

WELCOME WINTER 2021-2022

Greetings and welcome to the Winter 2021-2022 issue of the PALI Guidon.

The PALI Guidon is aimed at providing information, initiatives, incentives, and the occasional interesting bit of worthless information pertaining to PALI, the members, and the industry.

The "Year in Review" edition brings with it President Law's farewell address, 2022 PALI Conference Dates, 2021 PALI Conference Photos, a look at the 2021 PALI Investigator of the Year, A few "Tips and Tricks" to navigate the PALI Chat group, several interesting articles on PI issues, an update on the Pennsylvania Private Detectives Act of 1953 and a Memorial Page for PALI Members who have passed in 2021.

Throughout the Year, any member who has any interesting information pertaining to a member, in the news, a new book being published, an important case being solved etc. can forward the information to me for inclusion into the Newsletter.

Members are also encouraged to submit articles they have written and request they be published in the PALI Guidon.

This newsletter is completely digital by design. It is produced in this fashion to direct traffic to the PALI website. Members will be able to share it by copying the PDF as well as direct traffic to the PALI site in the hopes of creating increased awareness of the Association, what it stands for and what it does. As we grow as a digital footprint, so shall the newsletter reaching Attorneys, District Attorneys, Law Enforcement, Security and others who share the same or similar passion, vocation and avocation of PALI.

As we quickly approach Christmas and New Year's, Sandy and I would like to wish all of you a very safe, healthy, and happy holiday season.

Stay safe,

Frank

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Hello, Colleagues!

I'm relieved that I am writing this and not speaking before you, as there would be a bit of a "catch" in my throat. This will be my last letter to you as President. On one hand, these past two years have flown by, and on the other, it seemed I had been cast in the movie "Groundhog Day." As a result of the pandemic, we have survived as best we could, but it has taken its toll on all of us.

I want to share, once again, that which has been a source of contention and by far the biggest complaint I've received over the past two years. That is, the amount of commentary and e-mails going back and forth on the PALI chat. This has been addressed several times in the past, but since there has been an influx of complaints in the last week alone, I'm going to address it again.

It appears that clarification needs to be addressed again regarding the **two different**

listservs and their functions. The MAIN listserv is the one which is most helpful:

<u>Main@palimembers.groups.io</u>. The CHAT (which has been the source of so many comments of late) is: <u>PaliChat@palimembers.groups.io</u>. The "rules" for posts for that one have been more lenient. The board will be discussing those rules at their board meeting in January. I'm suggesting that no political and/or religious commentary be listed. We live in a heated world right now and everyone has an opinion. If those people are hell-bent on expressing their opinions, they may do that directly to the writer without clogging up everyone's e-mail.

Also, it appears that some of you don't have the function to hit "**reply to sender**" on your phones. I do on my iPhone, I've asked three other colleagues who all say they have it as well, but one person says he does not. If that is the case, then just delay writing your response to the sender only when you can get to your laptop in your home and/or office, we'd have a lot less e-mails to go through. If you're not sure, if you go to hit "reply" (**BEFORE** you press 'send') and it shows the words: "PaliChat@palimembers.groups.io" then you know you will be sending your comment to **EVERYONE on the chat.** Meaning no disrespect to anyone, not everyone is interested in the answer or opinion you may have. Many of us belong to other organizations and have a whole boatload of emails to go through. We continue to see requests for advice or to handle investigations on the CHAT. Be aware that MANY members don't choose to be ON the chat, so your requests may go by the wayside of someone who has knowledge to help you. I hope that clears it up a little better.

On a lighter note, I was able to check off several things on my bucket list this year, one of them being vacationing in London, Paris and Barcelona. I booked a 10-day trip. My husband, Stephen's only living relative, his cousin, Patte, moved to the U.K. well over 30 years ago. He never had an address for her and hadn't seen her in all of those years. I found her and we flew to London to meet her and her son. It was a wonderful reunion and we bonded immediately. After seeing all of the tourist sites, a ride on the River Thames, Buckingham Palace and a shopping spree to Harrod's of London, we flew to Paris

and met a friend and colleague who is a fellow Intellenet member. We had a 10-course dinner over a five-hour period, and then he and his wife took us on a personal tour. The dinner cruise on the River Seine was exquisite and the Eiffel Tower, lit up at night, took our breath away. For my husband's sake, I agreed to go on a hot-air balloon ride in Barcelona over the Montserrat Mountains, almost hitting high power tension lines and nearly landing on a four-lane busy highway. Did I mention I'm afraid of heights? They offered a champagne toast when we landed, and I asked for the bottle and a straw instead of the glass flute. My knuckles are still white. All in all, we had a wonderful time. The only glitches were as a result of the Rapid Flow PCR Tests they require you take. We took three tests, all of which were negative, but they didn't even look at the results.

My fourth book, *Back Story,* is almost finished. My research has taken longer than expected and the interviews I've conducted have taken me on additional avenues. It's as if the book has taken on a life of its own.

Our 2022 Conference at the Hershey Lodge September 12th and 13th is right on target. We have an excellent array of speakers and topics lined up. Marc Bourne, Bill Everman and I have this down to a science now.

I want to take this opportunity to congratulate Rick Carpenter as incoming president. We'll be in good hands. I also want to thank the Board of Directors, as well as Lindsay Kowalski for their input and support over the past two years. I'm looking forward to serving as Chairman of the Board for at least the next two years.

I wish all of you the Merriest of Christmases, Happy Holidays and Happy, Healthy New Year!

With Warm Regards,

7 Eleen

Eileen Law, President VSM, CMP

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In the Military, and within any para-military organization, there is considerable pride taken in the "Passing of the Guidon."

During any change of Command, changing of the Guard or Change in Responsibilities ceremonies, the passing of the guidon is a critically significant step that identifies something of importance is going on.

Spend any amount of time on a military installation and you will witness something similar to this:

Four people march out and stand in formation at attention, with the guidon bearer in front. (The Guidon Bearer for this type of ceremony is most often the senior enlisted member or first sergeant of a unit.) When the ceremony begins, the Guidon Bearer "posts" by taking a position behind the other three members who are usually the outgoing commander, the incoming commander, and the presiding officer. At the appointed time, the guidon bearer hands the guidon to the outgoing commander who then presents it to the presiding officer and says something to the effect of: "Sir/Ma'am, I relinquish command."

The presiding officer accepts the Guidon and then passes it to the incoming commander, who hands it back to the guidon bearer and says something to the effect of: "Sir/Ma'am, I accept command."

The significance of the "Passing" is not in the Commander coming or going, it is in the Guidon and the Guidon bearer herself. Of critical significance is that the Guidon and the Guidon Bearer during the ceremony. The same Guidon Bearer who hands the guidon to the outgoing commander accepts it back from the incoming commander. This signifies that:

"People, things and even times will change, but the organization shall live on."

For many of us, it will be hard to imagine a PALI without Eileen Law as President. Some new members only really know her as the President.

President Law has steered this "ship" through some rough water with an eloquent style that is all her own. Through a pandemic and social distancing, she has managed to not only "hold the fort" but to advance PALI forward increasing membership and spreading the mission.

A huge proponent of the re-write of the Private Detective Act of 1953, President Law, by keeping the membership up to date with the work that needs to be done in this arena, has succeeded in getting a PALI initiated re-write of the act in front of Republican Gubernatorial Candidate Lou Barletta who supports putting it into his Public Safety Agenda. (See Article on Private Detective Act of 1953 Re-Write in this edition.)

