interviewing methods that have been lost by some due to the over-use and abuse of databases. "

Mr. Winner entertained us with several anecdotes on the investigative means necessary to conduct investigations in Panama, where the public records and databases that most North American investigators consider the primary tools in their arsenal are frequently unavailable in conducting investigations. This lack of database resources was echoed by other attendees from Latin American countries (Peru and Costa Rica) and should be a reminder to us in the "First World" countries when assigning cases. The resulting product, though more time consuming to produce, may yield more on-the-ground intel and verified information than a "desktop" report. Having started my business in 1988, and observed the diminishing access to public records wrought by the rise of privacy laws such as the Data Protection Act and the Fair Credit Reporting Act, we can learn much from our international investigative partners.

A common problem for those of us conducting international investigations is locating the best and most qualified investigator in a region. CII carefully vets its members and has a reputation for quality and service amongst its members. Of course, we can always do better, and the regional meetings assist us in finding qualified members in many different parts of the world. The group discussed the problem of "carpetbaggers," marketing people posing as investigators who are merely selling the services of other investigators in markets where they have no physical office and sometimes use un-vetted locals, with no training or experience. Often, the result is that the ultimate client is charged for work perhaps never actually performed, or poorly done with a resulting unnecessary "mark-up". As we learned from Mr. Winner, the use of a locally based gumshoe is requisite for a complete and thorough investigation.

The attendees at the regional meeting asked that CII consider this problem both when vetting applicants, and in our current directory. If an applicant and/or member states he/she has an office in a venue, we need to require proof from the regional contact to assure the presence actually exists. This proof may include proof of residency and business activity in the region so claimed in advertising, on websites, and in directory listings. This problem also reflects another problem that CII has to address; and that is, in many regions, there simply is a limited pool of members who would qualify for CII membership. The solution lies in continuing the regional meetings where our members can meet other investigators from the region to learn how best to conduct investigations, and most importantly, rely on our vetted contacts to assist us in reaching out where we have limited regional presence.

Our host showed us all of the sites to be seen in Panama City, which can best be described as a construction boom town. The city throbs with growth and expansion. It is an urban center surrounded by its history. Our tour included a trip to the Panama Ruins known as "Panama La Vieja".



And, of course, the jewel of Panama -- the Panama Canal -- was an amazing part of the tour. We went to the Mira Flores Locks which has a new museum that is informative and interesting. This engineering marvel survives and functions as a major key in international shipping and travel. The construction of the locks involved the removal of over 152.9 million cubic meters of material. That is enough material to circle the globe four times. It was fascinating to watch a ship the size of a skyscraper move majestically from lock to lock with engineering that has survived since 1914.

We had a fabulous evening out at Las Tinajas with fine local food and a dinner show of local dress and dance. The local traditions and costumes were all part of the dancing and fun. Any one traveling to Panama City would certainly want to put this venue on the schedule. (<http://www.tinjaspanama.com/>)

Our evening meeting was held at a marvelous restaurant called Pangea ([www.PangeaPanama.com](http://www.PangeaPanama.com)). This restaurant amazes because of its layout, art and music before you even get to the meal. The restaurant has separate, private dining rooms with international themes. We were in the Safari Room and the food (ah, I can still taste the Peruvian ceviche) and atmosphere were a perfect setting for our dining delight. It also provided a quiet, perfect setting for our meeting, as we had privacy for discussion and conversation.

I would again like to thank Brett Mikkelson and Seth Derish for all of their hard work and support of CII. We have two new applicants as a result of this meeting, including an applicant, Pedro Delgado, from Peru. The success of the last two regional meetings in Central America is that we now have two new regional contacts in Chile and Peru. This is another first for CII, and our Central American members are owed a big *gracias* for their instrumental role in expanding CII's regional contacts in Latin America.



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## Supporting Event News

### SECUREX-ASIA SINGAPORE MARCH 2010 WRAP-UP

*By Sheila Ponnosomy*



Photo 1: Jack Chu receiving token of appreciation on behalf of CII as Supporting Association from the then Director of Security Industry Regulatory Authority, Mr Ka



Photo 2: CII members at SECUREX-ASIA 2010

SINGAPORE -- SECUREX-ASIA 2010, held on March 4-5 at the Holiday Inn Orchard City Centre, Singapore was a successful gathering of over 70 security professionals from India, Philippines, Vietnam, Egypt, Qatar, China, Malaysia and Singapore. The attendees included CII members, and CII was a supporting association for the conference.

