



July–August 2013 | Issue 22

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# The International Councilor

## President's Message

BY Eddy Sigrist, CII, CFE

Dear CII Friends,

July 19th was the closing date for nominating the 2013/2014 board members. All members who have been certified with the CII for more than one year were eligible to be nominated for an executive board position.



Nominations were sent across the globe and several members who do not currently serve on the Board have accepted their nomination. All members will be able to vote for new members of the CII Board via an on-line ballot, which will be sent to you shortly, so please remember to vote.

Currently members may not nominate themselves for a position on the CII Board. One of several proposed changes to the CII Bylaws is that members will be able to nominate themselves. The proposed changes to the CII Bylaws and Rules and Regulations will be e-mailed to you with the next few weeks. All certified members attending the AGM will be voting on the acceptance and implementation of these changes. So please join us in Ireland and be part of this important process.

Over the last month or two I have received messages from several CII members informing me that they would like to get involved in CII projects. Many of you have specialist skills or resources which can really add value. Let us know that you would like to become more active and you will see that your contribution will be both meaningful and rewarding.

I would like to thank all those Board Members, Committee members and Regional Directors for their continued enthusiasm and invaluable contributions. From time to time I review the list of CII Officers since 1955 and the list of award winners <http://www.cii2.org/our-history> and feel humbled to be part of such a wonderful group of individuals.

Take a moment and review the listing. On this list you will see Rod Webb, who has been CII's treasurer since 2006. After eight years on the Board, Rod has decided to resign from his position as Treasurer at the forthcoming AGM in Ireland. Thankfully, Rod has offered to remain on the board until a suitable successor has been appointed.

Rod's positive contribution to CII is too long to list in this letter. He has done an incredible job as CII's Treasurer. He has dedicated a lot of his time providing guidance to and coordinating CII's financial affairs

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.....  
President's Message *continued from page 1*

together with the CII Office. He has kept a tight control over budgets for AGM's and Regional meetings by ensuring that budgets are properly drawn up, authorized and adhered to. I have really enjoyed working with Rod over the last few years and will miss him on the CII Board.

The good news is that Rod will soon be married to a wonderful lady, Hayley Claridge. Rod and Hayley, I wish you many years of happiness together and look forward to seeing you in the near future.

Kind regards,  
Eddy Sigrist 

## Editor's Message > Social media game changer.....

By Lois Colley, [lec@colleypi.com](mailto:lec@colleypi.com)

**F**acebook Graph Search went live this month in America. Graph Search is what makes Facebook valuable in terms of its ability to use data — everything prior was just kid's stuff.

Graph Search fully integrates ALL of Facebook's information into a totally different, compounded, publicly searchable format. For example, now I can now search for "*people who went to Harvard and live in San Diego California*" by simply typing that into Graph Search. This can be infinitely useful to private investigators because this search tool allows us to link and compound facts. Currently it's being expanded to full web "searchability" Is that a word?



**Not every Facebook user has the function yet.** You will know if you can be equipped if you either receive a message from Facebook about it. Alternatively, you can type the key words "Graph Search" into your search box; whereupon your search box will be converted to a slightly

different looking box, and you will be Graph Search enabled. If you don't get it right away, entering the search terms for Graph Search may put you in the queue to get it, or at least bump you up. This is literally the biggest thing since, ummm, Facebook.

**Twtrland.** You may have already seen this, but it is AWESOME, so I thought I would pass it along just in case.

Twtrland combs through Twitter data and quantifies a user's interests, communications and more. Take a look at a Twtrland profile. You will get things like "*number of tweets per day,*" "*average retweets,*" and the demographics of the individuals friends, for example:

*Megan Zimmerman's 81 followers are from 2 countries and 14 cities. The majority are interested in Marketing, Food, Farms, Agriculture.*

In this example, the information provided can be compared to what we already know about Megan. In this case, we could verify that Megan is truly interested in marketing and food, because she has 81 followers and getting 81 followers doesn't happen overnight. These 81 followers share her interests. In a word, it makes her look legitimate. 

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# A Cultural and Linguistic Guide for Visiting Ireland

By John Sexton, CII 1st Vice President

Since the 2013 AGM in Wexford is fast-approaching, this is a guide to help those who may be visiting Ireland for the first time. Whilst English is the main language you will hear being spoken (unless you venture into the Gaeltacht), the Irish have added in slang, borrowed Irish words and even swear words.