For those of you feeling sad and believing you will miss President Law, rest assured she will remain active as the Chairwoman of the Board as well as a member of the Conference Committee, trusted confidant, author extraordinaire and esteemed colleague.

As I hand President Law the guidon to relinquish command, it is bitter sweet for me. I have grown to trust her word and opinions as well as smile at her polite motherly warnings when we need to "Knock Off" our silliness on the PALI Chat. Perhaps I am jaded because she has been president during my time as Editor –in- Chief of the Guidon, perhaps I am still affected by the Presidents' Punch. Either way, President Law, thank you for all you

have done to advance PALI. For your interest and concern and for the professional way that you represented us all.

As President Law hands the Guidon to Chairman Everman, stepping back into the ranks, Chairman Everman will hand the Guidon to President Elect Carpenter and he shall boldly say: "Sir, I accept command."

The guidon shall be handed back to the guidon bearer, and under its banner, the membership shall continue to move forward. Should we falter or lose our way, we only need to look for the guidon to provide direction. For the guidon, represents PALI and our strength lies in our membership.

President Law, I wish you fair winds and following seas.

Stay safe,

Frank

ABOUT THE AUTHOR:

Frank DeAndrea, Jr. has over 35 years of Law Enforcement experience to include the United States Army Military Police, retired Pennsylvania State Police Sergeant, prior Chief of Police City of Hazleton, Pennsylvania and is the President of DeAndrea Investigations & Security LLC.

Mr. DeAndrea is a certified coroner, a court certified expert in fingerprint and footwear comparisons, evidence collection, crime scene processing, and photography. He collected the evidence in six serial rape investigations that was the test case for DNA Admissibility in Pennsylvania.

He designed the first Mobile Computer system for the Pennsylvania State Police along with the Automated License Plate Recognition (ALPR) solution. He also designed the Motorola mobile computer screen in his garage.

He is a Federal, State and Municipal Court Certified subject matter expert on police policy and procedure investigations and how to investigate police departments. He has written multiple regulations for state and municipal police departments and assisted in writing the Pennsylvania Gaming Regulations when he opened and commanded the first Pennsylvania State Police barracks at the first casino in Pennsylvania.

Mr. DeAndrea has spoken on Capitol Hill and the Pennsylvania State Capitol. He is a member of the Gubernatorial Candidate Public Safety Advisory board in the Commonwealth of Pennsylvania, he consults and trains federal and state congresspeople, senators, and representatives. He is a Lackawanna College Police Academy Instructor and frequently lectures to federal, state, and local law enforcement agencies and private investigators in police policy and procedure related issues. Frank can be reached at: Frank@DeAndrea.biz or (570) 233-1069.

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SAVE THE DATE 2022 PALI CONFERENCE HERSHEY LODGE HERSHEY, PA SEPTEMBER 12 & 13 2022

2022 PALI Annual Investigators Conference

September 12 and 13, 2022 Hershey Lodge Resort 325 University Drive Hershey, Pennsylvania 17033

President Law has announced that the 2022 annual PALI conference dates have been set. We'll be back at the Hershey Lodge Resort on Monday and Tuesday, **September 12th and 13th**, **2022.** Early registration will be on Sunday evening, September 11th.

A block of rooms has been set aside and more details will follow after the first of the year.

STAY TUNED!



2022-2023 PALI ELECTION OF OFFICER RESULTS

PALI ELECTION OF OFFICERS RESULTS

Congratulations to the 2022-2023 PALI Officers:

- President: Rick Carpenter
- First VP: Rod Troupe
- Second VP: Bob Kozura
- Secretary: Sean Hall Treasurer: Dennis Eberly
- Dennis Loen
- Region 1: Alex Soutos
- Region 2: Adam Nowicki
- Region 3: Chuck Kleber
- Region 4: Bill Everman, Scott Warner
- Region 5: George Galovich
- Region 6: Dennis Lagan

Directors At Large:

At Large 1 & 2: Marc Bourne At Large 3 & 4: Frank Valente At Large 5 & 6: Ed Linton



The following information was provided by PALI Member Charles Kleber <u>via</u> groups.io

Check out your opportunity to advertise on the PALI.org web site.

Go to the link below for more information. <u>https://pali.org/advertising-rates/</u>

If you have any questions, fill out the form on the page and the team will get back to you.

This is something new and still a work in progress.

Thanks Chuck Kleber

Below is the information from the link.

It is cut and pasted so if there are any questions, PLEASE fill out the form and the team will get back to you.

Advertise on the PALI Website

Advertising on the PALI website is a great way to reach website visitors while reinforcing your businesses' brand. Visitors and members visit the PALI website to learn about upcoming events, find licensed private investigators, maximize their PALI membership, and stay updated on current legislation.

Advertising Placement



Advertising Space	Туре	Location	Effect		Spots Available	Billing Model	Display Days	Pricing	
1 Home Page	Ad Banner	Middle of Page	Rotating with Link	3	728x90px	CPD	30/60/90	\$75/\$150/\$225	
2 Home Page	Ad Block	Bottom of Page	Rotating with Link	6	250x250px	CPD	90/180/ 365	\$150/285*/ \$547.50*	
3 Member Search Page	Ad Block #1	Right Side of Page	Rotating with Link	6	250x250px	CPD	90/180/ 365	\$150/\$285*/ \$547.50*	
4 Member Search Page	Ad Block #2	Right Side of Page	Rotating with Link	6	250x250px	CPD	90/180/ 365	\$150/\$285*/ \$547.50*	
5 Resources - Become a PI Page	Ad Block	Right Side of Page	Rotating with Link	6	250x250px	CPD	90/180/ 365	\$150/\$285*/ \$547.50*	
6 Members Only - Benefits Page	Ad Banner	Top of Page	Rotating with Link	3	728x90px	CPD	30/60/90	\$65/\$130/\$195	
7 Members Only - Benefits Page	Ad Block	Middle of Page	Rotating with Link	12	250x250px	CPD	90/180/ 365	\$120/\$228*/ \$438*	

CPD = Cost Per Day

* Price Discount of 5% and 10% on Ad Block Spaces

Currently, we are only offering two (2) ad sizes with seven (7) placement locations. Each will be presented in rotation along with other advertisers. Each of the ads can be linked to the advertiser's website or social page Ad Sizes: Banner 728 x 90px | Block 250 x 250px

Have questions, or need help with your ad design or placement, use our <u>advertising contact form</u> to reach the Advertising Team. Need a printable version of the **Website Advertising Rates & Placements** (1-page pdf), <u>click here</u>.

Complete Advertising Order Form

Advertising Disclaimer

The content of all advertisements on this site is written by the advertisers in order to reach the PALI membership and visitors to this website. PALI is not involved in the development of advertiser or sponsor content and makes no guarantee as to quality or fitness for a particular purpose of the goods or services provided by the advertiser. PALI will not be held legally liable, negligent, or responsible in any manner for any and all claims or damages arising from any actions, errors, or omissions caused by third parties (advertisers, sponsors, and merchants) who advertise or sponsor products or services on this website.



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PO. BOX 651 LEMONT, PA 16851-0651 PHONE: (610) 388-1776 EMAIL: USE OUR CONTACT FORM



Why we need to always stay vigilant! Letting your guard down only escalates the chances of you becoming a victim.

Safety experts agree the single most important factor in surviving a criminal attack is to have a personal safety strategy in place before it is needed. Preparedness for different situations will require various levels for different situations.

