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About the California Association of Licensed Investigators

The California Association of Licensed Investigators (CALI) is a not-for-profit professional organization dedicated to protect and enhance our licensed private investigators and licensed private patrol operator members.

With approximately 1100 members, CALI is the largest private investigator association in the world. The association works to advance the investigation and security professions through educational programs and legislative advocacy efforts that promote the needs of the profession before governmental agencies and the State Legislature.

CALI works in support of the ability of clients, often either a consumer or a victim, by performing legitimate investigations within the parameters and boundaries established in law. Our members are licensed and regulated by the Department of Consumer Affairs, Bureau of Security and Investigative Services.

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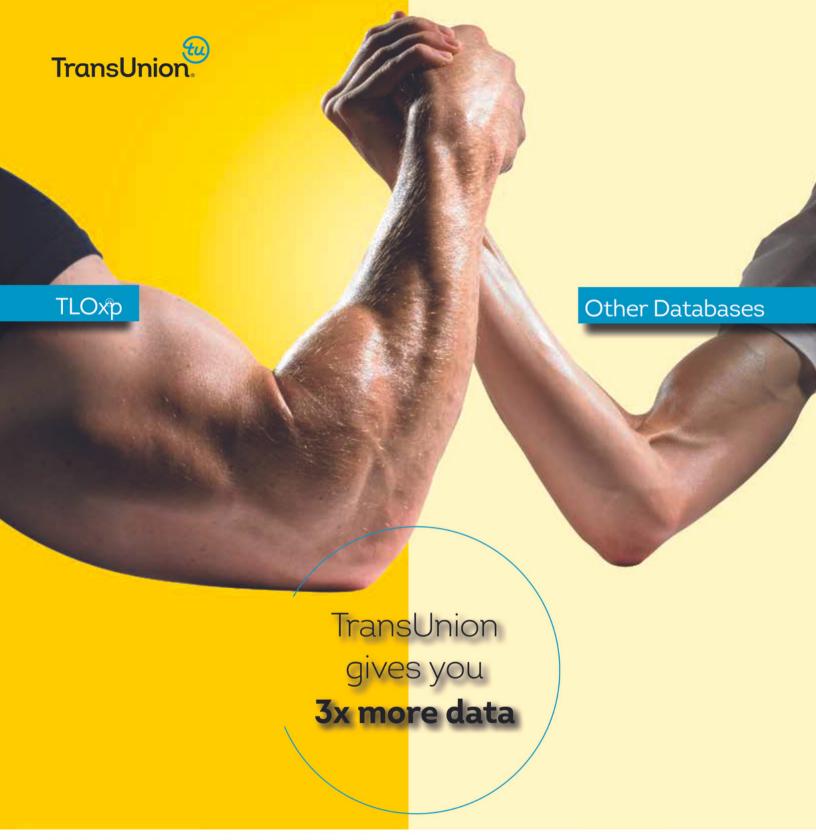
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CALI encourages members and industry experts to contribute relevant content for publication in the quarterly CALI Journal. We want to hear from you! Submit your article for review to info@cali-pi.org.

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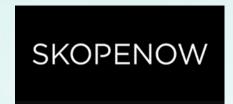
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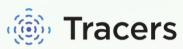










































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PRESIDENT'S MESSAGE

Frank W. Huntington, III, CPI



Wow, just wow. That was my reaction after flying home from Palm Springs after attending the 2022 CALI conference. The Conference Committee and our Executive Director, Maria Lagunas, did such an amazing job of getting us all back together after a two-year hiatus.

Special thanks to all our sponsors who made the event possible with their generosity. Please support them as much as they support us. We are already planning for our next conference in the Fall of 2023 and are exploring sites. More to come.

Congratulations to the 2022 Investigator of the Year Recipient Jay Paulino, CPI. The award was presented by Dan Alvarez, last year's recipient, and Richard Rivero, CPI, who joined us all the way from Texas (as Rick was not able to personally receive his award in 2020).

Shout out to Ben Harroll who coordinated the visit of two journalists from the French publication "Le Figaro Magazine" to our conference. They had the opportunity to speak to some of our members before moving on to other parts of the state. I certainly hope they paint us in a good light, but even if they don't, it's okay. I can't read French.



