



INTERNATIONAL ASSOCIATION
of INTERVIEWERS

Why attend Elite Training Day?

2018 **ELITE**
TRAINING DAY

Be visible, engaged and connected with industry leaders.

April 11-12, 2018
Chicago, IL

Why attend Elite Training Day?



INTERNATIONAL ASSOCIATION
of INTERVIEWERS

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!!”

2018 Speakers



DR. SAUL KASSIR

Professor of Psychology at John Jay College of Criminal Justice
Massachusetts Professor Emeritus at Williams College, in Williamstown, MA

He received his Ph.D. at the University of Connecticut. He later served as a postdoctoral research fellow at the University of Kansas; taught at Purdue University; served as a U. S. Supreme Court Judicial Fellow, working at the Federal Judicial Center; and was a postdoctoral research fellow and visiting professor at Stanford University.

Dr. Kassir is author of *Psychology* (Prentice Hall, 4th edition) and *Psychology in Modules* (Pearson Custom Publishing). Along with Steven Fein and Hazel Markus, he is also lead author of *Social Psychology* (10th edition), published by Cengage Learning. He has published numerous research articles and book chapters and has co-authored or edited various scholarly books, including: *Confessions in the Courtroom*, *The Psychology of Evidence and Trial Procedure*, *The American Jury on Trial: Psychological Perspectives*, and *Developmental Social Psychology*.



MICHAEL REDDINGTON, CFI

Michael Reddington, CFI is an executive resource, Vice President of Executive Education for Wicklander-Zulawski and Associates and the developer of the Disciplined Listening Method. Michael has conducted hundreds of seminars and trained thousands of participants around the world. He combines his expertise in non-confrontational interview and interrogation techniques and business experience to deliver interactive programs and provide immediate value for attendees and their organizations.

AGENDA

APRIL 11, 2018	
8:30 am	Registration and Networking
9:00 pm	Presentations
12:00 pm	Lunch
1:15 pm	Presentations
4:45 pm	Closing
7:30 pm	Networking Event
APRIL 12, 2018	
8:30 am	Networking
9:00 am	Presentations
12:30 pm	Closing

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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
- *The Interviewer’s Behavior* by Lisa Mitchell
- *Catch a Liar* by Dr. Jack Schafer
- *Informing Your Prosecutor* by David Williams
- *Dark Web Investigations* by Angelo Floiran

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