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The International Councilor

President's Message

BY Eddy Sigrist, CII, CFE

Dear CII Friends,

The CII Mid Year Board meeting was held via conference call on April 16 with all 14 Board members in attendance.



During the meeting;

- ▶ Two applicants were accepted as new members and two applicants were denied membership
- ▶ A special board meeting will be take place in 6 weeks time to vote on 8 new applicants
- ▶ A commitment was made to:
 - Modernize the CII website, both public and members only sections
 - Restructure the regions
 - Develop an ambassadorship program and regional marketing plan to drive business to the membership
- ▶ The revised CII Bylaws and Rules and Regulations were approved by the Board. These will be presented to the membership prior to the AGM in September, with a report outlining the changes. The revised Bylaws and Rules and Regulations streamline the executive board, facilitate decision

making, enhance continuity and maintain the integrity of the Council.

- ▶ The Treasurer's report for year December 31, 2012 was approved.
- ▶ The 2012 AGM in South Africa broke even with a net result of USD 741.79
- ▶ The Treasurers budget for 2013 was approved

The current CII Office contract is due for review. This serves as a request to the CII Office and all interested parties to submit an expression of interest for the CII Office function. The closing date is 21 May 2013.

In summary the CII Office function includes:

- ▶ Financial accounts
- ▶ Administration and contract reviews
- ▶ Processing membership applications
- ▶ Secretariat
- ▶ Support AGM hosts and coordinate regional meetings
- ▶ Ability to increase geographical spread of the membership and drive business to the CII members
- ▶ Website

A CII member will be required to surrender his

➤ *continues on next page*

membership if awarded the CII Office function to ensure there is no conflict of interest.

Please submit your expression of interest by e-mail directly to the CII President. A short list will be made and request for tender document will be sent to you.

A committee will be established to review the tenders and a short list will be announced by 30 June 2013.

The response from CII members to attend this year's conference is fantastic. The Riverside Hotel is fully booked and recommended accommodation in the area is filling up fast. This conference promises to have a record attendance and I really look forward to meeting my CII friends and networking with lots of CII colleagues, especially those who have not attended an AGM for a while or are new members. To all those who have not yet booked, come on and join us!

Kind regards,
Eddy Sigrist ☒

Editor's Message > Jim Carino — Mission Accomplished!

By Lois Colley, lec@colleypi.com

Recognizing Jim Carino, founder and executive director of Intellenet for the past 30 years was a joyful occasion for the 400 plus members who assembled in Philadelphia PA for the four-day event that commenced on Wednesday, April 24, and ended with a banquet at the coveted convention center on April 27. Jim is also a longstanding CII member and CII was well represented at the conference with members from many parts of the globe.

Conference host and Intellenet member JoAnn Dougherty put on a stellar four day performance complimented by tireless support from her husband, Bob, and two "behind the scene" contributors, both PI's and members Robert Dudash and Kevin Ripa. The seminars, speakers and their knowledge base were truly exceptional. Throughout the conference the accolades flowed toward Jim who in typical Jim fashion, attempted to deflect them. As a former USAF Lt Colonel who spent the bulk of his Air Force career as a special agent, Jim is no stranger to channelling the conversation elsewhere.

Jim has always reminded me of the consummate gentleman. Ever the benevolent dictator, we should all pause to acknowledge his accomplishments, including dedicating half his life to herding PI's into

various rooms across the globe in an effort to better our professional selves.

Like many of our past and former leaders within CII, Jim represents the best in all of us. Here is what some of the Intellenet members, including several of our own CII contingency have to say about Jim Carino.



Knowing Jim Carino is one of the highlights of my career. He brings a sense of "mission" to not only his work or his dedication to Intellenet, but to his relationships with friends and colleagues. That's his military background showing through, after all these years and in the best sense of "mission accomplished." Let's get the job done and done right. Let's be the best friends and colleagues possible.