We also had many dignitaries join us, including TALI President Catherine Torrez, FALI President Dan Riemer, Arizona's (AALPI) President Robert Nalett. If you are not yet a member of the Big 3, please consider joining today. (BTW, it may soon be the "Big 4" if we can get Arizona in!)

This year we changed things up by having our President's banquet on Friday and including it with the cost of registration. I hope we continue to do this at future conferences as it was so nice to have so many members and guests in attendance. It was great fun as Chairman Jay Rosenzweig, CPI, and I co-hosted the event. ("Say goodnight Jay... Goodnight Jay." Our older members will appreciate that!)

Earlier this year, I was asked by our ED who would be getting the President's Award at the banquet. Although I had already knew who that was to be, I "fibbed" to Maria and told her there would not be one presented this time. As stated, I had already decided that Maria herself was to be the recipient as she was absolutely the most deserving. I was thrilled to present it to her and hope I did in fact surprise her. Before I presented her with the honor, she pulled me aside to tell me a funny story. Earlier that day, an attendee had asked her if she and I "were together." He went on to tell her, "I see the way you take care of Frank and was just wondering." No, we are not "together," but I am thrilled to have her not only as our ED, but as my friend.



The final presentation of the evening was the Distinguished Achievement Award, the DAA. I was honored last year to present it to Jay Rosenzweig, CPI, although sad that I could not do it in person. We did have a recipient this year and was very happy that Jay could personally present it to Anne Fields. In all sincerity, I simply cannot think of anyone more deserving of this honor than Anne. Congratulations my friend!

I want to take this opportunity to personally thank our CALI leadership, including Officers, Directors and Committee Chairs. The biggest thanks and appreciation should always go to our Governors, who without a doubt, have the most difficult job in the Association. Please take the time to thank your Governor for all he or she does, whether they are at the end of their term, or just beginning. Speaking of which, please join me in congratulating San Diego Governor Eric Dean, this year's recipient of the Governor of the Year Award. Sadly, Eric could not join us in person to receive his award, so Jay Paulino, CPI, San Diego Director, accepted it on Eric's behalf.



CALI President Frank W. Huntington, III, and Lindon Lilly, San Francisco District Governor, promoting CALI membership at the 2022 FALI Conference



Over the Independence Day Weekend, I was happy to see an email message from CALI member Igor Tymofeyev. Igor and his wife are Ukrainian and live in Kiev. They are in very bad straights presently, but are surviving. Please, keep Igor and his family in your prayers.

As with every article or report I write for this fine Association, I always conclude by thanking each of you for entrusting me with this position. I am honored to serve you and to work side by side with an excelled Board of Directors, leaders and all our CALI members. Please, enjoy the rest of your Summer and take time to spend with your family, friends and loved ones.

7.W. Huntington, 199

Frank W. Huntington, III CPI CALI President

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Distinguished Achievement Award

By Jay Rosenzweig, CPI, Los Angeles District Director and Past CALI President

On Friday night, June 24th, 2022, at the President's Awards Dinner in Palm Springs, long-time CALI member Anne **Fields** was honored with the Distinguished Achievement Award. The DAA is the highest honor anyone can receive in CALI. It is not an annual award nor is not intended to be awarded every year. The DAA is an honor bestowed on those individuals who have made their contributions over an extended period of time. This award was presented to Anne Fields by recipient last year's DAA Jay Rosenzweig.

Anne has been a CALI member for 35 years. From the person who nominated Anne, "There is a theme with her, and that is of a dedicated, tireless worker, who always makes the sacrifice of her time, energy, and training to make those around her better. CALI is a better organization because Anne is in it. Without a doubt, her presence has been felt in a positive way, always benefitting CALI. She is the voice no one wants to hear. She says no when it counts, even when her friends and colleagues lean on her to support ideas that are not in the best interests of CALI or our industry. She cannot be swayed when she knows she is in the right, for the right reasons."

Anne has served in almost every capacity as a CALI member, including President for two years, Treasurer, Governor, District Director, President, Administrative Services, and Director at Large. She has also successfully chaired the Bylaws, Budget, Scholarship, and Unlicensed Practices.

