



Investigation Education Consultants

1451 W. Cypress Creek Road, Suite 300

Fort Lauderdale, FL 33309

954.928.2813

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INVESTIGATOR TRAINING COMES OF AGE

An Interview by Kitty Hailey for PI Magazine,
September Issue, 2005



How do you become a professional investigator? What must you know to work in the field of security management? What college level courses are vital to your future in either profession?

Investigator training has come of age with the inception of a uniquely well-organized college level program for the aspiring private investigator. Learning the fundamentals and attaining an advanced degree now prepare the serious student for life as a licensed professional investigator.

PI Magazine researched the inception of a new academic program to determine its feasibility for the aspiring investigator or security specialist. The search began with a look at a totally unique concept by a group out of Florida known as **Investigation Education Consultants, Inc.** The findings were impressive. Unlike training schools, trade schools or mail order programs, the information vital to becoming a licensed investigator is now being taught through recognized academic institutions of higher learning. Educational materials are tailored to meet the standards of State Departments of Education or National and Regional college accrediting bodies. The graduate can now boast of a practical educational experience that prepares him or her for the real world of the real investigator.

IEC offers the fundamentals of investigation and security training to colleges. Career oriented programs are custom designed for universities and colleges by the experienced IEC staff. This innovative concept was copy written by two gentlemen with combined histories as practicing professionals and college instructors. They recognized a need that transcended the regular “law and criminal justice” programs offered by most institutions of higher learning. These programs adequately prepare the student to work in law enforcement or within the court system. However, they tend to neglect the other side of the coin. Plaintiff personal injury and criminal defense are generally NOT government related jobs for the most part. In fact, very few college programs offer any instruction on working in the private sector.

The basic curriculum of the IEC program consists of nine core courses that are designed for either a certificate or degree; Associate, Bachelors or Masters. Programs address the needs of the practicing profession and include:

- Foundations of Professional Investigation
- Investigative Interviews
- Practical Skip Tracing
- Covert Surveillance
- Law and the Court System
- Fraud Investigation
- Insurance Investigation
- Criminal Investigation
- Investigation Management

Several questions were posed to **Steve Mallon**, President of IEC regarding the stimulus behind this innovative program. Mr. Mallon is one of the innovators of City College of Florida’s nationally recognized degree program for Private Investigators. He stated:

“We’ve been doing it backwards and it’s about time that the profession asked these very intelligent questions. Accommodations had to be made for the serious student. Imagine! Up until this time it was common to choose the job, then learn the skills while working as a practicing investigator. The only education was provided via professional continuing education seminars. This era marks the first generation of people being trained for their chosen profession and getting basic courses **BEFORE** they are hired to work in the field. It seems ludicrous, but continuing education generally preceded primary education in the areas of investigative and security training. That is because there was **NO** training in many cases before an individual started work as a private investigator.”

In response to another query, Mallon explained that most college level courses concentrate on Law and Justice programs. They prepare the student for the world of the police officer or security guard. “We are not a training school,” says Mallon. “In other words, we do not directly train students but we provide a custom designed curriculum to local college campuses so that qualified PI’s from the area can work with our material and teach from the combined points of view of academic and practical education.” The

system appears to be valid and stable as it standardizes core education and allows for individualized state qualifications to be met.

Rory McMahon, partner in the firm, has been a licensed professional investigator, college instructor and author for the investigative profession. He was asked about the qualifications of a good instructor to take on the challenge of the ever-growing field of private investigation. He commented, “Communication is the key. We recognize that every good investigator is not a good instructor. So we endeavor to provide a variety of interesting and informative materials that combine well with the experience of the professional investigators hired by each college or institution.” It looks like they have succeeded. They are using books written by nationally recognized investigators. These are an exciting addition to the library of aspiring investigators and practicing professionals. “Learning from experts who work in the field every day beats reading dry text books based only on theory that have been around for dozens of years,” says McMahon. “Our authors have been out in the trenches. They write about what they have experienced. These books are both practical and interesting.”

Plans are in the works for Distance Education via computer classrooms and packaged programs in contemporary format. McMahon states that “we are not standing still. We’re looking to change the face of the PI industry through higher education and academic training. We want to make the profession stronger, with better educated professionals who are ethically responsible.” He stresses, “this is a living, breathing being. We’ve created an ever-changing program that is current with new legislation. We’re in touch with Professional Associations that are the standard bearers of the industry. I’m proud to be a part of this amazing achievement.”

