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# The International Councilor

## President's Message

BY Eddy Sigrist, CII, CFE

Dear CII Friends,

The CII mid-year Board Meeting is approaching. This is a time when we review the progress of the assigned tasks and initiatives undertaken by the various committees and discuss and assign new tasks that need to be completed over the forthcoming months. We also review and discuss the feedback received from the members.

At the mid-year meeting we will be voting on a large batch of applicants that have completed the vetting process and look forward to welcoming some new members to the Council.

Our Public Relations Committee is working on an initiative to promote CII to various business sectors. At the same time please support them by sending in articles for this Newsletter. Tell us about how your local customs and culture, language, geo-political climate and legislation affect investigations in your country. Share interesting developments that you've been following in your region.



The AGM Committee has posted the program for the forthcoming CII conference in Enniscorthy, Ireland in September 2013. This event promises to be well attended so visit the CII website and register.

Working with CII members from all over the world continues to add value to my business both in terms of marketing and access to professional resources. In my experience members go the extra mile to help one another. The quality of this group is exceptional. It is with this thought in mind that I encourage you to nominate a colleague for the International Investigator of the Year Award. Someone you have worked closely with who exemplifies the high professional and moral standards of the Council. Not only the winner but all nominations will be acknowledged at the AGM and honored, so please send in your nominations.

Remember to keep the business in our group, where possible, and recommend worthy candidates to join us.

Kind regards,  
Eddy Sigrist 

## 2013 Annual General Meeting



The 2013 Annual General Meeting for the Council will be taking place in the heart of sunny Southeast of Ireland from September 17–21. The Riverside Park Hotel overlooking the river Slaney in Enniscorthy County Wexford will be taken over by CII delegates and their guests. When one thinks of Ireland they don't often think sunshine or the Southeast section of Ireland. But yes the sun shines more often in the Southeast of Ireland than any other area of the Emerald Isle and after attending this conference you will realize the beauty of the Southeast of Ireland. The conference hosts, Derek Nally, Tony Fagan, Michael Bennett and Jimmy Gahan are planning feverishly to make this a historic Annual General Meeting. Ireland has been host to a CII AGM twice in the past, both hosted



The Riverside Park Hotel located on the banks of the River Slaney.

by Nally. If you attended either of those meetings then you will know what awaits you in Enniscorthy this fall. The trip from Dublin to Enniscorthy will take you through the Wicklow Mountains made famous by numerous songs and poems. Enniscorthy itself, once a hub for horse trading, is now a center piece for Wexford County both for commerce, genuine Irish hospitality and culture.



Derek Nally, founding member Bunclody Chapter of the Society of Normans, suits up for a re-enactment of the Norman Invasion of 1169.

The entire of the Southeast of Ireland is also rich in the country's history both socially and politically. Wexford was the site of the first landings of the Normans in the 1100's. Diarmait Mac Murhadha who was deposed as the King of Leinster in 1167 fled to France where he sought the help of the Normans in reclaiming his Kingship. In 1169 he and his Norman infused army landed on the shores of Wexford to begin his campaign to reclaim his crown. His victory leads to additional Normans arriving in the following years. The town of New Ross was well established as a primary center of commerce and trading long before the north of Ireland. If your ancestors emigrated from Ireland, in all likelihood they departed from New Ross possibly on the Dunbrody or one of its sister ships. The Dunbrody is docked in New Ross and is part of the New Ross museum that tells the story of those that emigrated from Ireland to America. Patrick

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Kennedy who hailed from Dunganston County Wexford, the Great Grandfather of John F. Kennedy, departed from New Ross to America. The Kennedy Family estate, which is now a museum, is located between Enniscorthy and New Ross.

Most people know the story of Michael Collins and his contribution to Irish Independence. Not many know the story of Father Murphy and the Society of United Irishmen. The Society was formed in 1791 and included Catholics, Protestants and Dissenters with the goal of removing

British control over Irish affairs. While their rebellion played out for the most part in the North of Ireland a fierce and ultimately deciding battle took place in Wexford and Enniscorthy. In 1798 Father Murphy led a group of dissenters to victory over the British in Wexford. Their victory resulted in 30,000 British troops to descend on Wexford County where a fierce battle took place on June 21, 1798 atop Vinegar Hill and in the town of Enniscorthy itself. Father Murphy's troops were greatly outnumbered and only after a fierce battle were they forced to retreat from atop Vinegar Hill. The entire rebellion was

eventually put down by the British and resulted in what is known as the 1801 Act of Union, which brought Ireland under tighter control of the British.

