



**MICHIGAN COUNCIL OF  
PROFESSIONAL INVESTIGATORS**

# Up-Close

*SEPTEMBER 2019*

MICHIGAN COUNCIL OF PROFESSIONAL INVESTIGATORS | 37637 Five Mile Rd, #236, Livonia, MI 48154

[www.mcpihome.com](http://www.mcpihome.com)



*MCPI MISSION STATEMENT: The Michigan Council of Professional Investigators (MCPI) is an organizational network of investigators from across the State of Michigan founded on integrity, professionalism and high industry standards. Our organization will strive to provide investigators with education, legislative support, business opportunities, and synergistic forums to gather and exchange ideas. The MCPI members maintain the highest standard of ethics and confidentiality to promote trust and support amongst our clients and colleagues.*

## Thank You to our Vendor Sponsors!



**Bug Sweeps**

*Marty VanderVliet*

616-676-9206 / PO Box 1082, Ada, MI 49301

# President's Message

*Jerry Hardesty*

For those who read PI Magazine (which I recommend), check out page sixty-four of the September/October issue where I introduced you, our MCPI members to the readers.

We are quickly approaching our fall conference October 1, 2019. Your MCPI Board of Directors spent considerable time in choosing relevant topics and then bringing together a solid group of national speakers, for the best day of training. Take time and read the training notice that has been sent out on the ListServ as well as in this edition of the MCPI Up-close Newsletter. Look at the lineup of the speakers and topics, to be presented by investigative leaders from around the country who will be here having lunch and networking with you our members. Your Board has secured nationally known leaders/presenters, and this really is a day no one should miss. The time and money spent will be a good investment in your future. We've had many new members join us in the past year, and I expect most will be attending. Please make October's training day high priority. See you all in October.

Jerry Hardesty, President MCPI

## MCPI & NCISS Joint Annual Training - October 1, 2019

### WHEN

October 01, 2019  
8:00 AM - 4:00 PM

### TICKETS

\$125.00 MCPI  
MEMBERS ONLY -  
Admission Annual  
Training

\$125.00 NCISS  
MEMBERS ONLY -  
Admission Annual  
Training (Discounted  
Rate)

\$150.00 Guest tickets for  
NON-MEMBERS of MCPI  
or NCISS--Annual  
Training

\$175.00 VENDOR  
TABLE--SPONSORSHIP  
FOR ANNUAL TRAINING  
(1 booth; 2 chairs; speech  
allowed)

\$125.00 OASIS, INspi,  
and other state

### REGISTER ONLINE NOW!

On **Tuesday, October 1, 2019**, MCPI and NCISS members and guests will join together for a **full day of educational training and networking!** **MCPI has secured several nationally-renowned speakers and award winning authors for this event!** MCPI will be extending its **member pricing** to all **NCISS, INspi, OASIS**, and other state association members who wish to attend this training, as well as its discounted room rates for the beautiful accommodations at the conference venue! **Please register online now to secure your seat for this Annual Training day! Current speakers include:**

***Paul Jaeb - "Supercharge your Agency by Eliminating the 3 Most Common Mistakes"***

***Kitty Hailey - "Standard & Ethics for the Investigative Profession"***

***Joe Koenig - "Investigation Process and Techniques for Getting to the Truth"***

***Edward Ajaeb - "Online and Social Media Investigations: Go Beyond the Big Sites"***

***Please find complete bios for these speakers on pages 3 & 4 of this newsletter.***

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**USEFUL RESOURCES**

[El Dorado Insurance Agency](#)

[Open Source Intelligence \(OSINT\) Techniques](#) by Michael Bazzell

[Open Source Intelligence \(OSINT\) Training Webinars and Materials](#) by Kirby Plessas

[Association of Certified Fraud Examiners \(ACFE\) Events & Training Materials](#)

[Department of Licensing and Regulatory Affairs \(LARA\) License Verification](#)

[True People Search](#)

# MCPI Annual Conference

## Speakers' Biographies

### PAUL A. JAEB

#### ***National Speaker, Licensed Investigator and Consultant***

##### ***Topic: "Supercharge your Agency by Eliminating the 3 Most Common Mistakes"***

Paul Jaeb founded *Heartland Investigative Group* in 1991. His firm conducted thousands of due diligence investigations, background profiles, corporate fraud cases, and forensic assignments. The firm's clients include dozens of Fortune 500 corporations, hundreds of law firms, and several federal, state, and local government entities. Personally, Paul has solved dozens of complex corporate fraud cases, conducted dozens of high-level security audits and advised leading executives on issues related to corporate intelligence and physical security.