Hosted by the Security Association Singapore, SECUREX-ASIA 2010 was inaugurated by Mr Charles Chong, patron for the Security Association Singapore, MP for Pasir Ris-Punggol GRC. The Opening Ceremony programme included a Long Service Award presentation to private security officers. Over the years, the Security Association Singapore has been at the forefront of professionalism for the private security industry to enhance the image of private security officers and upgrade their skills to handle the threats facing today's volatile environment. A pledge has even been developed for private security officers to take pride in their work and dedicate themselves to providing quality services to protect our assets and people.

In addition, the Opening Ceremony also acknowledged the supporting associations that have given SECUREX-ASIA 2010 its regional flavour. Within today's global business climate, security has also become an industry that crosses borders, just as crime has gone transnational. These supporting associations are International Security and Safety Management Institute (IISSM), Philippines Society for Industrial Security, Council of International Investigators, Security Association Singapore, Association for Certified Security Agencies, and Singapore Compact.

The keynote address was provided by Mr Ng Sze Meng, Assistant Director, Security Industry Regulatory Department of the Singapore Police Force. His topic was "The Engagement of the Private and Public Sector – Evolution of Private Security Practices in Singapore." With Singapore's economic boom, the opening of two new casinos and an increase in migrant population, the Singapore government recognises the value of the private security industry in working closely with law enforcement to protect its people and combat crime.

With this year's gathering focused on the theme of "Evolution of Security Practices: Emerging Trends & Opportunities," SECUREX-ASIA 2010 served as a networking platform for security and investigation professionals in Asia to interact and learn new practices from one another. Asia's populated countries have brought about a host of challenge from criminal acts due to social, economic and political instability and terrorist threats.

The SECUREX-ASIA 2010 conference was chaired by Professor Kris Pillay from the School of Criminal Justice, University of South Africa.

Among the topics discussed were terrorism (Professor Kumar Ramakrishnan, Centre of Excellence for National Security Studies at Nanyang Technological University, and Dr. Eduardo Fulgencio from the Philippines); paradigm shift in mindset on security issues (Mr. D. C. Nath from the International Institute of Security and Safety Management), emotive profiling (Dr. Terry Sheridan from Australia), corporate social responsibility (Mr. Thomas Thomas, Singapore Compact), legal implications with our new casino industry (Mr. Glenn Knight, Nettowon LLC), and risk management (Mr. Jack Chu, RA Consultants Ltd)

Each speaker was moderated by a selected participant to provide further interaction and exchange of thoughts and opinions.

In addition to the two- day conference, there were cocktails to enhance networking opportunities. The Closing Dinner was a night filled with dancing, both special entertainment and participative Peranakan joget (dance). Attendees let their hair down and danced the night away in between the eight- course Chinese Dinner at the Singapore Civil Service Club.

SECUREX-ASIA 2010 achieved its goal for the blend of being both an educational and networking conference. It ended with a memorable evening filled with laughter and warm interaction among the delegates. It was the event where new friendships were formed and business associations were fostered.

### **Large Turnout, Six Past Presidents Power Chicago Meeting**

*By Ken Cummins*

When Glen Eiden, host of the April 21 regional meeting in Chicago, arrived at Trader Vic's in the city's Gold Coast section on the near north side that evening, he did not know what to expect, or how many to expect. . The regional dinner had been scheduled during the midst of the annual meeting of the National Council of Investigation and Security Services (NCISS), which had attracted a large number of CII members who are also NCISS members. But very few had RSVP'ed.

So the crowd started trickling in during the cocktail hour. And kept coming. And kept coming.

By the time all had arrived, the attendees number more than 30, including six past CII presidents: John Duffy (1967), Steve Kirby (1996), Jim Kerins (1998), Linda Montgomery (2000), Bert Falbaum (2004) and Jim Kirby (2007). The restaurant employees had to keep extending the table until finally there was no more room. Stragglers were forced into booths along the side.

Former CII Secretary Jack Burke -- who treated CII members Larry Ross, Bill Pellerin and Ken Cummins to a wonderful Italian dinner at an out-of-the-way south side corner Italian deli two nights before -- had lined up one of his pals, a published mystery writer, to speak to the dinner. But through plans fell through when the initial interest in the appeared minimal. Maybe next time.

So the evening was spent with CII members spanning six decades reminiscing, networking sharing nostalgic and humours memories, and just generally having a good time. Lots of great memories were shared.