Before you get too worried about the latter words, let me assure you that they are used in common, every day conversation and they won't be used in an offensive way. Do not get worried if you can't remember all of the phrases and words you will learn here. Tourists, especially Americans, have been visiting the Emerald Isle for generations and Irish barmen, waitresses, bus drivers, etc., will understand what you are saying.

### Arrival at the Airport:

If you arrive into Dublin in the morning and take a taxi (also referred to as a "Joe Maxi" in Dublin) to your hotel, you will put your luggage into the "boot." Cars in Ireland run on petrol and diesel. Remember which is which, if you rent a car. Also, if you rent a VW or you are Brian King and you rent a Porsche, the engine will be in the boot (rear), so you will put your golf bags or luggage under the Bonnet (front). If you fancy (desire) a spot of breakfast, be prepared for a hearty meal if you decide on an "Irish fry" or "full Irish breakfast." The fry will consist of: black pudding, white pudding, fried egg, fried tomato, sausages, baked beans,



toast and tea. Alternatively, this can be washed down with a pint of Guinness, in lieu of tea.



### The weather:

Summer in Ireland can be like winter. If you are lucky enough to experience a completely dry day without rain, then you will most likely have experienced the Summer. It is very advisable to bring warmer clothing and the several-times-daily needed umbrella. If the weather is nice in the morning, it will definitely be raining in the evening. Don't waste your money on cheap little umbrellas you can fit in your pocket. The rain very rarely comes down straight in Ireland. When it "lashes," it comes in sheets and sideways. At that stage, you will want an industrial strength brolly. If you forget and want to buy a sweater in Ireland, remember that it is called a "jumper." If you want to get some exercise but forgot your gym shoes, you will be looking to buy a pair of "runners."

### General Terms:

"Soft Day, thank God"  It's raining, but only drizzling, not lashing.

"Lashing Rain"  the rain comes at you sideways, so you need two umbrellas, one for your top half and the other one to hold down and keep your legs dry.

“Yoke” 🍀 a generally descriptive word used when you don’t know what something is called. It has nothing to do with an egg. Example; “Where did you put that yoke for frying an egg?”

“Footpath” 🍀 is what you walk on in a town (called “sidewalk” in America).

“Your Man” 🍀 Ladies, this has nothing to do with your husband. It’s what we Irish call a fella when we don’t know his name. Example; “Who’s your man?”

“Your One” 🍀 What a woman is called when you don’t know her name. Also refers to the girlfriend.

“Lift” 🍀 Elevator

“Getting a Lift” 🍀 To get picked up as a passenger (in America 🔄 to get a ride) in a car.

“A Ride” 🍀 An attractive man or woman, Example: “Your one there is a right ride.”

“Craic” 🍀 Fun. Has nothing to do with drugs. Example; “What’s the craic?,” “Have you any craic?,” “The craic was 90,” “Man dear, the Wexford AGM was fierce good craic.”

### Bar Behaviour:

Pints are the most common drink for men. If you are drinking Guinness for the first time, don’t be worried of you can only manage a few pints at a time. When I started drinking Guinness, my friend who was also 20, but who had been at it for a few years at that stage, gave me this advice; “The first dozen pints are the hardest.” If you are drinking with Irish men, don’t forget that

membership in the “inner circle” means never missing your “round.” Clan wars have begun and partnerships dissolved over the missing of a round. When buying your round, make sure to have cash. If you whip out your credit card when it is your round, your drinking partners will look at you like you have two heads.

If you order a mixed drink, such as a vodka and tonic, you will have to buy vodka and a separate bottle of tonic water. Irish whiskey is often referred to as a “half one,” or a “small one.” You’ll never have to complain about getting too much ice in your glass. You may even have to wait until the bar man puts an ice tray into the freezer.

At the end of the night, there will be singing. It doesn’t matter if you can sing or not, you will sing at the end of the night! 🎵

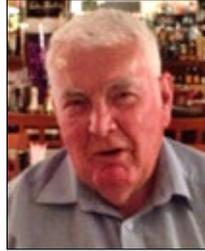




## 2013 AGM Host and Former CII President Responds To Survey



In this excerpt, AGM conference host Derek Nally responds to questions about privacy legislation and offers insight into the future of the investigative profession.