In each case, she excelled demonstrated extraordinary leadership skills to improve the quality of the CALI experience for its members. She is a mentor to many investigators throughout California. For almost thirty-five years, she has excelled in her profession as an investigator, educator, teacher, and leader. She has a strong will and high moral standards. Many members turn to her for advice and assistance with complicated CALI matters.

One of the judges on the selection committee said, "Anne Fields is clearly celebrated by peers and clients alike and has demonstrated a superb level of performance for many years." Another judge said "I believe Anne would be most deserving of this most prestigious award. The overwhelming support and cited reasons within the letters provided, make me believe she is deserving ofthe Distinguished Achievement Award. I cannot think of a reason this person should not be this year's recipient."

When Anne got up on stage to receive her award, she thanked the late Jim Licavoli and her long-time mentor, the late Joseph Memolo, for getting her involved in CALI in the late 1980's. Congratulations Anne, for an honor well deserved!



Past DAA Recipients of the Distinguished Achievement Award:

Jay Rosenzweig, CPI Frank Huntington, CPI Chris Revnolds Jim Zimmer, CPI Walt Zwonitzer Barbara R. Burr, CPI Anthony W. Perrin Clarick G. Brown Mark A. McClain, CPI Francie Koehler, CPI Raymond E. Smothers, CPI John G. Talaganis, CPI Joseph S. Memolo*, CPI Daniel Y. Jones William E. Weller* Steve Butin* Robert J. Frasco* Robert C. Wallace, CPI Eddy L. McClain, CPI Jack H. Reed, CPI* John H. Eppick

*Deceased

Investigator of the Year Award



By Dan Alvarez, Inland Empire District Director and IOY Chairperson

The investigator of the year award is an award given to an investigator who has demonstrated continual and consistent criteria in:

- Outstanding professional achievement
- Special contribution to the profession
- Exceptional service to the public

This award is particularly special because the investigator was nominated by his peers (supported by numerous commendations), a nomination committee reviews the nomination, and a vote by point system is given.

Each criterion is given a specific number of points that can total up to 20 points.

This year, the Investigator of the Year committee received 5 nominations. The nominees were: Lee Wolfe, Osiel Garza, Jesse Bosque, Jay Palino, and Steve Erner.

Each nomination demonstrated Outstanding professional achievement and contribution to the profession.

A lengthy discussion and review of the nominees and their contributions were considered, and the ballots were submitted privately to the Committee Chairperson.

No committee members were aware of what the others voted in an attempt to consider the vote fair and unbiased.

Investigation's in California were stymied by the pandemic, and this caused a siphoning of work to come in from a variety of sources.

Because the wheels of justice kept rolling, most cases came from attorneys while others came from corporations that were less affected by the pandemic yet, limited in action and responsible for the statutes of limitations.

This was considered during the committee discussions.

After reviewing the nominations, vetting the people that completed the nominations, and considering the blind voting from the committee, a selection was made for the 2022 Investigator of the year.

The winner of the 2022 investigator of the year award demonstrated Outstanding Professional Achievement by working numerous cases that led to successful outcomes for the client.

One such case highlighted in the nomination was a case where his investigation of a semi-truck versus a BMW led to \$875,000 settlement. This settlement was reached when this nominee was able to track down the truck history and history of the driver. This is one example of a great investigative job done by this investigator.

In total, this investigator has achieved approximately \$4,000,000 in settlements this year for this client.

In the category of the Special Contribution to the profession, this investigator has served in positions within CALI that allowed him to invite and bring into the profession sources outside of CALI that could benefit the association.

A member of ATT sales offered discounted ATT wireless services, and educational speakers at the Zoom meetings.

He has shown a consistent support of fellow CALI members as well as investigators outside of CALI.

He had offered assistance with his skills in videography and drone educational experience.

The exceptional service to the public was one of his strongest points. This nominee has consistently provided numerous charitable contributions as a Volunteer Foster Youth Mentor, a homeless and foster youth advocate backpack donation, and consistently serving for his Church.

The awardee has consistently and unrestricted, continued to be committed to CALI, the Profession, and the Public in so many ways that I dare to find anyone within CALI that had not heard his name.