CII members played major roles in the NCISS conference, which was ably hosted by former CII President Steve Kirby. On the final day of the annual meeting, CII member Francie Koehler asked all CII members to stand, and the number was quite impressive. NCISS is the lobbying arm for the investigations and security industry in the United States, and all CII members in the U.S. should also be members of that organization.

During the annual meting, Ken Cummins and Larry Ross conducted a work shop on lobbying of Congress from the perspective of those being lobbied. To illustrate their points, they acted out a short, original skit -- with the help of budding actors and CII members Bill Butcher and Tom Kirby, son of Steve Kirby and a fine example of the next generation of Kirbys.

Perhaps this budding CII acting troupe can take its show on the road at a future CII meeting.



Photo 1: The Dinner Party



Photo 2: The Kerins



Photo 3: Good old buddies - Linda Montgomery and Paul Ciolino

## Alliance with International Association for Asset Recovery

CII hopes to benefit our members through our alliance with the International Association for Asset Recovery (IAAR).

### Who are the IAAR?

The International Association for Asset Recovery (IAAR) is a membership organization of professionals who work to recover assets derived from illegal activity or withheld from their rightful owners. Founded in 2008 as the Association of Certified Asset Forfeiture Specialists, its mission is to enhance the capabilities and standards of professionals and agencies worldwide in the battle to win back assets that rightfully belong to governments, organizations or individuals victimized by criminal or wrongful conduct.

Some of our CII members attended the recent IAAR Conference in April at Eden Roc, Miami.

### IAAR CONFERENCE IN MIAMI BEACH DRAWS 300 ATTENDEES

By David Quinones



Following a year that saw epidemic fraud brought to light, the professionals responsible for recovering ill-gotten assets met in Miami Beach to learn the latest techniques for stemming the tide of crime by ensuring that it does not pay.

After a year when some of the largest fraud schemes in history unraveled, the professional community charged with recovering some of those ill-gotten assets met in Miami Beach's Eden Roc Hotel for the 2010 International Asset Recovery Conference, *Mastering the Tools of Asset Recovery in Post-Madoff Times*.

More than 300 asset recovery professionals from 30 countries will meet this Wednesday through Friday in South Florida — ground zero for the year-in-fraud, 2009.

Twenty four speakers gave presentations that filled 18 panels over two-and-a-half days, capped Friday by engaging Web 2.0 sessions by Jim Richards and Cynthia Hetherington.

United States fraudster Bernard Madoff preyed on the elite of West Palm Beach during his Ponzi scheme's acme, and today his name is so synonymous with stolen assets that it graces the conference's title. Disbarred and imprisoned Fort Lauderdale attorney Scott Rothstein swindled more than \$1.2 billion from investors who thought they were buying stakes in confidential settlement agreement buyouts. R. Allen Stanford, a financial advisor from Texas, orchestrated a \$6 billion scam that involved a bank branch in Fort Lauderdale.

Each of those notorious characters made a name for themselves in 2008 and 2009, and asset recovery entered the mainstream consciousness as a result. Collectively, this trio and dozens of other scam artists launched a movement to take back what was wrongfully acquired. While victims' life savings have been devastated, these professionals see an opportunity to parlay the brazen fraud-wave into improving their respective crafts.

### 'The current climate' conducive to asset recovery training

"With the current climate, it is something on everyone's mind," said John Murphy, a former New York Police Department Asset Forfeiture commander and a speaker at this week's conference. "That's when you can get something done."

Murphy and fellow speakers Carlos Marrero and Don Semesky gave an in-depth presentation titled "Weapons qualification for law enforcement - Sharpening your asset forfeiture marksmanship and success." Mike McDonald, executive director of IAAR, was the moderator.

"This is exactly the right time for a conference like this," said McDonald. According to IAAR president and founder Charles A. Intriago, 98 percent of crime is financially motivated, and less than one percent is recovered.

The 2010 International Asset Recovery Conference, Mastering the Tools of Asset Recovery in Post-Madoff Times, will feature two dozen speakers spread over 18 panels — including four panels on the emerging issue of e-discovery. For the investigative community, items on the agenda include the use of social networking to find assets, building data maps to reveal connections and other advanced methods of investigation.

Attorneys hope to learn about the myriad obscure — and often underused — legal tools used to charge criminals and fraudsters in international courts and legally repatriate funds. Panels will address the difficulties faced by attorneys trying to chase assets in civil law countries and what powers of equity are made available in common law jurisdictions.