After successfully selling his 100-person firm, Paul now focuses on serving the needs of high net worth customers throughout the Midwest. Developed in 2018, the firm specializes in advising clients on residential, cyber, and travel security. Paul premiered his newest product, the *Security Intelligence Newsletter*, in February 2019.

Paul attended the University of Minnesota with a political science major. He is a Chartered Fraud Investigator® and a former Chairman of the National Association of Legal Investigators (NALI). He is a founding member of a federal PAC and active in the profession's leading associations. Paul was the Managing Editor of *The Legal Investigator Magazine*, the host of the industry's most popular podcast, *The American Private Investigator*®, and is a sought-after national speaker.

### KITTY HAILEY

#### ***Award-Winning Author, National Speaker and Licensed Investigator***

##### ***Topic: "Standard & Ethics for the Investigative Profession"***

Kitty Hailey is an award-winning, nationally recognized author of numerous books, as well as articles for professional journals, on topics including: Ethics, Difficult Interview Techniques, Post-Conviction Investigations, Recovering Stolen children, Mitigation Investigations, and Batson Investigations. Kitty has 42 years of investigative experience and is currently the owner/operator of New Jersey's largest all female investigative agency, which has been operating for more than twelve (12) years. She has been a member of the Philadelphia Federal Defender Capital Habeas Unit for eight (8) years and maintains experience in recovering missing and stolen children, personal injury, criminal defense and corporate investigations.

Kitty has been featured as a speaker at more than twenty-five (25) investigative association and bar association seminars, and was a recent guest of *My Favorite Detective*, a John Hoda podcast, as well as a two-time guest of *PI's Declassified*, an online radio program.

This presentation is based upon Kitty Hailey's newest book: ***Code of Professional Conduct: Standards and Ethics for the Investigative Profession, Third Edition (2016)***. Working in the world of social media presents unique problems for the investigator, while opening doors to advanced investigation. It is all about the balance and that is what is discussed in this interactive presentation.

This is a fun and interactive presentation so be prepared to participate, ask questions and give opinions. Ethics is personal! Codes are guides. YOU are an integral part of this presentation.

*Continued...*

## JOE KOENIG, CFE

### ***Award-Winning Author, National Speaker, Forensic Linguist and Licensed Investigator***

***Topic: Investigation Process and Techniques for Getting to the Truth"***

Joe Koenig, a Certified Fraud Examiner (CFE) and Forensic Linguist, is retired from the Michigan State Police after 26 years and has over 50 years of investigative experience in both the public and private sectors. He was lead investigator on the James R. Hoffa case and a Past President of the Michigan FBI National Academy Associates. He holds a BS in Accounting from Wayne State University, and a Master's in Public Administration from Eastern Michigan University, where he was a member of the Phi Kappa Phi Honor Society. He now owns and operates *KMI Investigations* in Western Michigan, specializing in financial fraud investigations.

A much sought-after speaker on communication, he helps businesses, accountants, lawyers, and investigators to properly sculpt questions to get the truth. He is the author of many articles and two books: the award-winning book, ***"Getting the Truth," (2014)*** earning the prestigious 2016 Montaigne Medal Finalist and 2016 Indie General Non-Fiction Finalist Awards and his most recent book, ***"Getting the Truth: I am D.B. Cooper" (2019 Principia Media)***.

## EDWARD J. AJAEB

### ***National Speaker, Open Source Intelligence (OSINT) Specialist and Licensed Investigator***

***Topic: "Online and Social Media Investigations: Go Beyond the Big Sites"***

Edward J. Ajaeb is an experienced private investigator, intelligence analyst, online researcher, business owner, and national speaker specializing in social media and digital investigations, open source intelligence (OSINT), and security analysis.

As founder and president of *Nighthawk Strategies*, he has built on many years of experience to successfully help clients navigate complex security, intelligence, and investigative needs. As a licensed private investigator, he has developed specialties in social media investigations, online research, background investigations, due diligence, and open source intelligence. His clients have included non-profit organizations, Fortune 500 companies, international research firms, and government officials and agencies.

As a business owner, he has grown his company into a competitive, internationally-respected brand in the investigative and security communities. He has appeared on multiple podcasts and published articles in a variety of publications in the security, investigations, and research industries, including *Pursuit Magazine*, *PI Magazine*, and *Online Searcher*. He has presented and lectured at national conferences including the *ASIS Global Security Exchange* conference attended by over 20,000 security management professionals worldwide. Additionally, he is a member of both the Association of Independent Information Professionals (AIIP) and the National Council of Investigation and Security Services (NCISS).

His passion for fact-finding, combined with his position as a business owner, have established him as a respected thought leader in the investigations and security communities and have led to his international recognition among colleagues, customers, and media outlets for his unique understanding of professional investigations, open source research, security, intelligence, and social media research.