Regardless of where you are or what you are doing, I recommend the **S.I.P.D.E.** approach from my days of being an ATV safety instructor.



Scan your environment, this could be the parking lot, the mall your home, etc.

Identify potential safety and security hazards.

Predict what could happen if

Decide what actions you should take if something should occur.

Execute your decision, calmly and confidently!

Starting with Home Security:

- Is your home a safe place?
- FACTS:
 - Majority of sexual assaults take place in victims' homes
 - According to a U.S. Department of Justice study, if you are home when a criminal gains entry, there is a one in three chance of becoming a victim of violence.

Tips:

- Lighting inside the House and outside.
 - Bright Motion lights on the exterior of your property are great deterrents. Thieves do not like lights!
 - Motion lights and or lights on timers inside the house. There are several options to control lights from your cell phone or computer that are available at most home good stores.
 - Have all pathways illuminated.
- Keep your windows free of shrubs, trees and plants that can be used to conceal an intruder from breaking into your house via the windows. The more visible the windows are to the street and your neighbors, the less likely a burglar will use that as an entry point into the home.
- When setting up your new high definition 75-inch TV and other valuable electronics, do not advertise that to the perpetrators patrolling your neighborhood by just leaving the empty boxes outside. Instead, turn the boxes inside out, break them down into smaller pieces and put them out with the recyclables, so no one knows what you have in your house.
- Make sure your doors are secure and not an easy point of entry.
 - Front / Rear Door
 - Garage Doors
 - Door leading from your garage to the inside of your house
 - Sliding glass doors
 - Pet doors
- Alarms: There are numerous options for different alarms and price points. Anything is better than nothing.
- Stop your mail when you are away, hence it is not piling up in the mailbox.
- Do not advertise on social media platforms about going away, I.E., promoting to the would-be burglar, that you will not be home to protect your valuables. Instead, post all your pictures, etc. once you return from your trip.

Vehicle Security:

- This year there is a HUGE increase in thefts of Catalytic Converters because of the value of platinum. Vehicles parked in both residential and commercial lots are at risk of being targeted. We have seen these thefts take place at some of our client locations. One of the thefts was captured on our client's surveillance system, we reviewed the video footage of the theft and were amazed that it only took the thieves two minutes and fifty seconds from start to finish. That includes jacking the car up, cutting out the catalytic converter, putting the car down and driving away in their get a way car with the stolen catalytic convertor. When possible, keep your vehicles in your garage. If in your driveway have an alarm on the car and bright motion lights. Try to avoid leaving it parked overnight in any remote area or commercial parking lot.
- GPS Do not program in your home and label it as such. If there is a preset setting for home, program this to your nearest police department. For your home address, call it something else. If your vehicle is

ever stolen, there is no need to make it that simple for the thief to drive to your house, especially if he is the valet or your car is parked long term at the airport, etc.

- Always lock your car doors after entering or leaving your vehicle.
- Park in well-lighted areas.
- Have your car keys in your hand so you do not have to linger before entering your car.
- Check the interior of your vehicle for intruders before entering your car.
- If you think you are being followed, drive to a public place or a police department.

Personal Safety:

- Practice good safety habits.
 - Walk in pairs.
 - Park near lighted areas of the parking lots when possible.
- Safety is not always convenient.
- Stay alert and aware of your surroundings.
- Always act calm and confident like you know where you are going.
 - Do not look like a tourist even when you are. Criminals prey upon the week.
- Take a personal safety course.
- Walk close to the curb. Avoid doorways, bushes, and alleys where someone could hide.
- Do not respond to conversation from strangers on the street—continue walking.
- If you carry a purse, carry it securely between your arm and your body. Although a purse-snatcher's intent is to steal the purse, your personal safety may depend on not clinging to it.
- Personal protection Equipment (there are pros and cons to each of these):
 - o Gun
 - o Keys
 - o Knife
 - o Tasers
 - o Mace / Pepper Spray
 - Personal Panic Alarms
- Phone Apps for Personal Safety:
 - bSafe https://www.techsafety.org/bsafe/
 - NOONLIGHT https://www.noonlight.com/
 - o Lively https://www.lively.com/services-apps/lively-link/



USING S.I.P.D.E

What is your intuition telling you?

Have a strong level of awareness. Be prepared, think about different types of criminal confrontations you could find yourself involved in, then think about some ways you can react to those confrontations.

Flight or Fight?

Figure 1 USING S.I.P.D.E.

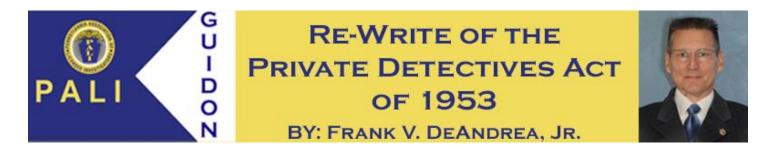
ABOUT THE AUTHOR:

Jeff Stein has been asked to speak at various venues on different topics including but not limited to; Safety & Security, Ethics, Investigative Techniques, Investigating Employee Misconduct, Real Estate Safety, Do I need a Security Force, Physical Security Devices, Refuse to be a Damsel in Distress, TiPS Certification & Training, Loss Prevention, Private Investigations, Wrongful Convictions and Criminal Defense Investigations.

If you do not see a topic listed, let him know, if he cannot present on that topic, we will help you find the right speaker for your organization. Contact 610-696-7799

Jeffrey Stein has more than thirty years' experience in the investigative and security profession. He is President of ELPS Private Detective Agency, He is a licensed professional investigator in both New Jersey and Pennsylvania.

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For Years, PALI through various levels of leadership has been working to have the Private Detectives Act of 1953 re-written to bring it up to date and standardize many of the things Private Investigators are responsible for doing.

This article is NOT to discuss the finer points of how the Act should be re-written, it is to provide the membership with an update as to the potential for finally having an opportunity to actually succeed.

Early in 2021 I was named to the Public Safety Advisory Committee of Gubernatorial Candidate Lou Barletta. I have known Mr. Barletta for over four decades on a personal and professional level. We grew up in the same small city in Pennsylvania. Our children went to school together. When he was a United States Congressman I often served as an advisor to him and the United States Congress on issues involving Municipal Police and Security.

Part of the platform of the Barletta campaign is to have people in Public Safety perform a deep dive into the system and provide information as to where the system is strong and where it is failing. Along with identifying problems, the Barletta Campaign wants answers as to how to correct issues and failures. The Public Safety Committee is preparing a Public Safety plan so that when Lou Barletta is elected, he will hit the ground running with the advice from within a variety of facets of Public Safety.

President Eileen Law has been part of the push to have Pennsylvania government start the re-write of "the Act" for years. So much so that she solicits assistance in continuing to push the re-write forward to new members of PALI whenever she gets the chance.

In a September Public Safety Committee meeting, I explained the need for the Private Detectives Act to be added to the list of things that need to be rewritten and revamped to bring it up to date and provide a better set of statewide standards.

As I write this, I am pleased to announce that the Lou Barletta campaign has agreed to review a draft from PALI and place the rewrite of "the Act" on the Public Safety Committee on his agenda.

News on the Lou Barletta Public Safety Advisory Board can be found at https://www.loubarletta.com/news

As updates become available, I will provide them to President Elect Carpenter for distribution.

ABOUT THE AUTHOR:

Frank DeAndrea, Jr. has over 35 years of Law Enforcement experience to include the United States Army Military Police, retired Pennsylvania State Police Sergeant, prior Chief of Police City of Hazleton, Pennsylvania and is the President of DeAndrea Investigations & Security LLC.