This awardee has demonstrated that the future of CALI and the profession are in good hands if more people like Awardee join the industry and learn from his mentorship.

This year's California Association of Licensed Investigators, Investigator of the Year is Jay Paulino, CPI.

Governor of the Year Award

Lee Wolfe, CPI **CALI Vice President of Administrative Services**

The Governor of the Year Award is given to the CALI District Governor who demonstrates outstanding commitment and dedication to serving the CALI membership and the PI profession during their tenure as a District Governor. It was an honor to have selected Eric Dean as the 2022 recipient of the Governor of the Year Award. As Vice President of Administrative Services, I had the privilege to work with a great group over the past year, but Eric went above and beyond as the San Diego District Governor and is an example to all CALI leadership. Congratulations, Eric!



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NEWS FROM: MEMBERSHIP COMMITTEE

By Anna Stowe, Sacramento District Director & Membership Chairperson

The Membership Committee will begin sending CALI membership invitation letters to all new state licensees each month beginning August 1. We hope to capture new licensees as they receive their licenses, bring them on board to our esteemed association, and offer them the many benefits of CALI including mentoring. It is imperative that we bring in new members and keep them as they grow their businesses. District Leaders can help by contacting new members and inviting them to any local events and pointing them to our all member trainings. Members are more likely to stay connected to CALI when they feel welcomed and connected. Thanks to our District Directors and Governors who show our new members that we appreciate them.

Welcome New Members!

Please join CALI in extending a warm welcome to our newest members who Joined from March 1, 2022 - July 25, 2022

Sam Arroyo David Kilogan Paul Perez

East Bay District

Giovanni Geluardi Sandra Johnson Liles Phong Kieu Kala Thrower Stephen Vaccaro

Golden Valley

Rene Garza Paul Lopez



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CALI 53RD ANNUAL CONFERENCE JUNE 23-25, 2022

Together Again! Palm Springs, CA

2022 CALI CONFERENCE RECAP

The 53rd CALI Annual Conference was held June 23rd-25th in Palm Springs, California, at the Margaritaville Resort. Over 250 attendees from across the United States, Mexico, France, and United Kingdom attended.

We started the conference on Thursday with the annual golf tournament at Escena Golf Club. Seventeen golfers participated in this year's tournament and survived the one hundred plus degree temperature to help raise funds for the CALI Scholarship Fund.

This year's tournament was won by Jim Zimmer, Joel Bushong, Brian Fujiuchi, and Toni Perrin with a score of -5. The second-place team consisted of Brian Bishop, Steven Turner, and Chad Ragan with a score of +1.



The third-place team with a score of +2 was made up of Timothy Doonan, Derek Webster, Jason Lendrum, and James Urner. Individual awards went to Brian Bishop, and Steve Turner for the longest drives, and Chad Ragan received the closest to the pin award.

Thursday also included CALI member and Past CALI President Michael Julian's A.L.I.V.E. Active Shooter Survival Training Pre-Con. The day concluded with a Welcome Reception that was well attended.

Friday morning started with the CALI Annual Business meeting and then our first Keynote Speaker, retired Los Angeles County Sheriff's Department Detective Gil Carrillo, spoke about the Night Stalker case he worked on. Friday morning and afternoon offered three breakout sessions to choose from and some of these sessions had standing room only capacity.



Friday evening's Hawaiian themed President's dinner was attended by over 170 attendees. During the dinner, CALI President Frank Huntington awarded the President's Award to CALI Executive Director Maria Lagunas.

San Jose District member and Past CALI President Anne Fields was awarded the CALI Distinguished Achievement Award (DAA) for 2022.



Saturday started off with some amazing breakout sessions once again. After lunch, the Scholarship recipients were 2022 CALI announced. This vear CALI awarded \$5,000.00 in scholarships to nine recipients. The 2022 CALI Scholarship recipients are:

- Bella Rivera
- Daniel Benavides
- Laura Johnson
- Madison Oliveras
- **Emerson Filley**
- Caitlyn Oliveras
- Katey Burgess
- Ethan Jackson
- Evie Jackson

Between the CALI golf tournament and Drawing, Scholarship Fund the CALI Scholarship Fund was able to raise over \$6,000.00 for the scholarship fund which supports the CALI scholarships each year.