# MCPI Awards

The MCPI will be presenting awards this year at our 2019 Fall Conference. There are three awards, Investigative Excellence Award, Professional Award and the Pinnacle Award. A committee has been developed and is Chaired by Cheri Gelnak, along with Jim Schoenherr, John Sydenstricker, Jim Kelly, and Candace Ivey. The committee will review the candidates and select the victor for each category. The following is a brief description for each award. Your submission should include the candidates name, there professional position, what award you are submitting for and a brief on why you feel your candidate should receive the award. Please submit your best candidate for each award to: [secretary@mcpihome.com](mailto:secretary@mcpihome.com)

## MCPI AWARDS:

### **MCPI Investigative Excellence Award**

Awarded to the person who through their personal efforts has demonstrated the highest level of professionalism, ethical practice and integrity which best exemplifies and reflects the highest qualities of an Investigator. *(the award is available to any investigator, public or private sector, in the Nation)*

### **MCPI Professionalism Award**

Awarded to person, who through their personal efforts, has greatly contributed to the advancement, improvement and promotion of the Council and the Investigation profession.

*(awarded to an MCPI members, associated with the group – past or present)*

### **MCPI Pinnacle Award**

This award is for those that may not fall within the guidelines of the other two awards presented by the MCPI. This award will be used to recognize people that have made a difference for the investigative profession/community and will be awarded by the awards committee and at the Board of Directors discretion. Examples for this award: Politicians, regulators, vendors, PI's in other states that helped the MCPI or its members in some capacity that stands out.



# Featured Sleuth

**MARTY VANDER VLIET**

*By Russ Rheaume*



Marty Vander Vliet of Northport Security is our current Sleuth. Marty grew up in Sheboygan, Wisconsin, and came to Michigan to attend Calvin College, in Grand Rapids, MI, where he graduated with a B.A. degree in Criminal Justice and Political Science. Marty then obtained his J.D. from the University of Wisconsin Law School and is a member of the state and federal bars in Wisconsin but has never practiced law.

Joining the FBI in 1990 as a Special Agent, Marty was initially assigned to the Detroit field office. While there he worked property crimes, bank robberies, violent crime, and narcotics cases. He did some Undercover work and was also a member of the Detroit FBI SWAT Team. Marty subsequently received specialized training in various forms of electronic surveillance and was certified as a Technically Trained Agent who was responsible for the installation of wiretaps, microphones, cameras, GPS tracking devices, and he also did surreptitious entries of residences and businesses.

Marty also received specialized training in Technical Surveillance Countermeasures (TSCM), commonly referred to as “bug sweeps.” He did hundreds of examinations of FBI facilities both in the U.S., as well as in various embassies around the world. During this time, Marty received a transfer to the FBI Grand Rapids office where he was responsible for technical matters on the west side of Michigan, as well as the Upper Peninsula.

Retiring in 2016 after 26 years at the FBI, Marty got his PI license, and started Northport Security. His firm specializes in TSCM work. He invested in the same high-end equipment he used at the FBI and does work for many large companies in Michigan. He finds the work rewarding and enjoys meeting new people.

Marty first became aware of MCPI through member Bob Pertuso, who was his partner and mentor in the early 1990’s when they worked together on the Violent Crimes Task Force in Detroit. Bob and Marty were part of a wiretap investigation on a group of over twenty individuals who were posing as Detroit Police Officers and committing home invasions to rob drug dealers and other persons of drugs and money. The case culminated in a high-speed chase and gun battle between law enforcement and the gang, on the streets of Detroit.

Since joining MCPI, Marty has been able to attend MCPI meetings and has found them educational, as well as a great way to network with fellow professionals. He has done work for several MCPI members who have called him when they have had clients in need of bug sweeps. Many of these sweeps were of residences and vehicles of individuals involved in divorce cases.

Marty and his wife Julie celebrated their 25th anniversary last year and live in Ada, MI. They have a son and daughter, both of whom attend Hope College in Holland, MI. Marty also enjoys traveling, reading, music, and skeet shooting.

Northport Security ([www.northportsecurity.com](http://www.northportsecurity.com)) is located in Ada, MI, telephone number 616-676-9206, or email [marty@northportsecurity.com](mailto:marty@northportsecurity.com).

## Good Book

Getting The Truth “I Am D.B. Cooper”

*By Joe Koenig, CFE*

*An investigative story about the 1971 D.B. Cooper hijacked NWA Flight 305. Joe Koenig provides an exceptional analysis of information from key witnesses and documents bringing him to conclude who the real D.B. Cooper is. Fascinating!*

To order Joe’s book – go to his Website:  
[www.kmiinvestigations.com](http://www.kmiinvestigations.com)