IEC has sub-contracted local Consultant Associates who will identify educational institutions in their cities and communities to make initial contacts with Academic Program Directors. “At this moment,” Mallon states, “we are looking for PI’s who have 3-5 years experience who can demonstrate their concern for the future of the profession. We will be identifying professionals to act as instructors and to make initial contacts with their local institutions. We’ve specified target areas that demonstrate interest and need.” Mallon goes on to explain that the financial opportunities for IEC Consultants are generous. They allow the local investigator to continue their work while marketing IEC’s program on a part time basis. “Our Associate commission rate is very substantial,” he proclaims.

Individuals and educational institutions wanting more information on the next generation of investigative training are encouraged to visit www.investigationeducation.com. It’s a win-win situation for the future of our profession.

New Professional Association Launched

Washington, DC - The **United States Association of Professional Investigators (USAPI)** is a national organization representing the interests of all professional investigators. For membership information contact info@usapi.org.

First Ever World Investigator Conference



Las Vegas, Nv - Investigators from throughout the world will gather in Las Vegas for the “first ever” World Investigator Conference. PI Magazine, the “Journal For Professional Investigators”, sponsors this premier event. The events activities begin on September 21, 2005 when PI golfers will gather at the beautiful Silverstone Golf Course. Through September 24, Investigators will improve skills by hearing renowned speakers at the MGM Grand Hotel such as Andrew Napolitano, John Walsh, Dr. Henry Lee, Bill Kurtis and many more. **Investigation Education Consultants will be one of the featured educational vendors at the conference.**

Certification Awarded to IEC Partner



Austin, TX - June, 2005 - The Association of Certified Fraud Examiners, the world’s leading provider of anti-fraud training and education, awarded **Rory J. McMahon, McMahon & Associates** and **partner in IEC, Inc.** the globally preferred “Certified

Fraud Examiner” (CFE) designation. An exhaustive and lengthy testing requirement was required to achieve this distinctive designation.

National Director of CDITC Lauds IEC Program

Dear Colleagues,

”I wanted to take a moment to mention the Professional Investigator Certificate Program. **Steve Mallon** and our own **Rory McMahon, CLI, CCDI** developed the program. Rory is a member of the CDITC advisory board and hold the distinction of "Senior Fellow". This program is a first class investigative training regiment grounded in sound academic principles. I not only recommend it to existing professional investigators but also ask that as a profession we refer people to it. I am very pleased to announce that the program does in fact teach criminal defense investigation utilizing the Component Method as a guide. This is yet another major step for our specific discipline. Again, Mr. Mallon and Mr. McMahon should be congratulated. Well done, gentleman!”

Respectfully,

Brandon A. Perron, CCDI
CDITC NATIONAL DIRECTOR



Professional Investigators Needed

Investigation Education Consultants, Inc., a U.S. based corporation seeks marketing relationship with experienced Professional Investigators in the U.S. and other English speaking countries. IEC, Inc. requires part-time commissioned representatives to market a highly successful, college - level Professional Investigator training program to colleges, universities and career schools. This is not a home study course. IEC, Inc. offers very high commission rates. Representatives will be fully trained in marketing of this program.

There is no cost or investment.

To inquire about this incredible Professional Investigator sales and marketing opportunity, contact Steve Mallon or Rory McMahon at www.investigationeducation.com or phone 954.928.2813

The IEC Pledge Tells You That We Mean What We Say!

We Pledge

- ***A State of the Art Professional Investigation Program that is second to none worldwide. We pledge that your students will be trained using the highest quality materials, and the best-qualified Investigator Instructors, placed on your solid educational platform.***
- ***A line of communication that is always open. We put our reputation on the line and back-up this statement in every way possible. This means 24 hours a day and 7 days a week. Whenever you have a question, we can be reached with an answer.***
- ***A constant flow of creative ideas to make our program-partnership more powerful and successful. IEC's Professional Investigation Program is focused and hands-on to train students in above-entry skill levels.***
- ***A program that will provide your students a "life changing" experience that accomplishes their goals and your educational mission.***

The IEC Professional Staff

Helping You Change Lives – One at a Time