San Diego District member and San Diego District Director Jay Paulino, CPI was awarded the 2022 CALI Investigator of the year.

San Diego District Governor Eric Dean was awarded the 2022 CALI Governor of the year.

The conference closed out with Saturday's Keynote speaker Brian Willingham speaking to the attendees on "How to Build and Grow a Modern P.I. Firm from the Basement of Your Home."

The Conference Committee would like to thank all the sponsors, speakers, volunteers, and Inland Empire members (Hospitality Suite hosts) and everyone who helped make this conference possible for all our attendees this year.

A special thank you, to our Executive Director Maria Lagunas for the countless hours she spent keeping everything on track and organized so we could have a seamless and amazing in person conference.



2022 CALI Conference Committee:

Chad Ragan and Roberto Rivera, CPI **CALI Conference Co-Chairs**

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Welcome Reception









































Lunch & Awards













Thank you for joining us at the 2022 CALI Conference! We absolutely loved it and we hope you did too. We want to give a special thanks to everyone who helped ensure our 53rd annual conference was memorable and meaningful.













THANK YOU TO OUR SPEAKERS!

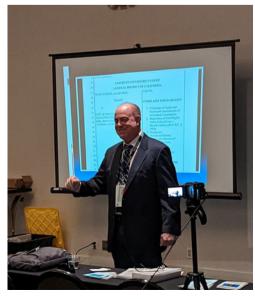
























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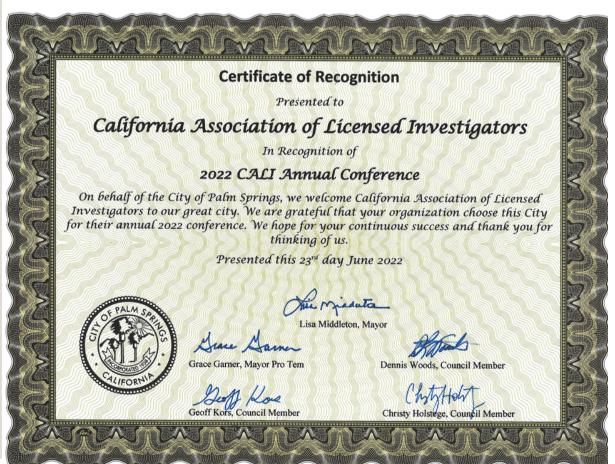












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Perseverance Plus!

By Barbara Burr, CALI Historian Chairperson

he had been working for a law firm, 6 years --personal injury, civil litigation, some probate. Among her secretarial duties she hired Private Investigators and directed them in what the firm needed done. Investigators and directed them in what the firm needed done. One day in 1967 as she turned in a P.I. report to one of the principal attorneys she said "This is the worst report I have ever seen; I could do a better job myself." With that, the attorney said to her, "Well, why don't you?"

In no time, she had requested and received the application to take the Private Investigator exam. She turned it in with letters of recommendation from her employer, the Chief of Police and the local Public Defender (a previous employer). application was turned down. When she called and to the Director, he acknowledged remembering her application. She promptly asked "Did you remember it because I wasn't qualified or because I was a female?" Out of that conversation she was given an appointment in one month to discuss it, but he thought it was "pointless."

In the mean time for that appointment, she researched the Government Code and found a provision that if an applicant disagreed with the Director's decision, a hearing panel of three Attorneys could overturn the Director's decision and had prepared a five page "brief" citing code sections and other related information suggestive that his denial was discriminatory.

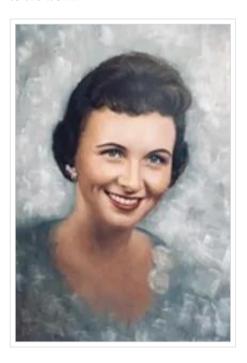
Needless to say, he agreed she could take the test, but his final remark was "We have four new tests and I wasn't able the pass them." Her last remark was "Well, I'm not you, and I will pass."

Shirley M. Wilkinson didn't do anything half-way. She began a self-study plan of reading all the books that had been recommended by the Director, and many other sources relating to topics she knew were needed. She was the only woman taking the test that day in December 1967, and she later heard from some of the men who were there that they did not pass. She, however, passed on her first try!