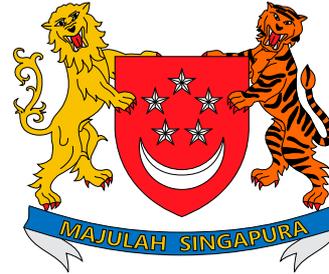


1. How did you come to become an investigator?  
**A** *I became a public investigator (police) as a career 56 years ago. When I came to minimum retirement age 26 years ago I decided to remain as an investigator albeit in the private sector.*
2. Was there any licensing in place, and if so, was any testing required?  
**A** *No licensing is required as still does not exist in Ireland for Private Investigators.*
3. When you first started your investigator's career, what, if any privacy concerns were a parameter of the profession, and what were the parameters?  
**A** *As for licensing privacy concerns did not exist when I first commenced as a private investigator. It was only in the last 15 years that privacy and data protection reared it's head.*
4. How have privacy issues emerged, or changed since you started your career?  
**A** *The entire topic, i.e., "Privacy & Data Protection" has now become a very important issue in Ireland and is strictly controlled within the European Union.*
5. How has the privacy issue impacted your business?  
**A** *This has had serious repercussions within the business as a whole, particularly in countries where basic information is tightly controlled by the authorities.*
6. What, if any reasons did you have for joining an international organization?  
**A** *I have always been a believer in a fraternity, and I feel that it is extremely important that people associate and exchange information as well as perspectives, on a global basis. For this reason as soon as I could, I joined the exemplary CII.*
7. When did you first join CII and who mentored you into the organization?  
**A** *I joined CII in 1988 (25 years ago) having researching my various options. I had no mentor at the outset but was later encouraged to apply for the Board by the late John Swain, UK.*
8. When did you serve as president and what were the most challenging issues facing the profession?  
**A** *I served as President in the year 1991. The greatest issue at the time was addressing an issue with a problem member — no more said!*
9. What were the most challenging issues facing your presidency?  
**A** *To be frank I never felt a challenge. My one goal was to maintain the high standards that existed within the organization.*
10. Where do you see the future of organizations, such as CII, in light of the Internet and other technological advances, in the next ten years?  
**A** *I believe irrespective of the technological changes there will always be a need for a quality organization to represent the membership so I would see the future as secure.*
11. Do you see a role for continuing education as part of that strategic planning?  
**A** *Yes – by all means!*
12. Do you see a role for CII in responding to privacy issues, and if so, what?  
**A** *I believe the CII should play an active role in shaping future policy in this field. It is important to point out that the control of information is advantageous to the person who has something to hide, i.e., criminals and fraudsters more than protecting the law abiding citizen who has little to lose in the main. ☐*

# Getting information in SINGAPORE

By Sheila Ann Ponnosamy, Operations Director, *Mainguard International (S) Pte Ltd*, [www.mainguard-intl.com.sg](http://www.mainguard-intl.com.sg)

Singapore has a population of slightly above 5 million. All individuals have to carry an identification card in Singapore and all companies are required to be registered with the Accounting and Corporate Authority.



Only a very limited and very basic due diligence can be done through Internet searches and publicly available information. A due diligence with some substance will still require investigators to retrieve proprietary information who have stored information from databases. As with all

databases, information can also be obsolete as it cannot be updated as regularly due to costs, and hence accuracy is compromised. Discreet enquiries, site visits are still necessary for an accurate and professional due diligence report and hence the reliance on private investigators to retrieve the information – for personal or business purposes.



Information about individuals or business entities in Singapore is stored digitally within various government departments. Access to these online sources is limited. Information on individuals is stored electronically and accessible by identification card number or FIN numbers (for foreigners residing in Singapore) only. And in order to access it, one may have to physically visit the relevant office and complete a form providing all of their identifiers.



Sometimes an identification card number is not sufficient to access the information. One must also provide the issue date on the identification card or other specific details. These measures were instituted for privacy and make it difficult for someone who is not the individual himself (or the identification card holder) to retrieve the information.

