

[What's New at IRBsearch](#)

[IRBsearch Helpful Hint](#)

[Did you Know?](#)

[In the News](#)

["The Death of the Gumshoe Detective"](#)

["Legislative Report"](#)

[Conferences & Seminars](#)

[Newsletter Archives](#)



What's New at IRBsearch

IRBpro is now available!

IRBpro is a new investigative tool that enhances your current inquiries on IRBsearch. IRBpro provides the capability to powerfully search multiple data sources and present accurate and thorough results in an interactive, user-friendly fashion.

IRBpro accesses databases built from public records, commercial data sets, and data provided by various government agencies. Additional highlights include downloadable GIS Mapping capabilities that show geo-spatial relationships between your person searches and places of interest, link analysis, sex offender photo line-ups, real-time phone



batching, wildcard automotive searches, and drag and drop capabilities.

IRBpro is available for all new and existing IRBsearch subscribers. You can try IRBpro for free during a two-week trial period, but certain rules and restrictions apply. For more information on IRBpro, please visit our [IRBpro Page](#) or contact us at 1.800.447.2112.

Conference Season back in full swing

IRBsearch is scheduled to attend many conferences this year including PBUS in Las Vegas, February 19-22; FLACARS in Miami, February 23-25; and PAWLI in Green Bay, March 29-31. IRBsearch will be giving a seminar entitled *"Retrieving Quality Results through Online Skiptracing"* at the Associations One Conference

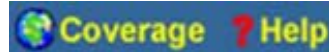
in Chicago, February 23-25 and also at the FLACARS Conference in Miami that same weekend. See our [Upcoming Conferences & Seminars](#) page to stay up-to-date with all the latest happenings. We are excited to get back out there and to see our valued customers face-to-face. Be sure to drop by our booth and say hello!

IRBsearch Helpful Hint

Coverage & Help

Customers can access all coverage information within our database. The *main* coverage menu is located on the upper left-hand corner of the "Main Menu." In this menu you will find our coverage area for any available search we offer. If any states are listed in blue writing, you can also click on that state for more detailed information. In addition to the *main* coverage menu, there is a coverage button located in the upper right-hand corner of the webpage that is indicated with a globe icon for *each specific search* you wish to conduct. Simply click on the icon to view all coverage information for that particular search.

This feature was designed to save you time and money.



After checking the coverage on a search, you may wish to learn how to run the search more effectively and efficiently. The Help button, located in the upper right-hand corner of the webpage, is designated specifically for this purpose. Detailed search tips are always available under this icon. For a more in-depth guide on *how* to use our searches, please visit our [Training Page](#) or [Frequently Asked Questions](#).

Let IRBsearch help your business in 2007

A new year brings in new business. Allow IRBsearch to help boost your company's productivity, resulting in increased sales for you in 2007. In addition to our already user-friendly system, IRBsearch offers free training sessions.

The following topics will be included in your free training session:

- Client Sign-In
- "My Account" Option
- Coverage Areas
- Help Menu
- Run a Search
- Search Parameters
- Search Results
- Run Report & Report Options

Training on our system is an integral part of our customer service responsibility; training can be scheduled at **(800) 447-2112** between the hours of 9 a.m. - 11 a.m. and 2 p.m. - 5 p.m. Eastern Standard Time, Monday through Friday.

If you are interested in having IRBsearch give a seminar at your next association meeting and/or conference, please email us at marketing@irbsearch.com with the details of your upcoming event!

See our [FAQs](#) page for even more hints.

Did you Know?

Fast Facts about New Year's Resolutions

- 63% of people keep their resolutions after two months.
- 67% of people make three or more resolutions.
- People make more resolutions to start a new habit than to break an old one.

2007

Top Four Resolutions:

1. Increase exercise
2. Be more conscientious about work/school
3. Develop better eating habits
4. Stop smoking, drinking, or using drugs

The Death of the Gumshoe Detective

by Rebecca Roberts, National Marketing Director, IRBsearch, LLC.

When you tell a new acquaintance—one not trained in the world of sleuthing and surveillance—you're a professional private investigator, they mention your similarity to characters such as Sam Spade, Magnum P.I., or Jim Rockford. You smile knowingly and suppress the belly laugh because you don't want to dismiss their sincerity. The truth is you've heard all the associations before: famous PIs, a glorified maverick lifestyle, even the name Sherlock Holmes. Images of gumshoe detectives still carry weight from a media blitz in the 1930s and 40s when hard-boiled detective novels were big business. Few lay people realize the long hours tied to surveillance, the time spent marketing your company, or the necessity of online data research and office hours. But hey, if people really want to identify investigators with famous characters—it might be to your advantage—they remember you!