— Don Johnson

The highlight of the Philadelphia conference was the wonderful tribute to Jim Carino, our founder and long-standing leader, who is passing the torch to Peter Psarouthakis. Since joining Intellenet, I have enjoyed a remarkable relationship with Jim. Jim is a great individual and one of the best leaders I have ever encountered. Thank you, Jim, for all your hard work and dedication in making Intellenet the outstanding organization it is. Peter, you have some big shoes to fill!

— Jay Groob

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Jim Carino has been a mentor and an inspiration for many and has shown great courage in passing the torch in time to enjoy the fruits of his labor.

— Bert Falbaum

CII member Jim Carino is an amazing individual. He is retired from the U.S. Air Force where he was a Special Agent for over 20 years and then after retiring, established a network, Intellenet or International Intelligence Network, and many, many members of CII are members of Intellenet. Jim also has professional designations as a Certified Protection Professional (CPP), a Vidocq Society Member (VSM) and he was just recognized for his professional accomplishments by being appointed a life member of ASIS and he was also appointed as a life member of PALI, the Pennsylvania Association of Licensed Investigators. This remarkable man had the foresight to take an idea 30 years ago that started with just 17 members and now Intellenet has over 450 members, worldwide. Jim has recognized that he has completed what he has set out to do and his accomplishments are truly amazing. On April 30, 2013, Jim's status changes from Founder and Executive Director to Executive Director, Emeritus. I extremely proud to have worked with Jim, to have him as a colleague and best of all a great, loyal and uncompromising friend. Jim, job well done!

— Robert Dudash

Jim has been an awesome leader. I credit him with being my constant cheerleader and ring leader. He gave my business a tremendous kickstart over 20 years ago through his wonderful leadership and bringing lots of professional investigators together as a matchmaker.

— Harriet Gold, Gold Investigations, Inc.

Our profound gratitude to Jim Carino for all of years of service and all of his efforts to uphold the highest standard of conduct for our profession.

— Nancy Barber

The recent INTELNET conference and farewell tribute to Jim Carino as Executive Director was a very special occasion and I felt honored to be a part of it. What started out as an association of fellow OSI colleagues has grown into one of the top investigative groups in the world. Now Jim is stepping down after decades at the helm and has made an excellent choice in announcing Peter Psarouthakis as the new Executive Director. Congratulations to them both!

— John Sexton

In closing, I feel Jim was adequately described by Al Lipkin when he said, “Faster than a speeding bullet, leaps tall buildings with a single bound.” Jim has designated a successor, Peter Psarouthakis, to assume the helm of the Intellenet organization. As promised, Jim will continue to assist from the stern. ☐

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IRELAND 2013

thegatheringireland.com

2013 Annual General Meeting

17–21 September 2013

Enniscorthy, Co. Wexford, Ireland

Skills and resilience — the “art” of book writing, investigation and marketing

BY Leena Aavameri, *Seventh Sense Oy Ltd.* (Finland)



Being a professional investigator, book author or marketing person may have more in common than you’d think. Writing books and marketing definitely call for inspiration, creativity and enthusiasm about the subject matter. In marketing, you also have to be able to relate to the wants and needs of the target group. Beyond that it’s more about resilience than pure inspiration.

All of the above applies to an investigators’ work as well. No matter how talented the investigator, one needs to be resilient – even if inspiration is at an all-time low. The investigative process is about research, analyzing and reporting. Creativity exists in the process, though probably no one consciously thinks that they are being creative.

There are many similarities between investigations and research for a book, the ability to grasp the big picture, yet finding the important details. It’s about finding fresh angles and leaving no stones unturned. Questioning and being open minded to what you find – even if it wasn’t anticipated. In marketing, research and analyzing are essential whether you are pitching an idea to a client or creating strategies and campaigns. That’s especially prevalent in freelancing, when you have no back up.

In any profession, comfort zone is a challenge, not an obstacle. While straining and exhilarating, great investigators are good at working outside of their comfort zones. A Finnish proverb says: “When escaping the wolf, one will run into a bear.” As investigators we face challenges and obstacles—and resolve them, whether chased by wolf, bear or both.

