Seminar Enrollment Form

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SEMINAR: 3-Day Reid Technique of Interviewing and Interrogation &
1-Day Advanced Reid Technique Seminar

WHEN: March 29 – April 1, 2011 - 8:00 am – 3:00 pm

WHERE: San Diego State University Police
Gateway
5250 Campanile Drive
San Diego, CA 92182

COURSE FEE: $420 - 3-Day Reid Technique Interview and Interrogation.
$175 - 1-Day Advanced Seminar on The Reid Technique
$595 - 4-Day Combined Seminar
Checks Payable to:
John E. Reid & Associates
209 West Jackson Boulevard Ste. 400
Chicago, IL 60606

TO REGISTER: Register Via: ONLINE – E-MAIL – MAIL – TELEPHONE
www.reid.com
John E. Reid & Associates
209 West Jackson Boulevard Ste. 400
Chicago, IL 60606
Telephone: 888-255-1635
Email: dplese@reid.com

DEADLINE: March 22, 2011

The General Services Administration (GSA) awarded a Federal Supply Schedule contract to John E. Reid & Associates, Inc. Our contract number is GS-02F-0164P.

JOHN E. REID & ASSOCIATES, INC. REGISTRATION FORM
(Please print)

Seminar Location _____ Date(s) _____

❑ 4-Day ❑ 3-Day ❑ 1-Day

Name _____ Title _____

Name _____ Title _____

Name _____ Title _____

Department/Office _____

Address _____

City _____ State _____ Zip _____

Phone ( ) _____ Fax ( ) _____

Payment Information ($_____ per person): Amount Due: $ _____

❑ Payment Enclosed ❑ Direct Bill to: _____

If you would like periodic updates regarding Reid events and materials including Interviewing and Interrogation Updates, Investigator Tips, notifications regarding new publications/training materials and local seminar notices, complete the brief online form at www.reid.com; Select the 'click here to be included on our e-mail contact list' hyperlink located on the bottom of the Reid homepage.

John E. Reid
and Associates, Inc.
209 W. Jackson Blvd., Ste. 400
Chicago, IL 60606

PRESENTS...

THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®

Look inside for important dates and locations for Reid Technique® Seminars

John E. Reid
and Associates, Inc.
Established in 1947

Presents

THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®

and

THE ADVANCED COURSE ON THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®

"The most effective and flexible interviewing and interrogation techniques available – perfect for Law Enforcement, Corporate Security, Government and Military Investigators"

If it doesn't say "The Reid Technique,®" it's not John E. Reid and Associates, Inc.

209 W. JACKSON BLVD., STE. 400
CHICAGO, IL 60606
800-255-5747
312-583-0700
WWW.REID.COM

Location & Date
March 29–April 1, 2011

San Diego State University Police
Gateway
5250 Campanile Drive
San Diego, CA 92182

3-Day Course Seminar Topics

Interview and Interrogation Preparation

- The style, appearance and approach of the successful interviewer and interrogator will be covered, as well as the room settings conducive to these activities.

Behavior Symptoms

- Learn how to analyze and categorize verbal answers from suspects as more indicative of a truthful person or a deceptive person.
- Learn how to use nonverbal behavior displayed by the suspect to make a determination of whether they are telling the truth or withholding relevant information.
- Learn how to read nonverbal behavior during the interrogation to identify the suspect's frame of mind and to recognize when the suspect is ready to confess.
- Learn the six nonverbal behavior symptoms every investigator should know.
- Learn the psychology of what suspects tell you and what they really mean.

Reid Behavior Analysis Interview (B.A.I.)

- Find out why standard investigative questions of "who," "what," "when," "where" and "how" are often not adequate enough to identify the guilty suspect with a high degree of accuracy.
- Learn more than 20 behavior-provoking questions that should be asked of all suspects to assist the investigator in identifying the guilty suspect and eliminating the innocent from suspicion.
- Discover how the guilty suspect's answers to behavior-provoking questions will give you information needed to get their confession.