In reality, however, images of detectives have been dramatically changing during the past two decades. The private investigative industry is becoming more professional through the formation of state associations and increased standards in licensing. Even PIs who may resist the transition from freelance entrepreneur to industry professional benefit when the public perception is elevated through higher standardizations. In addition to organizational changes, investigators remain vigilant on the newest laws and legislative changes. And always, private investigators seek the newest services, tools, and equipment to assist them in their work. While the image of detectives has changed over the years, the prime focus of investigation has remained constant. The purpose of a private investigation is still to acquire information for the client.

Methods of investigation depend on variables such as areas of specialization and the number of employees. Much of an investigator's time, especially if he or she is self-employed, may be spent in the field for long-term surveillance. Lawyers and corporations may need detectives to conduct on-site interviews over a broad geographical region. Out-of-office work is time-consuming and demanding, but another method of investigation available to detectives is online data information. Data providers such as IRBsearch, Merlin, and ChoicePoint offer access to public and

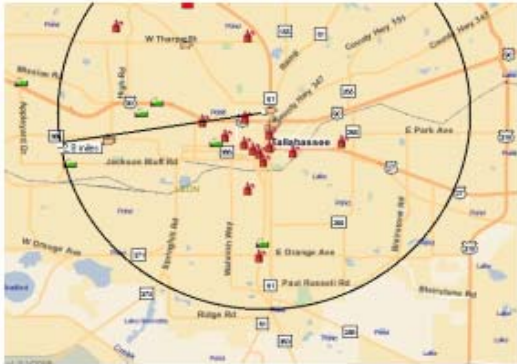
proprietary records that allow searches to begin in the comfort of your home or office. Access to accurate information becomes a powerful tool in successfully acquiring new clients and happily maintaining your current customer base. The faster the information comes to you, the more successful you become in managing and closing cases. The amount of time once spent tracking down witnesses, hunting down dead-beats, or driving to address after address of a skip have been shortened to a fraction of the time through online data services.

One of the newest online products now available to private investigators is IRBpro. This new comprehensive suite of investigative tools, downloadable through IRBsearch.com, allows investigators to locate suspects, uncover fraud, and retrieve hidden assets as a desktop application. In addition to providing the same locate and investigative technology offered by IRBsearch.com, IRBpro seamlessly integrates all the analyst's mission critical tools into one easy-to-use application.

For example, a basic person search can be sent to the link analysis or enhanced mapping feature within the same open window. Once a person search is sent to link analysis an investigator can expand the results to discover connections between complex relationships. Names on a page are instantly transformed into visual representations; a spider web of information appears with crystal clarity. Investigators can also add their own photos, graphics, and icons to support Link Analysis. The information can be saved and printed as html or each diagram may be reduced or enlarged and printed in various graph styles: circle, clustered, force directed, hierarchical, or animated spring.

The IRBpro mapping application utilizes batch addresses from data files and allows you to add locations to a map. Combining locations with different map points can reveal patterns that might otherwise go unnoticed. Each new batch is automatically color-coded or you may choose to keep the same color and symbols as you receive new information. The mapping function also contains hundreds of Standard Industrial Classification Codes, or SIC codes. When an analyst selects a specific code-corresponding business, such as banking,

lodging or education, geo-spatial relationships become visible between selected entities or incidents. For example, you may wish to compare the distance between the residence of a convicted felon and elementary schools, or between known criminals and hotels or hospitals. The twenty-first century detective has access to much faster results than his predecessors or current competitors when using products such as IRBpro and like Link Analysis, the mapping feature may be printed or saved for later access.



In addition to saving your current search results, diagrams, and maps, IRBpro allows users to record all the searched queries along with the results. In other words, the exact steps taken to achieve the desired results may be saved when specified by the user. This feature is especially desirable for ongoing investigations where historical queries can be resubmitted against current data to reveal possible new information.

If criminal searches are at the top of an investigator's priority list, the IRBpro photo lineup presents a set of up to six images from Department of Corrections. Photos may be added from disks or dragged and dropped from active searches. The drag and drop integration is available between all IRBpro windows.

The post-modern investigator of 2007 barely resembles the gumshoe detective of the earlier half of the Twentieth Century. Is there still a need for hitting the pavement and knocking on doors? Absolutely. But does the investigator of today spend all their time doing physical labor? Absolutely not! Much of the groundwork of investigations today is done online with products such as IRBpro and companies can save time and money by utilizing web-based services.

You can try IRBpro for free during a two-week trial period, but certain rules and restrictions apply. For more information visit www.irbsearch.com or call IRBsearch at 800.447.2112.