The difference comes in perspective and angles. Investigations tend to focus on defects and flaws—the negatives—to reach the objectives of the investigation. In marketing, it’s more about seeking positives and trying to find various views to communicate to the recipients. With book writing the research aim can be positive or negative, depending on the book’s objective.

Deep end

Before becoming a full time investigator I worked in marketing for over 15 years. My first book was conceived by my friend who suggested I write a marketing text book. It sounded like an enjoyable challenge. With much appreciated help from said friend, I was able to get a meeting with the biggest publisher in Finland, and consequently land a book deal.

Everything was well planned and scheduled, but I was soon handed more. I became very busy in my work as some of my clients got really excited when they heard about me becoming an actual author. Meanwhile my personal life was changing. My husband and I were building a house and I became pregnant. All at once my life was a chaos of plans and deadlines. In the end it worked out: we moved into our new house and my daughter was born. A couple of months later I was the proud author of my first published book, “*Suoramarkkinoinnin keittokirja*” (“*Direct Marketing Cookbook*,” published by WSOY in 2004).

I was, to put it mildly, elated of the accomplishment. Most of my clients bought several copies of the book and the

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positive feedback my co-author Piia Kiiskinen and I received generated some new marketing clients as well.

Then one day I received a telephone call from a marketing strategist whom I'd written a feature article about inviting me to help her write a book about corporate social responsibility. Although I had some strong opinions about the subject matter, I certainly wasn't knowledgeable enough to write about it. That project involved intense research and many challenging interviews, on top of my professional assignments and family needs. I was forced

to take the pragmatic approach and apply what I had learned in running marathons: perseverance and the joy of reaching the finish line. I remember coaxing myself to do a little more and dreaming of the warm sauna and cold beer that awaited me upon completing the race. I also learned to distract myself with simple math tasks or sing my favorite songs just to distract me from the duration of the race.

Meetings with my co-author Jaana Haapala, coupled with long nights pounding away on the keyboard led to my second book, "*Omatuntotalous*" ("*Conscience Economy*," published by Talentum in 2008). As the topic was – and continues to be – a hot potato, Jaana and I ended up explaining our views in a popular morning TV show, business magazines and other news media. We received critical acclaim and were awarded with "Hopeasulka," A Finnish literary prize. The publicity opened doors even more doors for us and generated new business for the both of us. Along the way, I met many interesting people and was invited to join various challenging projects, including board membership of a company. Ultimately my self doubt was erased.

Where there's smoke there's fire!

It was around the time that my second book was published, spring 2008, that I started my investigative business. My husband Jesse who has many firefighter friends, suggested that I write a book about firefighters. Ever the optimist, I went and climbed the fence once again.

I had the typical impression that firefighter-paramedics ride on big trucks and put out fires (which is what they factually do), but the real challenges in their daily work are often beyond technical skills: broken families, substance abuse, suicides, mental illness and intellectually challenged people, shrinking budgets and poor leadership. Of course I knew all of the above existed and some had touched my life, but I didn't appreciate what it feels like to deal with a lot of human anguish on a daily basis – and stay professional until I lived it.

*No matter how talented the investigator,
one needs to be resilient – even if
inspiration is at an all-time low.*

The research for the book resulted in my spending multiple shifts at the Helsinki fire stations, witnessing firsthand what the fire fighters live with on and off the field. Instead of a straight up fact book, my book became a "faction" book, which contains true

stories and fictional tales of the profession. The book, "*Brankkarit*" ("*Firefighters*," published by WSOY in October 2012), facilitated societal and leadership analysis of the profession.

Thus far I've received critical acclaim for the book, especially from the firefighters themselves. Some people loved the humor and truthfulness, while others worried how "regular people" would view the firefighters, as some stories of the stories are quite graphic and gruesome... like life itself.