The Reid Nine Steps of Interrogation

- A systematic, common-sense approach to a successful interrogation developed by John E. Reid and Associates through extensive research and practical experience over the past 60 years.

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In a recent decision, June 2004, the U.S. Supreme Court referenced our company and book as examples of law enforcement resources offering proper training.

Missouri vs. Siebert

Proven Value of Reid Seminars

Save Learning Time

You can spend years trying to develop the skills and know-how on your own, or you can attend our outstanding seminar and benefit from our 60 years of knowledge in three, four or five days.

Make Decisions Based on More Than a Hunch

Most good interrogators can't tell you why they are able to identify the guilty or obtain confessions, because they are relying on a "sixth sense" or "gut feeling." Let us convert your "hunch" into an understandable and objective technique.

We Don't Just Make Promises—We Guarantee Them

We guarantee to increase your ability to identify the guilty and get them to confess. Put into practice our techniques taught at this seminar and if you don't agree they increase your ability to identify and get them to confess, we will refund your tuition in full, no questions asked. Our guarantee is the strongest in the field.

What Our Participants Think...

95% of the respondents reported that using The Reid Technique helped them to improve their confession rate.

The majority of the respondents said they increased their confession rate by more than 25%; almost a quarter of the respondents said they increased their confession rates as much as 50%.

97% of the respondents reported that using The Reid Technique increased their case resolution rates.

100% of the respondents reported that they thought the benefits they received attending the Reid Technique seminar was worth the investment they made to attend the seminar.

Seminar Benefits

- Enhanced learning through the use of actual videotaped interviews and interrogations conducted by the Reid staff.
- Learn to develop a strategic game plan for every interrogation based on profiling the suspect using case facts, evidence and the results of the interview.
- Learn to quickly analyze the real meaning behind what a suspect tells you during a question-and-answer interview.
- Learn how to use the suspect's own behavior to tell you when they're ready to confess.
- Learn to identify the five facial expressions that provide you with the emotional state of the suspect.
- Receive detailed and thorough instruction regarding what to say to a guilty suspect to get them to confess no matter what type of crime they may have committed.

Advanced Course Seminar Topics

Stages of Interrogation

Most unsuccessful interrogations are a result of the interrogator's inability to move the guilty suspect from one stage of the interrogation to the other. We have defined three distinct stages of the interrogation that may give an interrogator problems: defiant stage, neutral stage and acceptance stage.

Defiant Stage

Some guilty suspects feel that if they continue to deny, sooner or later the interrogator will give up. The suspect at this point is verbally denying and nonverbally is very defensive. Unless the interrogator can move the suspect out of this defiant stage, a confession will not be obtained. This section of the seminar will address seven proven tactics to move the suspect out of the defiant stage.

Neutral Stage

Guilty suspects in this phase of an interrogation feel that if they tune out the interrogator, he or she sooner or later will give up interrogating them. Suspects in this phase of an interrogation are really not fighting the interrogator with strong denials, but are merely tuning out the interrogator. This section of the seminar will discuss four proven techniques used by the Reid staff to move the suspect into listening to the interrogator's themes.

Acceptance Stage

Sometimes an interrogator has the suspect very close to confessing but can't move them over the edge to get that acknowledgement of guilt. In this section, the Reid instructors introduce three specific techniques which will dramatically increase admission of guilt.

Profiling Suspects for Interrogation

People that commit crimes do so to fulfill certain needs—once the interrogator knows what needs were fulfilled, he or she can now pinpoint the primary themes which will trigger the confession.

Who Should Attend the Advanced Course?

Attendance at the advanced seminar is for those individuals who have completed a prior 3-day regular Reid seminar on the Reid Technique of Interviewing and Interrogation®.

Why Should I Attend?

Excellent interrogators are not born, but are a result of hard work and proper training. The Advanced Seminar will increase your confession rate.

Co-Sponsor 4-Day