In January 1968 she opened Port City Investigations in Stockton, California. At that point she did not know of any other women investigators.

Shirley had an unusual arrangement with the law firm where she was employed. They said she could continue working for them and also carry on her PI business and charge for that work done outside the office separately, whether for them or others. She was a member of the National Association of Legal Secretaries and on getting her PI license she immediately joined CALI. She was also among those who received the CPI (Certified Professional Investigator) designation on May 7, 1988.

Shirley's sleuthing has been the subject of several extensive articles in the Stockton newspaper. In a 1972 article she was described as not shy about using wigs and other disguise accessories to assist in her work. She was called on in 1991 to review the V.I. Warshawski film for the representation it made as the first female private investigator in American motion pictures. She debunked the character soundly, stating it depicted very little accuracy of the work or approved methods, and exhibited little of the brains, planning and professionalism of the actual, typical, Private Investigator. In a 1994 both Shirley Wilkinson and Tom Elliott (President of CALI at that time) were quoted in an article comparing real "private eyes" and the glamour of movie and tv. They agreed, the mental challenge and the continual learning experience was the nucleus of much of their satisfaction and attraction to the work.



Shirley M. Wilkison Photo Credit: https://www.recordnet.com/obituary

This is hardly a complete sketch of the dynamic and energetic woman Shirley Wilkinson was. Born in 1934 in Atchison, Kansas, she was working in the Deputy City Clerk's office while still in high school. Upon graduation, she moved to Stockton, California, where she had relatives, and began working at the Stockton Record newspaper, prior to her first job in a law office. After her marriage and during the time her three children were small, she took on part -time assignments and maintained her professional memberships. Coming back to the work force full time she worked for the San Joaquin Public Defender's office before returning once again to a private law firm. Along the way with marriage and children, she had a great interest in bringing quality music and entertainment to Stockton. That got her involved in the production of a movie "Truce." Her follow-through and assistance merited her a plaque in the Cowboy Hall of Fame in Oklahoma City, Oklahoma. For many years she and her husband sponsored a local Drum Corps, traveling with them to the National competitions all over the United States. Shirley retired December 31, 1998, but she continued to provide, as a volunteer, bill paying, medical appointment transportation, and other services to many elderly friends and clients in the community. All that, and a stunning garden!

This was written posthumously. Shirley M. Wilkinson died June 2, 2021. It was prepared from a copy of an article in the National Association of Legal Secretaries Journal AT LAW in March of 2002, newspaper articles in the Stockton Record and notes from a personal interview prior to the CALI 50th Anniversary celebration in 2019. Her license number: PI4497



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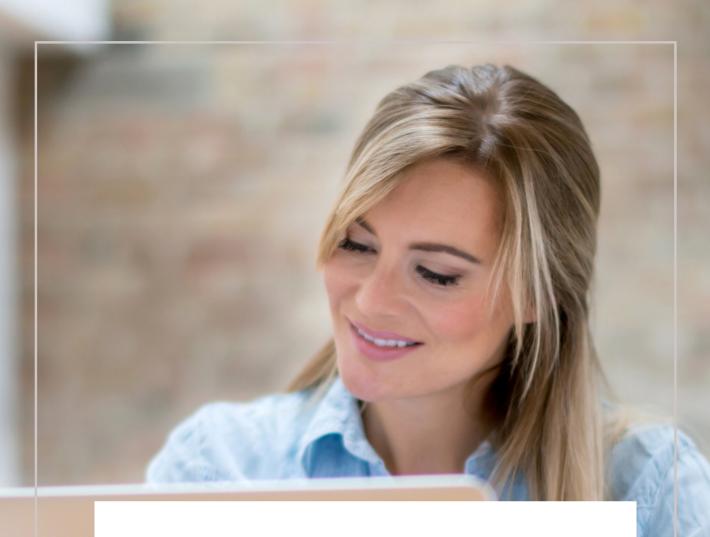
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The Plight of the PI and Poundage

By Robert Estes, CPI

Subrosa and Surveillance operatives have it all. The excitement of the chase, undercover intrigue, making movie masterpieces, the nerves of a cat burglar.