While my stints as an author have been great experiences, they've mostly made me appreciate my current profession even more. What an inspiring job we have as investigators! ☐

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Your Chance To See Ireland 2013 Annual General Meeting

September 17–21, Enniscorthy, Co. Wexford Ireland

A Brief History of Irish Emigration

By John Sexton

At this point in time, it would be difficult to find someone—anywhere in the world, who has never met an Irishman or woman. Indeed, it has often been said that Irish people are Ireland’s greatest export. Few probably even wonder about this fact and just take it for granted.

Those of us who have left Ireland for foreign lands know that there is more to this wandering than meets the eye. At this stage it has been reinforced into our DNA as a result of mass emigration stretching back more than three hundred years. Generation after generation have given sons and daughters to far-away lands in much the same way as ancient Polynesian island dwellers have made offerings to appease the mountains that breathed fire or to assure a bountiful harvest.

Irish natives began to exit Ireland in the second half of the 17th Century. This was mostly due to the brutal treatment they received at the hands of a murderer called Cromwell who was sent to Ireland by the British Crown to strike fear into the hearts of the peasantry. It worked extremely well. Many who witnessed the orchestrated genocide first hand, voluntarily fled to the West Indies. Others were sent there as slaves.

There were some who decided to head in the opposite direction—to Newfoundland. Many of the Newfoundland bound emigrants came from Wexford – the host of the 2013 AGM. Leaving their native shore did not come easily to the Irish. Their culture tied them to the land, despite the poverty and oppression they suffered. They were clan’s people and believed in extended family and clan loyalty.

There were other obstacles standing in their way. For a start, would-be emigrants found it extremely difficult to provide the means for passage on board a ship. They were forbidden by law to travel to America as it was illegal for Irish Catholics to go to America until after the War of Independence in 1776.

During the period from 1801 to 1914, approximately 8 million Irish (men, women and children) left Ireland in search of a better life. This may not sound like such a huge number for those coming from cities where that many people and more now reside, but what makes this such a significant figure is the fact that one hundred years later, the entire population of Ireland has barely climbed back to half this figure (approx. 4.5 million today). No other country in the world has been so affected by mass emigration. Around 80% of those who left the country during that time frame were aged from 18–30 years old.

Modern Day Ireland

During the financial heyday of the early 90’s when Ireland witnessed a huge financial windfall by way of the “Celtic Tiger,” it looked like her darkest days were well behind her. Property prices escalated, as they did in other parts of the world and it appeared to some as if their “ship had finally come in.” Those who had earlier left in



Donegal (Slieve League cliffs)



Dublin

search of employment opportunities now returned home to the mother country in the thousands. Unfortunately, the good times were short-lived and Ireland experienced a new wave of hardship – the same kind of financial woes as the rest of Europe and most of the world over the past several years.

Today, emigration has once again become rampant. In an Independent.ie online article written by Aideen Sheehan last December, a heading proclaimed: “Emigration at *famine levels* as 200 leave country each day.” For those who are not aware, the Great famine of the mid 1800’s was one of the bleakest times in Irish history when over one million people starved to death and brought about the greatest mass exodus in Irish history.

On a happier note, 2013 has been designated as the year of “**The Gathering.**” It is a year-long celebration of Irish people and Irish descendants making a cultural pilgrimage back to their home and to the home of their ancestors. Think of it as a mystical call back across the ages, if you will. Ireland will not just welcome those who have come home after being away, but through her returning sons and daughters, she will embrace the spirit of those who have left and never had the opportunity to come back home. You only have to listen to the words of the many beautiful ballads you will hear being sung there to understand the love between the beautiful rugged country and her people.