Mr. DeAndrea is a certified coroner, a court certified expert in fingerprint and footwear comparisons, evidence collection, crime scene processing, and photography. He collected the evidence in six serial rape investigations that was the test case for DNA Admissibility in Pennsylvania.

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He is a Federal, State and Municipal Court Certified subject matter expert on police policy and procedure investigations and how to investigate police departments. He has written multiple regulations for state and municipal police departments and assisted in writing the Pennsylvania Gaming Regulations when he opened and commanded the first Pennsylvania State Police barracks at the first casino in Pennsylvania.

Mr. DeAndrea has spoken on Capitol Hill and the Pennsylvania State Capitol. He is a member of the Gubernatorial Candidate Public Safety Advisory board in the Commonwealth of Pennsylvania, he consults and trains federal and state congresspeople, senators, and representatives. He is a Lackawanna College Police Academy Instructor and frequently lectures to federal, state, and local law enforcement agencies and private investigators in police policy and procedure related issues. Frank can be reached at: Frank@DeAndrea.biz or (570) 233-1069.

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Memorializing members in columns such as this is done in the hopes they never evanesce.

The following is a list of PALI members who have passed away in 2021

Barry Ryan passed on February 17, 2021.

Leonard Maharowski passed on November 26, 2021.

Francis X. Daly passed on May 6, 2020. (PALI members did not learn of his passing until 2021)

<u>Russell Wolfson</u> passed on December 7, 2021.

"There is a sacredness in tears. They are not the mark of weakness, but of power. They speak more eloquently than ten thousand tongues. They are the messengers of overwhelming grief, of deep contrition, and of unspeakable love." – Washington Irving

We wish all of the deceased members of PALI eternal rest and perpetual peace.



PALI MEMBER SPOTLIGHT-RULES

PALI Member Spotlight:

Except for the Winter issue where the PALI Investigator of the Year is recognized, all other issues of the Guidon shall have a PALI Member spotlighted for her/his accomplishments in the Law Enforcement /Private Investigative world. Members will be able to forward suggestions of future spotlight members following these simple rules:

- 1 NO SELF SUBMISSIONS
- 2 Submitting Member must be a member of PALI in good standing.
- 3 SPOTLIGHT Member must be a member of PALI in good standing.

4 – Submission shall include a brief, 750 words or less, BIO of the candidate that does NOT list every school, training, or good deed. The BIO should capture what the MEMBER has done that has changed the way PALI or the Private Investigation industry or Law Enforcement does business or capture what makes the candidate worthy of spotlighting. Think big picture.

PALI Investigator of the Year 2021 Award SUBMITTING MEMBER: Rick Carpenter



Normally, the Spotlight Column follows the rules and shall include a brief, 750 words or less, BIO of the candidate that does NOT list every school, training, or good deed. The BIO should capture what the MEMBER has done that has changed the way PALI or the Private Investigation industry or Law Enforcement does business or capture what makes the candidate worthy of spotlighting.

Normally. But there is nothing normal about the Investigator of the Year. Hence, the nomination application shall serve as the "What the member has done..." and an abridged CV shall serve as the BIO.

THE NOMINATION:

Pennsylvania Association of Licensed Investigators

Re: Nomination of John Sancenito, as PALI's 2021 Investigator of the Year Dear PALI,

I respectfully nominate John Sancenito as the 2021 Investigator of the year.

John Sancenito has had a distinguished career that has spanned 30 years in the public and private sectors. Mr. Sancenito is the President and co-owner of Information Network Associates, Inc. (INA); an international risk management, investigative and security firm headquartered in Harrisburg, Pennsylvania. INA has nearly 200 employees and their clients include 20% of Fortune 100

Companies. INA specializes in providing risk management consulting and intelligence services to high-risk industries around the world.

Mr. Sancenito is a retired police officer and former County Detective with the Cumberland County Pennsylvania District Attorney's Office, Criminal Investigation Division. He has been the lead investigator on many high-profile cases including that of Mark Spotz, a spree killer who murdered his brother and three innocent women in a cross state killing spree. Mr. Spotz is currently on Death Row (3 times over) for his multi county killing rampage. This case was recently featured on the Oxygen Network series Killer Couples, for which Mr. Sancenito was interviewed.

He currently serves as the Legislative Chairperson for PALI. In that capacity, he petitioned on PALI's behalf to allow for School Security Officers to be armed in performance of their duties. He drafted a positon paper for PALI and personally presented it to Senator Mike Regan, the bill sponsor. This contributed to the passage of ACT 67 of 2019, which amended the original Act and clarified that school security guards may be armed.

He is board certified as a Certified Protection Professional by ASIS International and a former Chairperson of the Central Pennsylvania Chapter of that organization. He has also served as Chairman for the Pennsylvania Insurance Fraud Prevention Authority Advisory Board and as a member of the Pennsylvania Auto Theft Prevention Authority Advisory Board.

Mr. Sancenito is a nationally renowned speaker and is considered one of the foremost experts on domestic terrorism groups. He has lectured internationally on topics including domestic terrorism, civil unrest, single issue extremists, and insider threats. He has conducted countless investigations and conducted risk assessments throughout the world.

He is published author on security and emergency preparedness and his work has been published in the distinguished Journal of Business Continuity and Emergency Planning. He also was the lead author on the Security Considerations chapter of a text book used in research laboratory programs. He regularly conducts interviews for both TV and print media outlets to educate the public on fraud scams, cyber security and personal safety.

Mr. Sancenito's professionalism, commitment, and devotion to the private investigative profession, has elevated him to deserve this special recognition among his peers. It is for these reasons, and many more, that I respectfully nominate him for this distinguished honor. His qualifications, awards and professional qualifications are further detailed in the attached .

Respectfully,

Richard Carpenter

THE BRIEF BIO

John J. Sancenito is the President of Information Network Associates, Inc. (INA); an international investigative and corporate consulting firm with more than 150 employees worldwide. INA offers a variety of services including risk intelligence and analysis, internal investigations, digital forensics, data breach response, insider threats, forensic accounting, security consulting, and business continuity planning.

Mr. Sancenito's is a retired police officer and a former County Detective with the Cumberland County Pennsylvania District Attorney's Office, Criminal Investigation Division. He is the former Chairman of the Pennsylvania Insurance Fraud Prevention Authority Advisory Committee and a former member of the Pennsylvania Auto Theft Prevention Authority Advisory Committee.

He is Board Certified as a Certified Protection Professional by ASIS International, the world's largest security industry association. He served as Chairperson for the Central Pennsylvania Chapter of ASIS International from 2018-2019. He also serves as Legislative Chairperson for the Pennsylvania Association of Licensed Investigators. In addition, he is a member of the South Central Terrorism Task Force

Mr. Sancenito is an internationally recognized speaker and author who regularly publishes on topics including cybersecurity, business continuity and security best practices. He is an approved School

Security Assessor by the Pennsylvania Commission on Crime and Delinquency and has performed more than 25 security assessments of K-12 schools in Pennsylvania.

Currently Mr. Sancenito is the President of Information Network Associates, Inc. (INA).

INA is an international investigative, risk management and security consulting firm headquartered in Harrisburg, Pennsylvania.

He has also served as a Cumberland County Detective and a Patrolman with the Northern York County Regional Police Department.

Mr. Sancenito attended York College of Pennsylvania where he studied Criminal Justice.

Mr. Sancenito is a licensed Private Investigator in State of Pennsylvania since 2001.