Not to mention the joys of sitting in oppressive and peeing in a jar.

And yes, it can be interminable at times, and long waits can lead to a large waist. Typically, A surveillance op will start the day with a thermos of coffee, a water bottle, and salty snacks to while away the hours and if there is an opportunity for a meal, it's usually not on the recommended food pyramid.

So many of us video heroes have over the years not only expended experience but expanded belt lines. Like we sneak up on a subject to get the shot, the calories creep up on us, and like many a claimant, we are left wondering what the heck happened.

With nearly 40 years of being out in the field, this was my circumstance. I found myself struggling with poundage, and the investigator suit of shorts and t shirt were not, let's say, flattering. Plus, the claimants were getting younger, and I was not. They were more physical and active, and I had to keep up. I was determined to slim down and wise up.

First, let me advise that I am not a doctor, and my experience and results may be different than yours. If you are considering dieting, please check with your treating physician. But, there are some things that any investigator can do to either lose weight or continue to maintain a healthy lifestyle.

- Limit your intake and follow a sensible diet and stick to it. Don't fall prey to fast food. Bring your own meals. If you are staying out of town, look for a room with a micro/fridge so you can make your meals.
- Exercise! I know being a field op can take up long hours, primarily sitting in a surveillance vehicle with little room to move. But there are a few things you can do to mitigate the circumstance.
- · Arrive early at your target site and walk around the neighborhood. This will give you a good sense of the area and help you get your own activity in.
- · Get a health club membership. Some facilities are throughout the state. If you are out of town, most gyms offer a day pass. I know you are tired after a long day of sitting, but even a half hour or 45 minutes can be a huge benefit.
- Invest in a fitness tracker. There are many available that can keep you informed of your steps, your BMP, your workouts, etc.
- Try Isometric exercises that you can do while seated in your vehicle.
- Use every opportunity to get in extra movements; park further away from the store, get out of your vehicle and stretch, run in place out your vehicle while on surveillance if possible (without attracting attention, please).

There are many other ways to get your blood flowing and your waist shrinking. After all, you became an investigator because you are clever, a problem solver. I was able to lose 50 lbs. by sticking to a plan with the same enthusiasm that we apply to our cases. You can do it, too!

What have you got to lose?



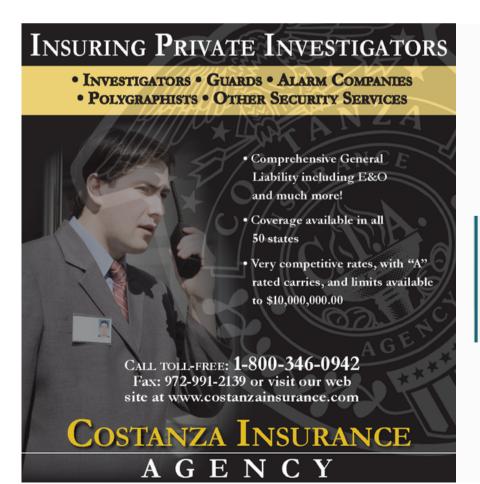


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egal investigators work in support of litigation. It is conceivable that any case may or may not end up in a court of law. It is equally possible that a case will settle, go to arbitration or face a panel. If the investigator is not in possession of a crystal ball, how does he/she prepare for the eventuality that their work product might end up in front of a judge and jury?

Unfortunately, there is no way of telling if any job in the civil or criminal world will find its day in a court of law. Thus, the investigator has a responsibility to prepare from day one for that possibility. From the moment a contract is signed, or verbally agreed upon with an attorney client, the work of court preparation begins.

It then becomes incumbent upon the investigator to treat every piece of evidence, document, note, field report and statement as if it will one day be scrutinized by a cadre of lawyers in front of a jury of skeptical men and women deciding the fate of the client. The fate of the investigator rests on those same documents. If they are ill prepared, shoddy or incomplete, the

reputation of the investigator and their possibility of future work will also be judged.

I strongly suggest that every file contain a contract that spells out the goals and responsibilities of the investigator. Years later, that document explains what was expected and all that follows determines if those goals were met. A good billing system that details dates, times and expenses also assists in giving credibility to the work that is being performed in response to the job.