This fall you will have the opportunity to relive much of this history. You will visit Vinegar Hill, walk the street of Enniscorthy and visit the famous castle located at the edge of town. You will walk the deck of the Dundrody and capture what it was like to set sail on such ship for the shores of America. You will also have the opportunity to experience true Irish culture and hospitality. Log on to the CII website [www.cii2.org](http://www.cii2.org), make your hotel reservations and join us in September 2013. ☐

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## 2013 Annual General Meeting

17–21 September 2013

Enniscorthy, Co. Wexford, Ireland

**RIVERSIDE PARK HOTEL** 🌿 A Remarkable room rate has been negotiated with the Riverside Park Hotel for the conference dates. A Single room 60 Euro's, Double room 85 Euro's and a Twin for 85 Euro's. A full Irish breakfast is included in this rate.

**RESERVATIONS:** In order to take advantage of this incredible rate email your reservation to the Riverside Park Hotel staff at [info@riversideparkhotel.com](mailto:info@riversideparkhotel.com) and reserve your room. Please use the conference code 1977 to obtain the negotiated room rates.

## Welcome to CII New Members: Are you getting paid?

By Anne Styren, *Profile Intelligence AB*, Stockholm, Sweden

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Last fall I wrote an article in the Councillor about a project management method that involved our clients in the research procedure. The goal of the method is to have happy and satisfied clients that agree to pay a fair price for the work done. (Read the article here: [http://www.cii2.org/assets/documents/Newsletter/2012/09-12\\_cii\\_councillor.pdf](http://www.cii2.org/assets/documents/Newsletter/2012/09-12_cii_councillor.pdf))

So, now that we have a happy client, the next step in the process is of course to get paid in time — and that is sometimes easier said than done.

My experience is that clients often want me to manage and finish a project in some kind of super-express speed, but when it comes to paying me for services performed, the client feels this can be done later — much later.

I can of course add an “express-fee” for urgent projects, but there is still the matter of getting the money into my account – an account that often is drained by payments to various suppliers on the client’s behalf. So I call the clients, e-mail and push for payment when it is delayed. So far I have always been paid — albeit sometimes very late.

I started wondering if delayed payment is a world-wide issue for investigators. So I decided to ask 16 fellow CII members across the world for their input regarding payment procedures. I have received 4 replies (perhaps all others were busy chasing payment? J ), two from Europe, and one from Canada and one from South Africa respectively.

All four recipients said they do have problems with delayed payment. It’s not a major problem — but it does occur.

I asked if the delay in payment was attributable to forgetfulness or if it is a “conscious strategy” by the client to prolong credit and here I have a couple of different replies:

- Delay can be due to the client waiting to be paid in his turn from their client
- It does seem to be a conscious strategy by the client to gain interest
- Delay can also be due to changes in the client organization,
- And also due to forgetfulness – perhaps there is an overload of cases and the client’s administration work becomes dysfunctional.

In my third question I asked for information about how the investigators handled these delayed payments. The most common method appears to be a gentle reminder, either by written correspondence, telephone call or personal visit. As for payment terms, it seems 60 days are quite common. Some large corporations prolong this to 120 days – quite a lot to cope with I think.

Perhaps payment procedures also have a cultural aspect? Perhaps we can look at this in the future. Many thanks to Howard Griffiths, Michel de Kort, Paul Anastasi and Martin Jaekel for their input to this article. 



# So you would like to be “regulated” in the UK!

By Graham H Dooley, <http://F.Inst.Pa> (Qualified Paralegal) IFAR (Diplôme) | [graham.dooley@gmail.com](mailto:graham.dooley@gmail.com)

I prefer to use the word “regulated” and then our profession becomes a profession. Whereas the noun “license” is sometimes referred to as “A permit from an authority to own or use something, do a particular thing, or carry on a trade.” I came to France 21 years ago following early retirement from the Cheshire Police. I spent the first few years renting property but still had a yearn to activate the “grey matter” which was becoming inactive during the winter months. I made enquiries about holding a French Detective License and this is what I discovered!