He is Board Certified as Certified Protection Professional by ASIS International. Chairperson, ASIS International Central Pennsylvania Chapter, 2018-2019.

Legislative Chairperson, ASIS International Central Pennsylvania Chapter, 2020- Present Legislative Chairperson, Pennsylvania Association of Licensed Investigators, 2018-Present Certified Fraud Consultant (International Fraud Training Institute).

12 years as sworn Law Enforcement Officer in State of Pennsylvania.

Member of VISTAGE, a Senior Executive Working Group.

Former County Detective with the Cumberland County Pennsylvania District Attorney's Office, where he supervised the Insurance Fraud, Auto Theft, and Technical Services Units.

Former Chairman of the Pennsylvania Insurance Fraud Prevention Authority Advisory Committee Graduate of Federal Bureau of Investigation's South-central Investigative School

Former member of the Pennsylvania Auto Theft Prevention Authority Advisory Committee

Manages a program providing risk intelligence services to the research, biotech and pharmaceutical industries related to managing risk from extremist groups

Internationally recognized expert on domestic terrorism and extremist groups and tactics

Mr. Sancenito has a multitude of affiliations and associations.

He has also received numerous awards and honors.

Mr. Sancenito continuously participates in speaking engagements and speaks on items such as (Not all inclusive)

Civil Unrest, Data Breach Response, Workplace Violence and Active Shooter Awareness, Managing risk of Extremist Groups, Insider Threats, Corporate Risk from Activist and Extremist Groups, Ethics in the Digital Age, Managing Risk and Insider Threats, Managing the Insider Threat, Workplace Investigations, Managing Risk of Infiltrations, Extremism Groups and Domestic Terrorism, Cyber Crime, Fraud in the IT Environment, Cyber Crime, Digital Forensics and Demystifying Digital Forensics.

Mr. Sancenito is also a Certified Firearms Instructor by Pennsylvania State Police, Certified Instructor in the Management of Aggressive Behavior, Certified OCAT Instructor (Pepper spray), Certified Terrorism Awareness and Prevention Instructor, Law enforcement trainer for more than 20 years. Including adjunct professor role instructing law enforcement personnel at Harrisburg Area Community College.

He has lectured internationally on the topic of domestic terrorism organizations and their tactics to various law enforcement agencies including the FBI, the National Bio Pharmaceutical Security Council, American Society for Industrial Security, American Association for Laboratory Animal Sciences, the Society for Toxicology, the American College of Toxicology and the European PHARMA Security Council

And is a Former Law Enforcement Curriculum instructor at the Harrisburg Area Community College, Public Safety Institute.

Mr. Sancenito is an avid writer of articles in his field of expertise and has published countless articles on multiple facets of Investigations.

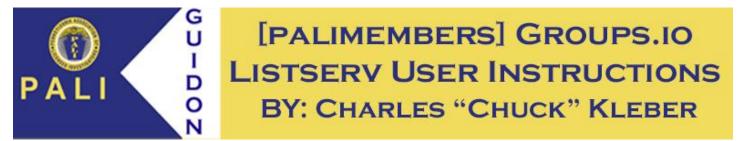
Mr. Sancenito maintains his community involvement, is a regular speaker at senior citizen and public organizations on topics of crime prevention, cybercrime, identity theft, auto theft prevention, insurance fraud, and personal safety.

He serves as an instructor on personal self-defense classes for the YWCA. He also is member of the Cumberland Lodge 197 Free and Accepted Masons, Carlisle, PA, former Sr. Warden Volunteer – Pro Bono Cases for the needy and disenfranchised.

Mr. Sancenito frequently provides media interviews on crime prevention, public safety and data security issues, has conducted training for various law enforcement agencies, including the FBI. Volunteers at local church to serve meals to homeless and less fortunate, serve on risk assessment teams for local infrastructure protection and is an ABC Television News, ABC27 Harrisburg – Security consultant, regular recurring appearances on cybercrime and crime prevention topics.

Congratulations to you John. After reading your bio and nomination it is clear you have had one stellar career and are so well deserved of the PALI Investigator of the Year.

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Please save these instructions on your computer. Or, copy and paste into a Word document. *NEW PHOTO EXAMPLES ARE ATTACHED*

The question: How can groups of individuals, companies and associations communicate in real time? In the private investigative industry one of the answers is the use of private listservs. In early 2000 Yahoo started to offer free email listservs and PALI was one of the first associations to join. From early 2000 until December 15, 2020, PALI used this free Yahoo Listserv service. Yahoo ended this service to all of its groups December 15, 2020. PALI decided to switch our Member and Chat groups to a paid service at Groups.io. A few of the advantages to using Groups.io was more storage and no-cost technical assistance.

PALI has two individual listservs that can be accessed two different ways:

1) The Main Listserv, which is a business-only service and has rules of behavior. Posts can be made by emailing <u>main@palimembers.groups.io</u> (and others' posts are sent from that email address), or you can post a message or view others' posts to the PALI Main Listserv by using the Internet website at <u>https://palimembers.groups.io/g/main/post</u>

2) The Chat Listserv, which is not a business-related group and currently has no posting rules. The only guidance is to not post anything you wouldn't want your mom or children to read. Posts can be made by emailing <u>palichat@palimembers.groups.io</u> (and others' posts are received from that email address), or you can post a message or view others' posts to the PALI Chat Listserv by using the Internet website at <u>https://palimembers.groups.io/g/palichat/post</u>.

Alternatively, you can go to the main website address for Groups.io (https://groups.io/groups) and click on one of the listservs to be taken to that group's homepage, which contains all of the messages that were ever posted. When you were first added to the listservs, you should have received a message from Groups.io with important information about how to read and post messages, as well as the instruction to click the "email me a link to login" button in order to set a password (if it's your first time logging in), or if you've forgotten your password. Please be sure to add each listserv's email address to the safe sender list in your email client's contacts to ensure emails are not filtered out or sent to the spam folder.

When on the listserv website, click on "Subscription" on the left to view and update your membership information and other options, including how you want to receive messages and adding a signature line. Only members can modify their own information.

For example, you can change your message delivery by going onto the Groups.io website for either listserv and then clicking on "Subscription." From there, you can choose to receive all messages individually; daily digest delivery (groups up to 12 messages together into one email); only special notices from the PALI listserv moderators; or no email delivery (instead only checking the website for messages).

If you choose the email delivery methods, please note that at the bottom of every message is the information below:

Groups.io Links:

You receive all messages sent to this group.

View/Reply Online (#65) | Reply To Sender | Reply To Group | Mute This Topic | New Topic Your Subscription | Contact Group Owner | Unsubscribe [ckleber@att.net] Unless your response is of interest to the entire Group, please click on Reply To Sender;

if you want the entire group to receive your message click on Reply To Group The member that sent the email is identified on the end of the line after Unsubscribe. (in the above example, "<u>ckleber@att.net</u>" was the sender).

