



INTERNATIONAL ASSOCIATION
of INTERVIEWERS

Why attend Elite Training Day?

2017 **ELITE**
TRAINING DAY

Be visible, engaged and connected with industry leaders.

April 4-5, 2017
Chicago, IL

Why attend Elite Training Day?



INTERNATIONAL ASSOCIATION
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ELITE TRAINING DAY

The Elite Training Day Events have key topics presented by industry professionals. Elite Training Day was created by IAI for CFI's to promote their educational growth as elite interviewers. Over 200 professional interviewers attended the past few Elite Training Day Events. Attendees ranged from CEO's, Directors, and Managers to Store Associates and Law Enforcement. CFIs and IAI members receive discounted pricing to attend the Elite Training Day Event.

WHO ATTENDS ELITE TRAINING DAY?

Anyone interested in becoming an elite interviewer should attend. Elite Training Day is the only event of its kind focused on the craft of interviewing and interrogation.

High-level executives from various disciplines have attended including:

- All levels of Loss Prevention/Asset Protection
- Law Enforcement
- Human Resource Professionals
- Inspector Generals
- Auditors
- Government Officials
- Educators

PAST ATTENDEE FEEDBACK

“Good Reasons, but Wrong Decisions” presented by **Harvin Moore**

Feedback:

“Very powerful presentation. This type of presentation should be at every event. We all face tough situations at times, including pressures from superiors, that may give us that pause...that moment where we might begin to rationalize making a questionable decision. This type of presentation solidifies our philosophy that we need to always be on guard. Thank you!”

“Suspicion Indicators Recognition & Assessment (SIRA): Proactive Security System” presented by **Michael Rozin**

Feedback:

“This was very high level and kept my attention. He presented some interesting strategies on threat assessment.”

“Leadership: The Transition from Being an Expert Tactician TO a Strategic Visionary” presented by **Chris McDonald** and **Gary Moncur, CFI**

Feedback:

“This is the reason you see more and more CFIs move in to leadership roles...”

“Status of Interviewing and Detection of Deception” presented by **Ray Bull**

Feedback:

“Professor Bull is THE expert!! Very few people have the discipline to develop research which is of practical use to people outside the university environment... Professor Bull is definitely one of the best!!”

2017 Speakers



DR. JACK SCHAFER

Professor/Author

Dr. Jack Schafer is a professor at Western Illinois University in the Law Enforcement and Justice Administration (LEJA) Department. He is a retired FBI Special Agent. He served as behavioral analyst assigned to FBI's National Security Behavioral Analysis Program. He authored a book titled *"Psychological Narrative Analysis: A Professional Method to Detect Deception in Written and Oral Communications."* He also co-authored a book titled *"Advanced Interviewing Techniques: Proven strategies for Law Enforcement, Military, and Security Personnel."* Dr. Schafer is the author of *The Like Switch: An Ex-FBI Agent's Guide to Influencing, Attracting, and Winning People Over.* His presentation for Elite Training Day 2017 is titled *"Catch a Liar."*



LISA MITCHELL

Communications Expert, Executive Coach & Founder, Power Body Language

Lisa Mitchell is a Communications Expert, Executive Coach, and Founder of Power Body Language. As a Certified Body Language Trainer and non verbal skills coach, she specializes in programs that empower leaders to communicate with confidence, increase their influence, and negotiate with results. Lisa helps executives master their first impression and take control of their non verbal communication to be more effective in all areas of their lives, professionally and personally.

Lisa has been featured on ABC, NBC, CBS, FOX, Indy Style, and WIBC as an expert commentator on the science of human lie detection and decoding non verbal cues, including analysis of body language of political candidates and professional athletes.

AGENDA

APRIL 4, 2017

12:00 pm	Registration and Networking
1:00 pm	Welcome
1:15 pm	Presentation
4:15 pm	Scholarship Drawings
7:30 pm	Networking Event

APRIL 5, 2017

8:30 am	Registration and Networking
9:00 am	Presentations
12:00 pm	Lunch
1:15 pm	CFI of the Year
1:30 pm	Presentations
4:15 pm	Questions from the Field
4:30 pm	Closing

2016 SPONSORS

GENERAL DYNAMICS
Information Technology



HEAR WHAT YOUR PEERS ARE SAYING ABOUT ELITE TRAINING DAY!

- “The value and presentations presented are always top-notch!”
- “Elite Training has never failed to deliver great content, A-List speakers and unique networking opportunities.”
- “It’s very difficult to top what is already the best training of the year!”
- “Of every event I attend all year, Elite Training Day is the best value from a content and learning perspective!”
- “No matter if you are in LP, HR or Law Enforcement, the content is exceptionally relevant!”
- “Excellent refresher on the basics but always learning something new for my interviewing arsenal!”

PAST TOPICS

- *Good Reasons, but Wrong Decisions* by Harvin Moore
- *Suspicion Indicators Recognition & Assessment (SIRA): Proactive Security System* by Michael Rozin
- *Leadership; The Transition from Being an Expert Tactician TO a Strategic Visionary* by Chris McDonald and Gary Moncur, CFI
- *Status of Interviewing and Detection of Deception* by Ray Bull
- *Top 10 Things You Need to Know When Investigating High Level Executives* by Allison West, Esq., SPHR
- *The Exception You’re Missing: Investigating Disbursement Fraud. How to Monitor Risk and Best Practices* by John Brocar, CFE, CFI
- *The Real Facts about Fact Finding Interviews* by Dave Zulawski, CFI, CFE
- *Statement Analysis® Interviewing Techniques: Learn to Analyze a Verbal and Written Statement to Detect Deception* by Mark McClish
- *The Biggest Secrets for being Completely Prepared for Court* by Miranda Rapport
- *Gang Interviewing & Investigations* by John Guzman, CFI
- *Communication Theory, Applying Academic Research to our Field* by Michael Reddington, CFI
- *False Confessions* by Dr. Richard Ofshe
- *Linguistics as a Tool for Interviewing and Investigation* by Dr. Carole Chaski
- *Facial Expression Recognition, Smile Tests, and MicroExpressions* by Dr. David Matsumoto
- *How Interviews have helped the FBI in a Famous International Kidnapping Case* by Richard Manning, CFI
- *Expanding on the Use of the Participatory Approach* by David Zulawski, CFI
- *The Reid Technique, The Risk of False Confessions, and Some Suggested Remedies* by Steve Kaplan
- *Behavioral-based Interviewing Techniques: Taking Criminal Personalities Into Account* by Special Agent Mike Yoder
- *Dassey Interrogations Practical Review* by Dave Thompson, CFI
- *The PEACE Model of Interviewing Explained and Hallmarks of a Good Investigation* by Dr. Andy Griffiths

ABOUT THE INTERNATIONAL ASSOCIATION OF INTERVIEWERS

The International Association of Interviewers (IAI) is the only association specifically for CFI designees as well as all those dedicated to the art of interviewing and interrogation. IAI’s mission is to provide educational, business and networking opportunities to interviewers from all disciplines through valuable resources such as instructive events, useful Web content, exclusive Webinars and much more. To learn more about IAI membership and existing educational resources visit www.certifiedinterviewer.com.



Founded by the leaders in Interview and Interrogation Training Wicklander-Zulawski & Associates

WE ARE THE INTERNATIONAL ASSOCIATION OF INTERVIEWERS

2,500+ IAI MEMBERS

1,800+ NUMBER OF CFIs

Committed ◦ Professional ◦ Dedicated ◦ Certified ◦ Elite

In the past few years...

100+ Promotions of CFIs to Director and Vice Presidents

250+ Executive level CFIs promoted