## Becoming a French Detective.

France has had licensed Detectives since 1825 when they were established as the first “Offices of Private Police Force” by the Prefect of Police in Paris. The prefecture is an administration that belongs to the Ministry of the Interior, and is therefore in charge of the delivery of identity cards, driving licenses, passports, residency and work permits for foreigners, vehicle registration, registration of associations (creation, status modification, dissolution, and of the management of the police and firefighters.

Since the amendment of the French law 83-629 of 12 July 1983 regulating the activities of private security, the profession of private investigator has been a regulated profession where access is required. You had to obtain approval and in addition justify with a professional qualification. (N.B. In France you cannot be involved in both Security or Investigations — it is one or the other)

I was accepted on my experience and business qualification although I did not have a degree which was the acceptable norm. Application was made through the local prefecture. Ex-police officers were not accepted if they were within 12 months of leaving the police. Criminal record checks were made and proof of residence. Applications outside the EEC were not accepted.

To date three types of degrees/diplomas are accepted by the French state.

## Changes in situation.

When you change your office, main residence etc you have to inform the Prefecture and the whole process of application is started again. This also applies when you open an office or move to a new area. You can have a limited company but the Managing Director must hold a license.

Over the next 10 years I changed address and office several times and each time had to obtain a new license. I also was a Director of an Estate Agency from 2001 to 2005. In 2005 a new ruling was introduced which stated that if you surrendered your license for 5 years, i.e., did not practice the profession of “Private Investigator” then you would have to re-qualify and obtain the equivalent of a degree through three of the major universities/institutes one of which was IFAR.

In 2007 I changed address again and obtained a new License from the prefecture. I opened a new office in 2010 and was told by the prefecture that they would refuse the license on the grounds that someone had complained (I believe another French PI although I have no documentary evidence to prove this) that I was not eligible to hold a License due to the fact I ran an Estate Agency for 5 years.

I proved to the prefecture that I had a license during this time and that I was also the Director of a UK investigation company. I also demonstrated that I was responsible for the internet security and had completed successful investigations and prosecution within the agency where “rogue” negotiators were basically breaking confidentiality agreements. Being very French they continually bombarded me with threats to close my small investigation business and take away my license and totally ignored my pleading. I closed the new office in 2011 and decided to work from home. They did in fact issue me with a new license.

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One of the reasons for closing the office is that the Police and Data protection have unlimited powers to enter your commercial office and seize all your documents. Even though I had nothing to hide in view of the threats from the Prefecture I moved to my home where their powers of entry were by a court order only. I recall back in 2000 I received an on the spot visit from the French Internal Affairs and was questioned as to my relations with the CIA, MI5 etc. They just would not believe that I ran a small investigation business and had no connections with any Foreign Departments.

Also in 2010 came the introduction of CNAPS (Conseil national des activités privées de sécurité) and The National Council of the activities of private security (NCPI) user manual

### **The origin of CNAPS**

The report on the control of private security companies, submitted to the Minister of the Interior in June 2010 by the Inspectorate General for Administration, Inspection General of the National Police and the General Inspectorate of the Gendarmerie Nationale, recommended two key measures: firstly the creation of a post of Deputy Inter-ministerial private security, the other for the creation of a National Council of activities of private security (CNAP) to moralise and professionalise the industry, whilst involving professionals to its regulation.

Not only myself but other French PIs were now in the position of proving their qualifications to Degree or Diploma standards so for me I had to obtain the relevant degree or surrender myself to a retirement of G&Ts by the pool. Not only that a certain stigma was attached to someone who is refused a license and it either meant I retire back to the UK and work from there (where no license is required), or apply for the Diploma by validating my experience.