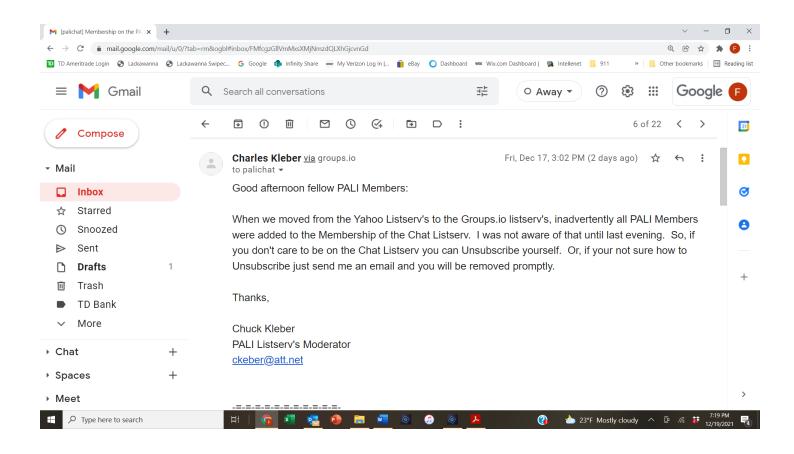
If you have questions, please send them to me: cKleber@att.net

EDITORS NOTE:

As most of us are familiar with e-mail but perhaps not so familiar with chat groups, when we reply to a message where the sender was the chat group, hitting reply will send the message back to the entire group.

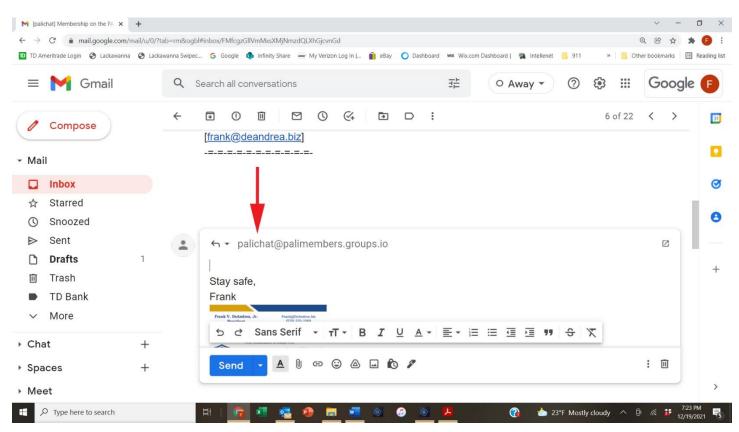
Example:

Message sent from Chuck Kleber to the PALI Chat group.



If we press the "reply" button (See below photo)

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☆ Starred	10/1		Success in Robumbo in advantantly all		-h				
() Snoozed		When we moved from the Yahoo Listserv's to the Groups.io listserv's, inadvertently all PALI Members were added to the Membership of the Chat Listserv. I was not aware of that until last evening. So, if							
▷ Sent		you don't care to be on the Chat Listserv you can Unsubscribe yourself. Or, if your not sure how to Unsubscribe just send me an email and you will be removed promptly.							
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TD Bank	+ PA	LI Listserv's Moderator eber@att.net							
 TD Bank More 	+ PA								



We are really replying to the GROUP: (See below photo)

If we want to reply ONLY to the person who sent the message, scroll ALL the way to the bottom of the message string. (It can be lengthy as the more people who reply the longer the message string in Google.) and press the reply to sender button: (See below photo)

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That will send the message to a singular individual and not the group. (See below photo)

When in a GOOGLE CHAT ROOM, the normal e mail "reply" button will reply to the entire group.

As Chuck Kleber pointed out in e-mails December 21, 2021, there are several quirks to using and replying to the group vs. individuals. Especially with Apple iPhones vs Android devices.

Perhaps the best advise is that of President Law: (<u>BEFORE</u> you press 'send') check the "To:" line. If it shows the words: "<u>PaliChat@palimembers.groups.io</u>" then you know you will be sending your comment to EVERYONE on the chat.

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Three Plead Guilty to a Slew of Charges

When it comes to accessing personal information, private investigators do have some special privileges. However, we are still restricted with what we can do with the information we find. It can be tempting to take an investigation too far in pursuit of the truth, but there are some lines that just should not be crossed. Sabrina Scott crossed one such line and took Stephen Mockler and Andrew Panessa with her.

Scott was employed by a private investigator firm, PDJ Services in Texas. During her time working there, she had access to the personal identifying information of the people her firm was investigating including social security numbers. She then provided Mockler and Panessa with this personal identifying information – including social security numbers – and asked them to use it to access confidential tax records. Both Scott and Panessa requested tax information from Mockler, who would impersonate the taxpayer to the IRS to gain access to confidential information. He was able to successfully pose as the taxpayer because he could answer personal identifying information and answer security questions with the data provided by Scott. Mockler would then bypass the private investigation firm, sending the information on to the firm's client, for a fee of course.

In the process of carrying out this arrangement, the three broke a collection of laws including wire fraud, misuse of a social security number, and aggravated identity theft.

The three have plead guilty to a slew of charges but have not been sentenced yet. Mockler and Panessa face up to 20 years in prison each for wire fraud and conspiracy to commit wire fraud, and five years each for misuse of a social security number. They also face two consecutive years in prison for aggravated identity theft and up to \$250,000 each in fines. Scott faces up to five years in prison and up to \$250,000 in fines for conspiracy to misuse social security numbers. All defendants face up to three years of supervised release post-imprisonment.

The temptation to shirk some laws for a side hustle can be strong. If one were so inclined, the opportunity, incentive, and rationalization are all there. But, the key component is that one be so inclined. Scott, Mockler and Panessa were so inclined, and their "investigation" turned into identity fraud.

Source:

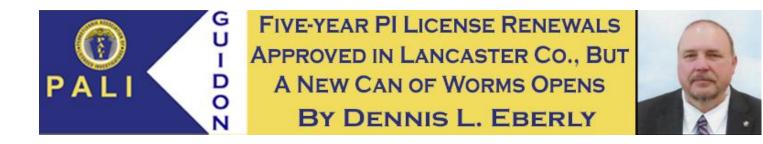
https://www.justice.gov/usao-ndny/pr/three-plead-guilty-misuse-social-security-numbers-and-other-chargespart-scheme-obtain?fbclid=IwAR2b6veK4H2CdexDYsmQ40EX_qQ_vDSaSjeb35wjfklAsRy0DgSla7w7PXU

ABOUT THE AUTHOR:

Nicole Bocra Gray has over 22 years of professional experience in investigations, monitoring, forensic accounting and due diligence. Ms. Gray is the principal of Infinity Investigative Solutions, a women owned small business, headquartered in Alexandria, Virginia. Ms. Gray has been the lead investigating force conducting in depth examinations into individuals, corporations, industries, and organizations. Her unique skills associated with the latest in technology, financial expertise and investigative experience have ensured success to

numerous clients in both the public and the private sector. Ms. Gray is an Adjunct Professor of Forensic Accounting and White Collar Crime at Champlain College and frequently lectures on conducting investigative interviews, internal investigations, OSINT and preventing/deterring waste, fraud, and abuse. You can contact Ms. Gray at inquiry@infinityinvestigative.com or give her a call at 703-528-5882.

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A Proposal is Developed and Submitted

Earlier this year, I came across the 1992 Amendment to the Private Detective Act of 1953, which allows for Pennsylvania counties to adopt Private Detective license renewals for periods up to five years. I was initially licensed in Lancaster Co. in 2016 and our renewal period was still the original two-year from the original statute from 1953. I thought it made more sense to go through the renewal process every five years than every two years.

