



INDIANA ASSOCIATION OF PROFESSIONAL INVESTIGATORS, INC.  
TRAINING SEMINAR AGENDA  
23 & 24 APRIL 2010

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**Friday, 23 April 2010**

- 12:30 p.m. – 1:00 p.m. Registration & Welcome
- 1:00 p.m. – 1:50 p.m. **“Educate to Legislate”** - *Peter Psarouthakis* – Chairman of the Executive Committee for Investigative & Security Professionals for Legislative Action (“ISPLA”) will discuss current issues affecting our industry. Web: [www.ispla.org](http://www.ispla.org)
- 2:00 p.m. – 3:20 p.m. **“Marketing your PI Business”** - *Deborah Daily* – President of “Buckaroo Marketing | New Media will review current marketing trends to include social networking sites. Web: [www.gobuckaroo.com](http://www.gobuckaroo.com)
- 3:30 p.m. – 4:20 p.m. **“Making Money at Bail Enforcement & Fugitive Recovery”** - *Warren Levicoff* - International Detective Services will discuss how to make money at these activities without actually doing the field work.
- 4:30 p.m. – 5:30 p.m. **“Indiana K9 Search & Recovery”** - *Leah Snyder* and her team of dog handlers will perform a live demonstration of what these canines can do. <http://indianak9sar.org/>
- 6:00 p.m. – 11:00 p.m. Social & Networking Hour – Light refreshments provided by IAPI.

**Saturday, 24 April 2010**

- 8:00 a.m. – 9:00 a.m. Registration & Welcome
- 9:00 a.m. – 10:20 a.m. **“Cell Tower Data & Cell Phone Analysis”** - *Michael J. O’Kelly* – Attendees will observe an actual cell device data acquisition and then see how it is processed into a concise, detailed report.
- 10:30 a.m. – 11:50 a.m. **“Surveillance Techniques”** - *Ed Spicer, CFC*, Ocean States Investigative Group, LLC will discuss pre-surveillance, actual surveillance, troubleshooting while on surveillance and more... [www.oceanstatesinv.com](http://www.oceanstatesinv.com)
- 12:00 p.m. – 12:50 p.m. LUNCH – Buffet-style provided by IAPI at the Hotel.
- 1:00 p.m. – 2:20 p.m. **“Criminal Defense Investigations”** - *Russell Kolins, PI, CCDI, BSSM* - Russell Kolins Associates will discuss liquor liability and premise security issues to include real case testimony and depositions.
- 2:30 p.m. – 4:15 p.m. **“Attorney Panel”** – A professional panel consisting of a Criminal Defense, Plaintiff, Domestic and Insurance Defense Attorney who will discuss traits of an investigator and useful information for each particular area of practice.
- 4:30 p.m. Adjournment