Ironically I had a student from the IFAR (Institut de Formation des Agents de Recherches Privés Détectives & Enquêteurs privés) on three months secondment from March 2011. A student has to pay around 7000 Euros to obtain the qualification. He was doing a two year degree course and was on a three month work experience with me. IFAR did not seem to mind about

my License problem and my union CNSP-ARP was not concerned either. I decided to apply by dissertation for the diploma which is an exception providing the jury validate your professional experience. It is called the VAE.

VAE or Accreditation of Prior Experience is a system set up by the government which allows to enhance the experience by transforming it into degree or diploma approved and registered in NCPR. For this, you must have a professional experience of at least three years in a related occupation or schedule private research: This experience must be related to the title question.

The VAE is divided into 4 sections and two of the sections are about what can only be described as the French PI's "Bible" – Code of Deontology (Ethics). If you have a few weeks to spare and care to read it it can be found on [http://www.cnsp.org/fr/detectives/code\\_deontologie\\_detectives.htm](http://www.cnsp.org/fr/detectives/code_deontologie_detectives.htm)

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*I basically “flunked” two out of four parts on the “Deontology” code and had to re submit my dissertation.*

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Deontology is science of rights and moral obligation prescribe to private enquiry agents – PEA (ARP) – also called investigators of private law – by their job duties and has to be translated by an exemplary behavior even outside the profession in order to protect honour and probity values which govern their institution. My student carried a very large transcript around with him. It was the code!

I basically “flunked” two out of four parts on the “Deontology” code and had to re submit my dissertation. Finally in August 2012 I received a letter stating that the jury had now given me “total validation” and I would receive the “Diplome” at Marseille, France.

Has it changed my life? We will have to wait and see. I do however feel immensely proud that I can hold my head up high in the Professional World of French Investigations.

“Life is a learning curve,” and when I see my fellow PI's in the UK permanently winging about the fact they might have to be licensed it makes

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## Author and CII PR Committee Member

BY Lois Colley

One of Canada's top private investigators, Debra Macdonald, has survived 29 years of undercover, criminal, and civil case work to write her first-in-a-series book based on her career, *The Cost of Innocence*.

As her alias, Sammi Murphy, Debra went undercover to expose a false accusation of rape against her client that led her face-to-face against the most dangerous motorcycle gang in North America.

Debra is President, CEO, and Privacy Officer at C3 Investigations, Inc., President of the Council of Private Investigators in Ontario, Canada, Seminar Director for the Canadian Association of Special Investigation Units, and sits on the PR committee of the Council of International Investigators.

If you want to know how a real PI works, this is the lady to interview. She's not Jessica Fletcher of "Murder, She Wrote" — Debra's the real deal. The book can be purchased at [www.debramacdonald.com](http://www.debramacdonald.com) or <http://www.amazon.com/The-Cost-Innocence-Debra-Macdonald/dp/0988724103> ☐

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So you would like to be "regulated" in the UK! *continued from page 6*

my hair curl — not as I have much. They should try being a PI in France!!! Licensing will never weed out the rogue Detectives and believe me there are many of them operating in France under various guises. Strangely enough I do not think there has been a prosecution of a "foreigner" in France operating without a License but listening to the "Chinese whispers" it will not be to long before there is one. I was informed only last year that a group of UK PI's

## Identification Numbers in the Channel Islands

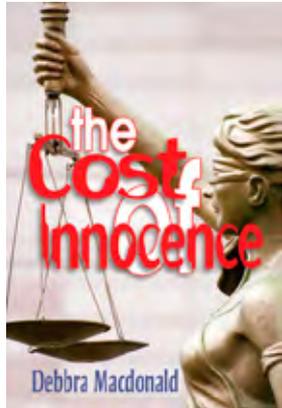
BY Ruth Hoffmann Sales | [g\\_h\\_hoffmann@cwgsy.net](mailto:g_h_hoffmann@cwgsy.net)

In the Channel islands, there is no such thing as a primary identification tool. Each of the 4 British Channel Islands is a separate legal jurisdiction and each allocates it's own numbers to residents.. Residents all have a Tax Number and a Social Security Number. However, these are not used for any other purpose than to assess and collect tax and social security contributions and are not publicly available. It is not possible to trace anyone through these numbers.