In March of this year, I put together a proposal advancing the adoption of up to five-year license renewals. I supported the position with a number of considerations:

- 1) Savings in time/money for employees of the County of Lancaster.
- 2) Savings in time/money for Private Detectives licensed by the County of Lancaster.
- 3) Authorized by statutory amendment to the Private Detective Act of 1953.
- 4) There are a number of other counties in the Commonwealth of PA that have already implemented fiveyear renewals.
- 5) There would be no reduction of license fee revenue stream for the County.
- 6) It aligns with other similar licensing process in the Commonwealth of PA:
 - a) Act 235 Lethal Weapons Training Act
 - b) Pennsylvania Concealed Weapons Carry Permit
- 7) I was able to contact 13 of the 21 Private Detectives licensed by the County of Lancaster and all contacted agreed with extending the renewal period.

These factors all seemed to me to be common-sense support for a solution that represented a win-win situation for the County and the Private Detectives. I submitted my proposal to the Chairman of the County Commissioners and he quickly and effectively acted upon it.

County Solicitor Action

An assistant county solicitor was assigned to follow-up on the submitted proposal. She researched any legal foundations established by the County when adopting the original licensing process since 1953 and her due diligence did not locate anything. The assistant solicitor also followed up with the various county offices affected by the PI licensing process: Clerk of Courts, District Attorney, County Detectives, and Sheriff's Department. None of these offices expressed opposition to the enactment of the proposal. Since, no county legal documents were located for the original enactment of the licensing process, the Solicitor's office decided that a resolution was the appropriate legal process to enact the requested extension. Resolution #37 of 2021 was drafted and submitted to the County Commissioners for consideration.

Resolution Comes Before the County Commissioners Work Session

I was provided the opportunity to speak before the Commissioners at a Work Session on May 25th. Two of the three Commissioners seemed to be very supportive of the resolution. The third Commissioner expressed strong reservations, citing a need for "accountability."

I had included a thorough explanation of the accountability process, as it applies to Private Detectives, in the submitted written proposal. During the meeting, I offered a verbal account of the accountability process and explained how the District Attorney is responsible for receiving complaints regarding conduct by Private Detectives. I also explained that County Detectives are assigned the task of investigating those complaints. If the complaint is founded, the District Attorney can then recommend to the Court of Common Pleas that the license of the Private Detective be revoked. If criminal acts are involved in the conduct, the District Attorney can also proceed with a criminal prosecution of the offending Private Detective.

Additionally, I offered an explanation that PALI, as the state professional association for Private Detectives, also has mechanisms in place to handle complaints regarding conduct by PIs. I explained that the Ethics Committee, in conjunction with the Board of Directors, may receive conduct complaints, investigate them, and take actions within the association and/or refer them to the appropriate District Attorney, if appropriate.

I also explained, for the dissenting Commissioner, that PALI is a professional association and its members do not want to be associated with unethical/illegal behavior by Private Detectives. The Commissioner expressed that he does not support the concept of "self-policing" and stated, "It does not work."

Resolution Comes Before the County Commissioners Meeting

The Commissioners Meeting occurred on May 26th. In addition to public comments by the assistant solicitor and the Clerk of Courts, I was afforded another opportunity to comment on the resolution. Again, the dissenting Commissioner expressed his concern for "accountability."

The assistant solicitor and the Clerk of Courts related the research into the licensing extension revealed that there were no written county policies in place regarding Private Detectives. There was discussion regarding forming a Work Group to address policies in this area. The stated intent is to provide all stakeholders a voice in this process.

There was even discussion about having a County Detective run an <u>annual</u> criminal history check on all licensed Private Detectives. So much for the taxpayer dollar savings I touted in my proposal. We are going to go from a criminal history check every <u>two</u> years to one <u>every year</u>.

A couple members of the public audience discussed concerns regarding this resolution. One gentleman insisted that he wanted to know what the urgency was for passing the resolution. He insisted that it be delayed until the discussed policies were formulated. Another gentleman, echoed the Commissioner's concerns for accountability and called attention to the anniversary of George Floyd's death the day before the meeting.

After much discussion, the Commissioners took a vote on Resolution #37 of 2021 and unanimously passed it. Victory, but maybe bittersweet.

The New Can of Worms

After the meeting, I immediately suggested to the assistant solicitor that PALI be included as a stakeholder in the proposed Work Group and be given a seat and a voice at the table. I believe that will provide a more global perspective with regard to these issues around the Commonwealth.

As for the concerns regarding Private Detective accountability, my concern does not center on being afraid of clearing a criminal history check every year or six months, or quarterly. I truly endeavor to conduct myself and my business ethically and legally. I am not opposed to good common-sense policies to govern the Private Detective licensing process.

My concern focuses on the current state of our affairs in this country. Some of the expressed concerns during these meetings seem to echo the current approach to controlling law enforcement in our nation. While these intentions regarding accountability may be good, I have seen how they can easily develop into over-reach and micro-management. It seems like the private investigation industry may be next to have "re-imagining" sights directed upon it.

ABOUT THE AUTHOR:

Dennis L. Eberly, M.S., LPI is a licensed private detective in Lancaster County, Pennsylvania. He is the owner of *On Target Investigation & Consulting, LLC*. Previously, he served 33 years with the East Hempfield Township Police Department (Lancaster Co., PA) and retired as a Police Lieutenant. Prior to that, he served 5 years in the United States Air Force Security Police. Mr. Eberly earned a B.S. degree in Criminal Justice from York College of Pennsylvania, an M.S. degree in Human Organization Science (Criminal Justice Administration) from Villanova University, and 78 doctoral credits toward the D.Ed. degree in Adult Education at Penn State University. He is a member of PALI, INTELLENET, WAD, ILEETA, ASIS International, IACP, PCOPA, and NTOA.

<u>Contact</u>: Phone - 717.869-9210

E-mail - OnTargetPlandConsultant@comcast.net Website - http://ontargetpiandconsultant.com/

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Winter 2021-2022

What better way to end a newsletter than with food!?! Each edition shall try to share a "Secret" recipe with members. Many will be able to be eaten with one hand while on surveillance. Others will need a bib and towelettes I am sure. Got a favorite Secret Recipe, share it with me at frank@deandrea.biz

A word of warning: If you share with me your mother's secret recipe for Lasagna please know your secret will NOT be safe with me as I will be revealing all my sources.

THIS EDITIONS SECRET RECIPE

PERFECT SLOW COOKER HOT CHOCOLATE

SUBMITTED BY: EILEEN LAW, PRESIDENT CIA DETECTIVE AGENCY



PERFECT SLOW COOKER HOT CHOCOLATE

Ingredients:

- ~ 4 Cups heavy cream
- ~ ½ cup unsweetened cocoa powder
- ~ 4 cups whole milk
- ~ 14 ounces Sweetened Condensed Milk
- ~ 12 ounces semi-sweet baking bar, finely chopped
- ~ 1 tablespoon vanilla extract

Instructions:

1. Add half of the heavy cream to the slow cooker. Whisk in the cocoa powder until combined – this Will take a while and is an important step.

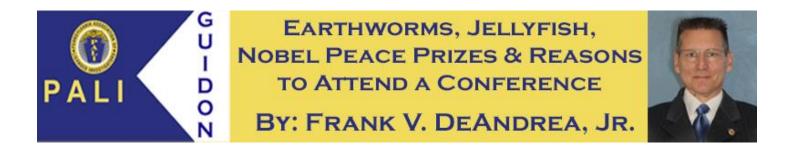
2. Add the remaining cream, milk, sweetened condensed milk, chopped chocolate and vanilla. Stir to combine it.

3. Place on low for 3 hours, stirring every 20 minutes or so until the chocolate is melted and fully combined. Keep on the warm setting for up to 3 hours for serving. If the hot chocolate gets too thick while it sits, you may stir in more milk to your desired thickness.