### **Public vs. private, cooperation**

Many experts agree that strides must be made in the field of cooperation between private and public asset recovery interests. Recently, court appointed receivers in the Madoff and Stanford efforts have fielded criticism from victims. Before that, private victims and whistleblowers have had difficulty communicating with enforcement agencies responsible for chasing fraud and recovering assets. Despite numerous reports of Madoff's malfeasance to the Securities and Exchange Commission, no action was taken, and his Ponzi scheme was allowed to balloon to more than \$65 billion.

But as the intersection between their interests grows, the relationship between public and private is improving. As opposed to previous IAAR conferences, last week's event will feature an even mix of public and private sector attendees.

According to Department of Justice sources, the agency has increased communications in the past year with victims and their attorneys in the wake of the fraud epidemic. Now, legwork done by private attorneys and investigators can be handed off to the DOJ, which has more leverage to pursue the offenders internationally.

"I see that as a softball for us to hit out of the park," said Paul Pelletier, a DOJ prosecutor who is slated to speak at the conference.

### **Secrecy havens a target for recovery**

Secrecy havens such as Switzerland and the Cayman Islands have made mainstream headlines this year as nations apply pressure to repatriate taxes and criminal proceeds hidden in their banks. President Obama negotiated the release of the identities of 500 tax cheats from the Swiss in 2009, but an effort by the IRS and Justice Department to reveal 52,000 more possible tax-cheats was stymied.

Obama asked Swiss banking giant UBS for an additional 4,500 names, but the deal was nixed by a Swiss court.

In response, IAAR included panelists like Kenneth Kryz — a Caribbean-based forensic accountant — and Miami-based haven-buster Ed Davis.

"What people have to realize is that every secrecy haven is like a can, and for every can there is a can opener," Davis said.

### **Upcoming IAAR Events:**

The IAAR will extend a 5% discount (including on early bird discounts) to CII members if they mention their membership when registering at the following upcoming events:

2010 Cross-Border Asset Tracing and Recovery Conference The Waldorf Hilton, London | October 11-12 | [www.iaarlondon.co.uk](http://www.iaarlondon.co.uk)

Second Annual International Association for Asset Recovery (IAAR) Conference Las Vegas | November 4-5 | [www.iaarvegas.com](http://www.iaarvegas.com)

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## A Note from the PR Committee

Other than the fellowship and social bond as a CII family, CII also aims to help you in your professional and business development. If you have any thoughts on what we can do for you as an association, please send us your thoughts to [editor@cii2.org](mailto:editor@cii2.org)

Meanwhile, we have upgraded our website to better serve you. If you have any news on your business that we can help you publicise, please send it to [editor@cii2.org](mailto:editor@cii2.org). This news can be uploaded on our CII website. Go to [www.cii2.org](http://www.cii2.org).

We also have a PR posting account that will help you publicise your news worldwide through various search engines.

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## Advertisements

If you wish to advertise in the Councilor, the advertisement rates are as follows:

Advertising Rates (USD)			
Size	3 issues	6 issues	12 issues
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Business card	50	50	75

Do send the artwork in jpeg file to us by 5<sup>th</sup> of every month. All artwork to be sent to [editor@cii2.org](mailto:editor@cii2.org)

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## CII New Applicants

**Richard LJ Koh**  
[Glen Iris Services PTE LTD](#)  
SINGAPORE  
[richard.koh@gleniris.com.sg](mailto:richard.koh@gleniris.com.sg)  
Applied: 18 May 2010

**Janos Erdoes-Nagy**  
[Jada Consulting LLC](#)  
ERD, HUNGARY  
[jadacons@t-online.by](mailto:jadacons@t-online.by)  
Applied: 18 May 2010

**Pedro Delgado**  
[Asesoría General Privada](#)  
Lima, PERU  
[pdelgado@agpperu.com.pe](mailto:pdelgado@agpperu.com.pe)  
Applied: 7 June 2010

**James Loh**  
SG Investigators  
Singapore  
[james@sginvestigators.info](mailto:james@sginvestigators.info)  
Applied: 9 June 2010

**Jeffrey Reichart**  
A Direct Answer Investigations, LLC  
Wernersville, PA USA  
[jreichart@adirectanswer.com](mailto:jreichart@adirectanswer.com)  
Applied: 10 June 2010