Even in legal cases, litigation information that is publicly available in the civil courts – High Courts, Subordinate Courts, Supreme Courts, can only be retrieved once the case number is known. The requester must be a party to the dispute or a lawyer representing the parties if the file is requested.

## Company Registrations

All businesses including sole proprietorships, partnerships, companies and corporations must be registered with the Accounting and Corporate Regulatory of Singapore. Available information include authorized capital, shareholding of company, directors and shareholders. Financial information if the company is not exempted from lodgement can be accessed too.

While companies may provide a registered address, they may be operating from a different location. Hence site visits to company's location are always recommended. Information about the company can be accessed with the exact company name OR registration number. In order to identify companies owned by an individual, the individual's identification number must be provided.

## Litigation

Information stored on a person is only accessed by the identification number.

Litigation history including civil suits, writ of summons, etc. can be retrieved from the Subordinate courts, High Court and Supreme Courts and bankruptcy petitions can be retrieved from the Insolvency and Public Trustee Office both online and in person. The public information includes the name of the plaintiff, defendant, the case file date, case status and the damage awarded; however, the case number is required. Unlike the United States, you cannot search litigation history by name. Details of the case files are only available to parties of the case and their attorneys.

## Vehicle Registration and Driver's Licenses

There is no public access information regarding vehicle ownership. This information is obtained through discreet inquiries or surveillance.

To determine if a person has a valid driver's license, the Traffic Police can provide this information if you have the ID number, date of issue and date of birth of the driver.



## Personal Data Statistics



All birth and deaths in Singapore are registered with the Immigration and Checkpoint Authority. This office produces the National Identity Card, Passports, Birth and Death Certificates.



In addition to traditional and customary rites of marriage in Singapore, marriages must be registered at the Civil Registry of Marriages or the Syariah Court. Divorce documents are available at the Family Court, Supreme Court or Syariah Court.

Requests for copies of a birth, death or marriage certificate can only be made by the individual or attorney who represents the family. Unlike the west, even insurance companies are prohibited.

## Personal Assets

The Inland Revenue Authority in Singapore has records of all property owners in Singapore who pay property tax.

An address is required in order to access the information by database. Information such as caveats, mortgages, past or present ownerships, is being held by the The Singapore Land Authority. There are no resources for property ownership by name or identification number. Lead generation is required for asset research in order to determine possible addresses. We can then verify the owner.

## Records

Criminal records are not public information in Singapore. A lawyer who is not working on a case for the particular individual will not be able to request for the information.

The individual can obtain a Certificate of Clearance from the Criminal Investigations Department for employment or official purposes and has to complete a form in person. He can also apply online for the certified true copies of the reports and documents and criminal records.

To determine the criminal status of an individual, discreet enquiries and media and deep web searches are not done to determine the probability of the individual having committed a crime.

## Professional Licensing

Professional licensing records are maintained by the associations headquarters concerned. For instance, the Singapore Medical Council will have a list of doctors they certify for practice.

## Education Records

Education in Singapore can only be verified upon written request and with the individual's authorization.

➔ [continues on next page](#)

### Employment Records

An authorization from the former employee is generally required in order to verify dates of previous employment. Even then, most corporations will not provide a reference for a former employee. Discreet inquiries are still used in employment checks.

### Media Information

In Singapore, major newspapers articles and news publications are stored online and these databases are made available the public at the libraries. News articles that are dated are stored on microfilm.

### Other Sources

Trade divisions at embassies, and chambers may have a library comprising of publications and major industry trade journals. ☐

### About the Author

*Sheila Ponnosamy is the Operations Director for her family business, Mainguard International (S) Pte Ltd and as such has over 12 years of experience as a private investigator specializing in corporate investigations. Sheila was elected International Investigator of the Year in 2011 for the Council of International Investigators and was interviewed by PI Declassified in the USA. She remains one of the few women, particularly in Asia who is active in the private investigations industry. Sheila can be contacted at: [sheila.p@mainguard-intl.com.sg](mailto:sheila.p@mainguard-intl.com.sg)*

## Member News >

### OBITUARY: Past President Peter Arthur Heims 20th December, 1929 – 26th April, 2013 | BY Alan Marr

Peter's funeral was pure showmanship! Over 200 friends attended the celebration of Peter's life at the crematorium in Leatherhead, Surrey, U.K. The procession was headed by a Parachute Regiment Association flag bearer, followed by a funeral carriage drawn by two black horses in full mourning livery. This was followed by two Regimental mascots, (Shetland ponies) in full parade dress, escorted by two Regimental handlers in full uniform. (Peter had sponsored the mascots for over 20 years) The coffin was draped in the Union flag and his Parachute beret was on top with a large wreath of flowers.