Skip tracing in the Islands involves multiple searches of public records including Telephone Directories, Housing Records, Register of Voters etc. Nothing is at your fingertips or a click of a keystroke. Investigation in each of the islands involves good old fashioned "leg work." Needless to say, it is not a speedy process. The authorities of course have speedy access to the numbers, public records and the confidential ones. ☐

operating in France had broken the surveillance laws and litigation had commenced. I am very pleased that the ABI are continuing to press for licensing or regulation.

I never wanted a large security or investigation company — I am perfectly happy running a small consultancy and will continue to do so on both sides of the channel. ☐



# London European Meeting, 25 – 27 April

By Alan Marr

This year our European meeting is in London and has a reduced agenda, as we are co-sponsoring the Association of British Investigators celebration of 100 years and joining with them in some of their events. To attend the ABI celebrations you must register with the ABI via their link on [www.theABI.org.uk](http://www.theABI.org.uk) as soon as possible. They have a number of hotels with whom they have negotiated reduced rates on their webpage.



## ■ Saturday, 27 April

09.00 Grand Connaught Rooms ABI AGM and Business Seminar. (Book through ABI)

10.40 sharp, the boat will leave – 17.00 approx Westminster Pier C.I.I. River cruise to Greenwich. (Contact me)

19.00 – 20.00 Grand Connaught Rooms drinks reception (Book through ABI)  
Dress code formal tuxedo and black tie.

20.00 – 24.00 Dinner/dancing (Contact me and I will try to get us seated together, but I need to know if you are attending.)

Vicki and I look forward to hosting your visit to London and of being of service to members and non members.

I can be contacted via [alan-marr@jigsawservices.co.uk](mailto:alan-marr@jigsawservices.co.uk)  
+44(0)7831.549786



Here is the combined agenda:

## ■ Thursday, 25 April

18.30 Drinks reception on HMS Belfast (*Now Fully Booked*)

21.00 C.I.I. meal near HMS Belfast, especially for those who did not get an invitation and are already in London. Contact me for more information.

## ■ Friday, 26 April

10.00 Sherlock Holmes Hotel – IKD conference. (Book through ABI)

12.00 – 15.30 C.I.I. Walking tour in City of London (Details still being worked upon) Book with me.

17.00 Tour of Houses of Parliament. (Book with ABI, dress code lounge suits)

18.00 Drinks reception in House of Lords (Book with ABI)

21.00 approx C.I.I. dinner nearby. We will decide upon the 2014 venue at this dinner. Contact me.



## Brain Teaser Solved!

Walter Dwinger of Dusseldorf provided the correct response to the Brain Teaser: Thank you Walter. Just so you know, the identified answer is “Vietnam.”

A cyclo and a US Military Jeep. The “Jeep” used particularly during the Vietnam War but there is a random continuance of personal and private use in country; including country tours using the jeep.



Responders may pinpoint countries where the US troops had a presence, but I personally can’t recall where a cyclo is used; referencing the first response of Thailand — to humbly note: I’ve been there possibly a 100 times, my neighbor and I have never seen in-use and certainly not daily life. ☐

*The photo was contributed by Publications Committee member Ed Henry who explained the photo contained both a cyclo and a US Military Jeep.*

## And A Mystery Revealed!

In January 2012’s issue, we asked you to identify this CII member by a childhood photo. Despite several responses, this photo remained unidentified! The handsome chap is none other than ALAN MARR



## The Councilor Needs You Advertise in the Councilor

### ADVERTISEMENTS

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

Advertising Rates (USD)				
Ad Size		3 issues	6 issues	12 issues
Full page	[9.25 in W x 7.0 in H / 237 mm W x 182 mm H]	200	300	400
Half page	[4.5 in W x 7.0 in H / 115 mm W x 182 mm H]	125	200	275
Quarter page	[4.5 in W x 3.5 in H / 115 mm W x 88 mm H]	75	100	175
Business card	[3.5 in W x 2.0 in H / 89 mm W x 51 mm H]	50	50	75

Send the artwork in PDF or JPEG file format to us by 5th of every month. All artwork to be sent to [editor@ciiz.org](mailto:editor@ciiz.org). Your support is much appreciated. ☐