Sources: Bureau of Labor Statistics, U.S. Department of Labor, *Occupational Outlook Handbook, 2006-7 Edition*, Private Detectives and Investigators, on the Internet at <http://www.bls.gov/oco/ocos157.htm> (November 12, 2006)

Legislative Report

by Bruce Hulme, NCISS Legislative Director

As you can imagine, there are changes on the way in Washington. The election results were just the beginning. As I began this report, the Wall Street Journal and other news sources reported on the House of Representatives passing HR4709, known officially as the "Telephone Records and Privacy Protection Act of 2006," which has gone to the Senate for consideration. Unofficially it's known as the "pretexting" bill and that's the buzzword picked up by the press. This bill was passed by the House last summer before the HP scandal heightened awareness of the issue. The bill criminalizes pretexting only to obtain confidential phone records, and its final version we were able to sign off on. Pressing for further changes in language would have been futile. As I finished this report, in the final hours before we go to press, the Senate passed HR4709 without amendment just before its adjournment.

Pretexting has been criminalized in federal law once again. Pretexting a financial institution to obtain asset information on a judgment debtor was outlawed by the passage of the Graham-Leach-Bliley Act (GLBA or the Financial Modernization Act of 1999). With the passage of HR4709 and a Democratic majority in both houses of Congress, privacy advocates and others will be even more emboldened. We can expect the possibility of bills in the next Congress to outlaw pretexting in all aspects of investigation, even when conversing with an offender or suspect in a criminal or civil case. An additional consequence of expanding anti-pretexting legislation would be to criminalize undercover investigations which are presently lawful. Our only saving grace might be that it will take 60 votes for the Senate to pass a bill; and in the 110th Congress, with the Democrats controlling only 51 votes, passage is not guaranteed.

That is, if we will be able to convince enough senators of the unintended consequences of passing any bill that outlaws pretexting in areas other than obtaining phone records and financial information.

This we can count on: the next Congress will be more than willing to consider new versions of the many privacy bills that did not pass this year. There will be new chairs in many of the committees which we deal with, and new relationships will have to be built. It remains to be seen how responsive these new leaders and committee chairs will be to our concerns. In anticipation of these challenges, NCISS is already meeting with the legislative representatives of business and professional groups that share our concerns about the unintended consequences and harm to legitimate business practices many of these bills will offer. We have also met with several key Democrats that we expect in 2007 will chair committees that generally vote on legislation that concerns our profession.

We were successful in the 109th Congress; our voices were heard and many of the bills that would have adversely impacted our businesses did not make it out of committee. Although one passed one house, none passed both and thus were not enacted into law. We will, of course, continue our work in the halls of the 110th Congress on behalf of professional investigators and security practitioners. It is more important than ever for you to pay attention to the changing legislative picture and how it affects your business. Visit the NCISS web site regularly; and pay attention to the emails and newsletters from your national and state associations. We need your continued support.

Source: PI Magazine Jan/Feb 2007 Issue <http://www.pimagazine.com/>

Conferences & Seminars



IRBsearch will be attending the Professional Bail Agents of the United States Annual Conference in Las Vegas, NV February 19-22.

Please visit www.pbud.com for more information. IRBsearch is proud to support PBUS and all its members.



MIAMI

IRBsearch will be attending the FLACARS Convention February 22-24, 2007 in Miami Florida. Rebecca Roberts, National Marketing Director at IRBsearch will give a seminar entitled *"Retrieving Quality Results through Online Skiptracing."* Please visit www.flacars.org for current updates and additional information. We hope to see you there!

IRBsearch will be attending the Annual Associations One Conference February 22-24, 2007 in Chicago, Illinois.

Laura O'Kane, an IRBsearch representative will give a seminar entitled *"Retrieving Quality Results through Online Skiptracing."*



Associations One is comprised of various Private Investigative Associations from Illinois, Indiana, Iowa, Kentucky, Michigan, Ohio, and Wisconsin. IRBsearch is proud to support Associations One and all its members. Please visit associationsone.org for current updates and additional information. We hope to see you there!

IRBsearch attended the Professional Investigators of California (PICA) 2006 Business Meeting & Conference over Veteran's Day Weekend, November 10-12. The sold-out event was held in Pomona, California and was a huge success. Among the highlights were a vendor reception followed by a banquet featuring Vinny Parco from television's "Parco PI." IRBsearch is proud to sponsor PICA and we certainly enjoyed being involved at the conference.



For more information please visit: <http://www.pica-association.org/>

See our [Upcoming Conferences & Seminars](#) page for more information.

Newsletter Archives

December 2006: <http://www.ibrsearch.com/newsletter/archive/12-06.pdf>

Closing Comments

IRBsearch continues to develop more products and services that benefit our customers. Whether you are a private investigator, process server, repossession or bail agent, we strive to find new ways to support you and your business. As we continue to fulfill the needs within these professional industries, we welcome all comments and suggestions.

IRBsearch values all the relationships we have with both our individual clients and the various state associations within the industries that we serve. We have a huge range of promotions, giveaways, and door prizes at conferences. We love to see our customers face-to-face so be sure to stop by our booth and say hello!

Please continue to visit our website to keep up to date with all the [Upcoming Conferences & Seminars](#) that IRBsearch sponsors and attends.