The service included Frank Sinatra's "I did it my way," and tributes were paid by Tony Imossi, President of the Association of British Investigators and Chris Pelley of the Rotary Club of Leatherhead. Finally a bugler played "The Last Post" and "Reveille."

Past President Chris Brogan, member Stuart Price, and I represented the members of C.I.I.

Peter was member of the British Army's Parachute Regiment between 1947 and 1953. He then applied to become a police officer, but at that time officers had to be five eight inches and Peter was sadly a little short. He then joined a professional investigation company and quickly learnt his trade and in 1962 he started his own agency which thrived until last year when he retired. He was a larger than life character, a Rotarian, a Freemason, a Liveryman and a Freeman of the City of London. He was also an author, publisher, after dinner speaker, charity fundraiser and a campaigner for licensing of P.I's in the U.K.

Peter was a good friend and an inspiration with his sense of humour and zest for life. His widow Iris expressed her thanks to the many cards of condolence received from C.I.I. members. ☐

➔ [Member News continues on next page](#)

## PI and Novelist Frank Ritter releases latest thriller “The Killing Games”

Frank Ritter, the author of the investigative personal injury “bible,” Successful Personal Injury Investigation, has been a PI nearly 40 years and a CII member for 16 years. He is also a multiple-award winning playwright and novelist. On 6/12/2013 his first novel, *The Killing Games*, was published at Amazon.com’s Kindle division.



It is a “thriller” story of terrorists’ attempted attacks at the 1984 Olympic Games in Los Angeles. Their plans are thwarted by a Green Beret, a CIA agent and a female PI. If it were a movie the action would be R-rated and its passion would be X-rated. It will be FREE for download to Kindle Fire or your computer on July 2, 2013, on July 18, 2013, and again on August 2, 2013. ☐

## Congratulations to Nancy Poss Hatchl!



Nancy Poss Hatchl is a great grandmother to FINNEAS BUCKEYE LEE born on June 19, 2013 ☐

## A New Tradition: The Nordic Intelligence Summit

BY Anne Styren, Profile Intelligence AB

In early June a couple of CII members gathered along with a select group of investigative experts in the beautiful little town of Sigtuna near Stockholm in Sweden. Among the eight participants representing four countries we spoke Swedish, Norwegian, Danish, Finnish, French, English, German, Russian, Portuguese, Estonian and Croatian.

We found we have expertise in business and personal (domestic) investigations, genealogy and skip tracing, competitive intelligence, insurance fraud, and trademark infringement. Our skill set included interviewing, research, surveillance and security.

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*We also discussed the cultural disparities of our Nordic countries — there are so many things that differ, even if we are very close!*

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Our group not only had clients in all the Nordic countries but several global clients as well. The PI’s in attendance had an exhaustive list of professional memberships including CII, WAD, ABI, ASIS, NSD and others which provides an extensive network both in expertise and geographical presence.

The reason for our meeting, so boldly named the Nordic Intelligence Summit, was networking. I, Anne Styren initiated the summit. Even though I knew all attendees but one, the meeting gave the rest of the group the opportunity to meet one another. There were an equal number of males and females which was unusual given this professions tendency to be male dominated.

Quite a lot of time was spent on presentations, not primarily of our companies but of ourselves. One never knows when knowledge about fast cars or motorcycles, of marathon running, lobster fishing, golfing, archaeology or gardening might come

in handy! And talking about our background and private interests also gives a very nice picture of “who we are.” Swapping stories was also great fun!