Field reports, research, internet searches, photographs and the rest of work product should be dated and described. The average investigator works multiple cases at a time over the course of years. I know I'm old school so I maintain a paper file as well as a computer file for the purpose of being able to put my hands on original documents, not just scanned copies. Sometimes documenting the work done on a file at the end of the day is tedious. It is, however, a helpful habit. The five minutes it takes to note the date, time, expenses and actions on a given day will help to refresh the investigator's memory in the future and will give veracity to the fact that the work was done. A simultaneous documentation is worth its weight in gold.

At the beginning stages of any investigation, it is impossible to determine what an attorney will deem valuable at a later date. Theories of the case will change as new information and evidence is discovered.

Every statement taken in the course of an investigation might be used at some later date to prove the veracity of a situation. Therefore, the handwritten statement taken from an eyewitness at the scene of a crime or civil situation might be the basis for proving an argument in court years later. It is not something to be taken lightly. Listening carefully to the witness's account of what they observed or heard might be the linchpin upon which a case pivots five, eight, ten or more years in the future. Once you have heard what the witness knows, then it must be carefully documented in their own words so that once it becomes a piece of evidence in court the witness will readily recognize it as their own. It's a tricky balance between writing something legible and complete and using the idiom of the witness. The investigator is the recorder of information and must not put their own words or ideas into the statement. I, like most investigators, have a process for taking statements. I've learned that the most important part of that process is listen-

Article reproduced with permission from PI Magazine. Hailey, Kitty. "Question: When does the investigator start preparing for court?." PI Magazine, May/June 2022 Edition, page 30-31, www.PIMagazine.com. Originally published in PI Magazine, 2022.

ing. Once I've heard everything that individual has to say, I will ask questions to clarify, and then begin the statement taking process.

I make a habit of putting a careful disclaimer at the end of every statement which reads:

I have read this and it is true. I have made this statement without promise of reward or remuneration. I understand that there are penalties for perjury under law in this state.

I carefully explain the meaning of those words so that the witness will understand what I have written, that they are not being paid to say these words and that their words to me are the same as if they were being read at court.

Never forget that the goals of the attorney and the goals of the investigator are not the same. Attorneys are charged with doing everything within their power to advocate for their client and make the best possible case to win a dispute. The investigator's role never changes. It is always to gather facts and information. That data is forwarded to the attorney client who might actually decide not to use the information in spite of its direct relevance to the case. Remember, they are advocating for their client so negative information may be left on the cutting room floor.

I also suggest that a Cast of Characters be

prepared with every major case. Being able to put your hands on the name of any individual and their relevance to the case is invaluable. My personal habit is to include a current address, telephone number and email so that any individual related to the case can be easily contacted. I also include a date of birth and social security number if possible so that person can be found and called when necessary. Years later, having this data will also help to locate witnesses who have moved, married or are now deceased.

Each and every aspect of a case is fodder for discovery during a court proceeding. There is nothing that can stop the opposing attorneys from obtaining the investigator's entire file (except for that which is attorney-client protected). Yes, turning over those files can be delayed by an astute attorney, but in the end it all becomes visible to the opposition. That is just one more reason why the investigator's business files should be maintained in good order from the beginning of the case through the end.

I am currently working on a civil rights case that began eight years ago. As I sit here in the anteroom to the Federal Court Room in Camden, New Jersey, I have been asked to recall and remember everything that I have done during this lengthy period of time. I remem-

ber it all! Not just because it was traumatic and dramatic. Not just because I did this as a sole practitioner in difficult circumstances involving a catastrophic injury; but because I took those statements, gathered the relevant video surveillance footage, found the existent documents and wrote a daily log of my activities to better communicate with counsel and recall what happened in real time. I am prepared for court today. My preparation began on June 13, 2014 when I received the assignment while driving to the golf course. I never made it to the links that day or for the next three weeks. As I sit here today, I am thankful for the work I do because in the end it was all worth the effor P.I.



Kitty Hailey Investigations is a Criminal Defense firm that concentrates on civil rights and post-conviction investigations. With a combination of more than 50 years experience, Kitty Hailey, CLI, Malik Mubashshir and Anthony Colagreco have

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