4. Serve with your desired toppings such as marshmallows, whipped cream, chocolate syrup or crushed candy canes.

NOTE: Step 1 is so the cocoa powder mixes in easier. If you add everything into the slow cooker at once, it will take a very long time to mix the cocoa powder in.

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There are so many reasons that you can think of as to why someone should attend a conference. I have put together a partial list of twenty things I feel are reasons to attend a conference.

1. Invest in yourself-

Attending conferences is an investment into yourself. If you do not feel you are worth the investment, who will?

2. To network-

Bring together old colleagues and provide the opportunity to meet new people in their field.

3. For people to meet you-

There is no better way to become recognized than to meet people in your field at a conference and get your name out there.

4. Meet experts & influencers face to face-

There is nowhere better to meet the Gods and Goddesses of your industry than at a conference where they are speaking.

5. To expand your knowledge-

Listening to a speaker on a topic you are experienced in is a wonderful way to grow your understanding and skill in your field.

6. Learn beyond your field or interest-

Listening to topics that are not something you thought of doing is always an insightful way of realizing a new potential revenue stream.

7. Discover new tools-

Vendors at the conference always bring the latest and greatest tools, books, software in the industry and often offer it at a discount.

8. To present your ideas to others-

Gaining the feedback of other individuals in your field of expertise is invaluable.

9. Improve your presentation and communication skills-

In public speaking, being polished is critical to success. Presenting at a conference keeps you at the top of your game and allows you to hone your presentation and communications skills.

10. Engage in high-level debates and refine your ideas-

There is no better place to confer with colleagues and engage in deep discussions of topics pertaining to your field of expertise. This allows you to assess hypotheses as well as refine your ideas.

11. Gaining a fresh perspective-

Learn current ideas and innovative approaches, new techniques, new rules, new laws, and new ways of doing things.

12. Stay up to date-

Attending conferences allows you to remain knowledgeable. To stay up to date with modern technology and trends.

13. The energy of like-minded individuals-

There is an energy when you place like-minded people in a room that is not only contagious, but also consuming. You cannot help but be excited to go back to work.

14. Greater focus-

After leaving recharged, you will find your fresh perspective and energy gives you greater focus on not only old tasks but developing new fields.

15. Adding to your CV-

Every conference attended should be a new notation in your resume. It shows anyone who is interested in you that you stay fresh and up to date.

16. Travel-

To attend a conference, you may have to travel. Travel allows us to expand our horizons and meet people of new and diverse cultures and mindsets.

17. See New Places-

One of the main reasons for getting away from it all is to de-stress. It is much easier to fill your days with interesting stuff if you are visiting somewhere new and exciting.

18. Enjoy Great Food-

The food that you are exposed to at a conference is usually a level above. It is a chance to enjoy great food and enjoyable conversation.

19. The Serendipity of the Random Workshop-

DEFINITION: -Serendipity - luck that takes the form of finding valuable or pleasant things that are not looked for.

I believe it safe to assume some of you do not follow studies into the nervous system of worms. Here is a littleknown fact that should drive the point home about the importance of attending conferences.

In 1989 Columbia University was known for holding "Lunchtime talks." These one-hour discussions were performed by various Columbia professors discussing what it was they were doing in their own fields of research. Most of these topics did not interest Dr. Martin Chalfie in the least bit. He was a Biological Science Department professor who was studying the nervous system of worms.

On Tuesday, April 25, 1989, the Lunchtime talk topic was how jellyfish can produce visible light and are capable of bioluminescence through producing a Green Fluorescent Protein (GFP). That was Dr. Chalfie's Eureka moment! He realized he could inject the GFP into the worms and view their nervous system without having to kill the species. GFP is now a multi-million-dollar industry and in 2008 Dr. Chalfie received a Noble Prize for his discovery. (Above highlighted excerpt is a passage of Gary Klein's book: "Seeing what others don't")

This is the serendipity of a random workshop! The field of GFP is on the forefront of virus and cancer research and is now Standard Operating Procedure in human body research the world over. All from attending a seminar that was outside of his field of expertise.

20. Have Fun! -

The fact is, conferences are fun! Attending a live event with other people is fun. Attending conferences puts faces with names and allows you to catch up with old friends and make new friends.

President Eileen Law added: a) you can claim the costs on your tax returns and b) you, literally, make friends for life.

If those twenty (twenty-two) reasons do not move you to attend conferences, perhaps these photos from the 2021 PALI Conference at Hershey Lodge will!



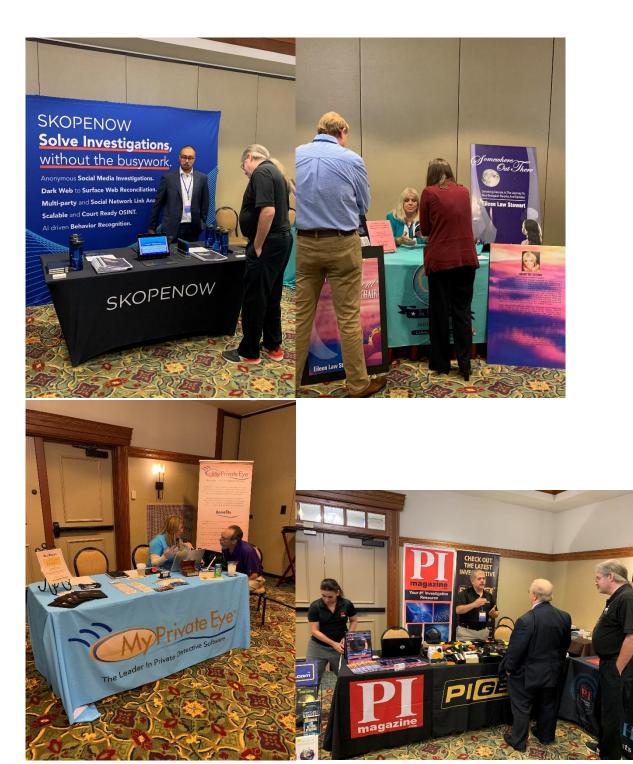
















Since the 2021 PALI Conference, Sandy and I have received three new referrals and we have made four referrals all to PALI members we met at the 2021 conference. I hope to see you at the 2022 conference!

ABOUT THE AUTHOR:

Frank DeAndrea, Jr. has over 35 years of Law Enforcement experience to include the United States Army Military Police, retired Pennsylvania State Police Sergeant, prior Chief of Police City of Hazleton, Pennsylvania and is the President of DeAndrea Investigations & Security LLC.

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He designed the first Mobile Computer system for the Pennsylvania State Police along with the Automated License Plate Recognition (ALPR) solution. He also designed the Motorola mobile computer screen in his garage.

He is a Federal, State and Municipal Court Certified subject matter expert on police policy and procedure investigations and how to investigate police departments. He has written multiple regulations for state and municipal police departments and assisted in writing the Pennsylvania Gaming Regulations when he opened and commanded the first Pennsylvania State Police barracks at the first casino in Pennsylvania.

Mr. DeAndrea has spoken on Capitol Hill and the Pennsylvania State Capitol. He is a member of the Gubernatorial Candidate Public Safety Advisory board in the Commonwealth of Pennsylvania, he consults and trains federal and state congresspeople, senators, and representatives. He is a Lackawanna College Police Academy Instructor and frequently lectures to federal, state, and local law enforcement agencies and private investigators in police policy and procedure related issues. Frank can be reached at: Frank@DeAndrea.biz or (570) 233-1069.

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