Naturally we also spoke about our various expert areas and discussed how we can use each other’s skills and knowledge more now that we know each other better. Because despite all good intentions it is not always easy to initiate co-operation; we often forget to suggest to our client that we know experts in other areas that could add interesting material to a project. Or perhaps it might feel quicker to DIY in a neighboring country. But as one participant pointed out – “even if I could do it in principle, it would still take more time for me. I’ll definitely gain by using a subcontractor in another country even if I can speak the language on a passable level.” We agreed that some preliminary fact-finding is easiest done by one-self if possible, but that the actual research, the interviews as so is more efficiently done by a local. And that now that we’ve met it will also be easier to remember each other’s expert areas and to check if someone can help with a project.

We also discussed the cultural disparities of our Nordic countries – there are so many things that differ, even if we are very close! It may be more or less common knowledge that Swedes need consensus, that they prepare a lot, discuss and debate before actually making something. And that the Finns prefer to act at once, get it done and then discuss the errors along the way. There are also huge differences in local culture between the far north and south in the geographically large Nordic countries but it is

perhaps news to most that the very same strong cultural differences also occur in Denmark – a very small country. Thus preparing an interview with a Dane in Jutland where business is kept close to the heart and answers to questions come with difficulty, might need a lot more consideration than if the interview took place somewhere else in Denmark where the culture is more open.

We also mentioned the mutual history as our countries, historically, have had various unions and still have close collaboration. An interesting observation relates to counties in Sweden and Finland that seems wrongly named: Västerbotten (väst=west) is located on Sweden’s Eastern side, where as Österbotten (öst=east) is located on Finland’s western side. Seems strange today, but when the countries were one and the Baltic Sea the divider, the naming made perfect sense.

On the whole this was a very productive day and a great opportunity for learning – the same way we learn from each other when we meet at CII regional or annual meetings.

The Nordic Summit was sort of a private initiative as I wanted some of the most important persons in my Nordic network to meet each other to stimulate co-operation. It was a fairly structured affair; we all prepared material in advance and we sat down for most of the day and actually followed an agenda. I hope this mini report of our meeting encourages others to do something similar. It is truly a very positive thing to do. ☺



## Reach Investigators From All Over The World!



**the gathering**  
IRELAND 2013  
thegatheringireland.com

**2013 Annual General Meeting**  
17–21 September 2013  
Riverside Park Hotel & Leisure Club  
Enniscorthy, Co. Wexford, Ireland

**T**ake advantage of this opportunity to reach your target market effectively and efficiently at the CII Annual General Meeting!

The Council of International Investigators (CII) is a 300+ international member organization known for its standards of integrity, ethics, and mutual trust. CII is considered a spokesman for ethical investigators throughout the world with a rich tradition and reputation for excellence.

We will have speakers and advisors for you to meet with from the Americas, Europe, India, the Far East and Africa to share their experience of the bad, the good, and all the opportunities for collaboration in their countries. We will provide sponsors and advertisers an intimate setting in which to have personal interaction with investigators from all over the world. **Don't miss this unprecedented exposure** to showcase your products and services to an

audience of investigators from the Americas, Asia, Europe, Far East, Australia, and Africa!

### CII supports your investment in a variety of ways:

- Opportunity to *network from breakfast through dinner with attendees*
- Timely and relevant educational programming will draw an audience of more than 75 investigators
- Sponsorship opportunities available to showcase your company through logo placement on signage and promotional materials
- Listing in conference program with company logo (mailed to all CII members regardless of attendance)
- Listing on the conference website with a link to company website, contact information and a description of your products and services

*See the website for more details!*

## Transportation Arrangements

**T**ransportation from Dublin airport to Enniscorthy will be provided for those arriving during the morning hours on:

- Sunday September 15th
- Monday September 16th
- Tuesday September 17th
- Please email your arrival date, airline traveling on, flight number, how many people in your party, hotel, and your departure date to Tony Fagan at [tonyfagan21941@gmail.com](mailto:tonyfagan21941@gmail.com).

➔ *AGM News continues on next page*

# AGM Auction

The much loved AGM auction will once again take place in Wexford this year. A great night's "craic" is guaranteed to one and all. As in the past, the proceeds raised during the evening will be donated to a worthy charity.



I am trying to organize a famous Irish painter (no, not Joan Nally!) to donate one of his works. He is Philip Corley (mainly based in West Palm Beach, but currently painting "disappearing Ireland" back home) and I am hoping I can get his son to come and present the work of art to give it a more personal feeling. — Slan



# 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. 📧