Those of us who will attend the 2013 CII AGM in Wexford this September will be very fortunate to be part of history, for we will bring back to Ireland the spirit of those who have gone before us, the people who made it possible for us to be where we are today, from whatever land we hail. When we leave, I know we will bring back fond memories and the knowledge that we were part of something very special—a 21st Century celebration that has been nearly three hundred years in the making. ☺

John Sexton, PPS, CST, CII is the President of Sexton Executive Security, Inc., a Washington D.C. Metro based private security firm specializing in Corporate Investigations, Executive Protection and Government certified training. He is the author of: “How to Make a Killing as a Bodyguard” available from Amazon in summer 2013.

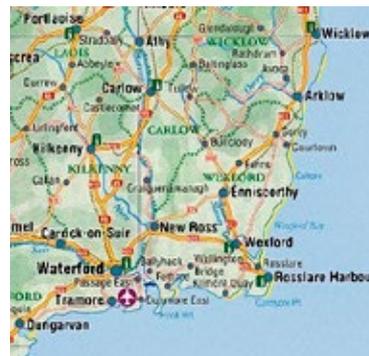
Welcome to Ireland

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 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 centerpiece for Wexford County both for commerce, genuine Irish hospitality and culture.

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 and make your hotel reservations and join us in September 2013. ☺

Peter Heims — *Sad News Flash*

BY Alan Marr

Sadly our Past President (1973) Peter Heims died after a short illness on Friday, 26th April. Peter was an enthusiastic professional in our industry. Peter served 5 years in the UK Parachute Regiment but due to his lack of height was unable to become a Police Officer. He went to work for a private detective agency and in 1953 he started his own business in Surrey.

Peter was the Past President of the Association of British Investigators and a Past President of the Certified Bailiffs Association of England and Wales. Peter was also a Rotarian, a Livery Man, and Freeman of the City of London. His many talents include author and publisher. More formal tributes will follow in subsequent issues of the *Councilor*. Please send your sentiments for publication to editor@cii 2.org.

CII Welcomes New Members

Please welcome John Farinaccio from Montreal, Canada as a new certified member, and Ryan Colley of Washington DC, U.S. as a new associate member. John can be reached at j.farinaccio@ssis-global.com and Ryan can be reached at rdc@colleypi.com.

Don Johnson Awarded for Service

Don Johnson was awarded a Lifetime Membership during the recent Intellenet 30 year anniversary celebration in Philadelphia, PA, U.S. Don was recognized as having “distinguished himself in the performance of outstanding and dedicated service to Intellenet.”

Anne Styren joins publications committee

Anne Styren, of Sweden has joined the CII public relations team. Welcome Anne!



Covert meeting detected involving plans for the 2013 AGM

ASIS awards Jim Carino,

ASIS awarded Jim Carino, founder and executive director of Intellenet, with a lifetime ASIS membership during the Intellenet AGM that was held in Philadelphia, PA.

Award presented to ABI at CII Regional Meeting Held In London

Alan Marr had the pleasure of representing CII when they presented a memorial plaque to the Association of British Investigators “ABI” during their Centenary Celebrations in London England in April 2013. The banquet was a splendid affair with CII members from, Germany, France, Nigeria, India, Sweden, Norway, Austria, Romania, Ukraine, U.K. South Africa, and USA in attendance.

A full report and photos are forthcoming in the next issue of *Councilor*. 

Car lovers investigate this...

BY Ed Henry

In a follow-up to the **Brainer Teaser** in the last issue of the *Councilor* (solved by Walter Dwinger), The following links will take you to photos and information about some unusual variations to the JEEP, including an underwater Jeep floating around Vietnam. 📷



Description of 1968 Jeep M151 Jeep & M151A2 with information relevance to Vietnam: http://olive-drab.com/idphoto/id_photos_m151.php

Video clips of M151A2 Jeep in Vietnam

http://www.youtube.com/watch?v=d-tT8o_JO6s

<http://www.youtube.com/watch?v=gKORSKrN4to>

Description of cyclo in Vietnam

<http://www.haivenu-vietnam.com/pop-cyclo.htm>

<http://www.qdnd.vn/qdndsite/en-us/75/72/182/159/198/196262/Default.aspx>

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