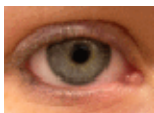




*Make Money --- Learn To...  
Be A Private Investigator*



*By Marty Cain*

This book, including any type of copy thereof, is copyright protected and can not be resold or given away. It is also understood that the full intention of this publication is to provide information only in regard to the subject matter covered.

Also, it is sold with the understanding that the publisher, nor author is not engaged in rendering any implied legal, accounting, or other professional advice or service.

When legal advice or other expert assistance is required, the services of a competent professional person should be sought. further, this material is protected by copyright laws. © [www.anezbizz.com](http://www.anezbizz.com) [www.ahow2.com](http://www.ahow2.com)



# Contents

	Page #
<b>Introduction (Read First)</b>	<b>03</b>
<b>A Little PI History</b>	<b>05</b>
 <b>Becoming A PI</b>	
<b>A PI's Job</b>	<b>06</b>
<b>Being A Private Investigator</b>	<b>08</b>
<b>Finding Your PI Niche</b>	<b>09</b>
<b>Getting Needed PI Experience</b>	<b>12</b>
 <b>Your Own PI Business</b>	
<b>Acquiring Your PI License</b>	<b>15</b>
<b>Legal Aspects Of Your PI Business</b>	<b>18</b>
<b>Locating Clients</b>	<b>19</b>
<b>Basic Tools Of A PI</b>	<b>20</b>
 <b>Doing The Job</b>	
<b>Finding People</b>	<b>24</b>
<b>Finding People Who Don't Want To Be Found</b>	<b>26</b>
<b>The PI, &amp; The 'Info' Highway</b>	<b>30</b>
<b>Hunting Hidden Assets</b>	<b>40</b>
<b>Electronic Surveillance</b>	<b>46</b>
<b>Doing Background Investigations</b>	<b>52</b>
<b>Doing A Neighborhood Investigation</b>	<b>56</b>
<b>Simplifying Your Investigation</b>	<b>59</b>
<b>Surveillance</b>	<b>62</b>
<b>Methods Of Interviewing/Interrogation</b>	<b>65</b>
<b>Working The Case</b>	<b>69</b>
<b>Closing The Case</b>	<b>73</b>
<b>A Final Word From Marty</b>	<b>77</b>
 <b>Resources</b>	
<b>Terms Of The Trade</b>	<b>78</b>
<b>State Laws --- Recording</b>	<b>86</b>
<b>Professional Associations</b>	<b>87</b>

## Introduction

The investigative field is one of the America's fastest-growing businesses, it's a business with low overhead, no inventory, and a profitability directly related to your ability to do a good job?

It's estimated the demand for private investigators will rise 25% by 2010, so if you've ever considered being a professional investigator (PI), the time is right to break into this exciting industry!

If your looking for a career; that is challenging, rewards creativity, gives you the opening to meet with and solve the problems of people in all walks of life, it follows that you will enjoy this profession as much a we do.

The very words "Private Investigator" (PI) conjures up the image of a cool character in the tradition of Phillip Marlowe, getting the better of the bad guys and putting things right, because of a gorgeous blonde. Of course, in the real world, it's not quite as enchanting as all that.

In reality, private investigation is a broad term used to cover a wide range of investigative jobs, with each assigned a different term and requiring a varied skill, however, as a private investigator, no matter what area you select you'll still be in the information business.

Look at it this way, the PI's client needs to know something. The PI gets the information. The unusual procedures that a PI uses to gain these facts are, in reality, the fun part of the business and are what separates it from other information gathering businesses, but nonetheless, information is what a PI sells.

New specialties and areas of expertise are being created frequently, required by the ravenous demands for information. How to get that information using *tricks of the trade* is what we will teaching you in this book.

After all, nearly everybody has;

Has been suspicious of an overheard telephone call made by their own spouse;

Ever wondered who their daughter was dating;

Ever had a teenager stay out over night, or even run away;

Have you ever thought about checking the background on a babysitter, a day-care center, or a potential new boyfriend, etc.

We all have things in our life that we'd like to check out, suspicions we'd like confirmed, and who's influencing our children. The point is, client are everywhere.

As long as you have the desire, you can become a private investigator. No special education or experience is necessary to get started in this career.

In most states, all you need to be licensed as a private investigator is to be 18 years of age, of sound mind and with a clean criminal record. Yet, in some states you may also need to pass a course or exam.

Most areas now require that you are licensed before you can act as a private investigator, and their prerequisites may include an approved training course and/or background check.

You do not need police experience to enter or be successful, as a private investigator. The two are worlds apart.

This book, was written to help you break in and succeed in this challenging and exciting business. Becoming a Private Investigator offers information and guidance from successful private investigators.

By the way, my close friend and partner who I mention now and then, "Mr. B," got his simplistic moniker, due to his last name and an embarrassingly, if not humorous, set of circumstances which I have long ago promised to not reveal.

Good luck;

*Marty Cane*

## A Little PI History

### How it all came about.

Allan Pinkerton, born in Glasgow Scotland in 1819, is nevertheless a man of America, one of the USA's greatest historical assets. He was a man of great power of observation and courage.

To that end, he prevented an assassination attempt on Abraham Lincoln; organized the first official Secret Service for duty behind Confederate lines during the war between the states; and rode with lawmen along the Old Frontier, hunting down members of Jesse James' gang, the Reno brothers and other desperadoes.

Following Allan Pinkerton's achievements and those of the organization he founded, the "Pinkerton National Detective Agency," is actually studying the history of the growth of America during its next last century and a half.

Pinkerton, himself crossed paths with many of the greatest figures this nation has known; he made an impression on each of their lives and, without a doubt, changed the course of American history.

At a point in time when the nation's towns and cities, even the largest, were filled with unqualified law enforcement bureaus, Pinkerton's agents took on the most difficult assignments; cases ranged from financial and property thefts to government overthrows to murder. And the agents *always* got their man (and woman).

In 1866, Pinkerton was hired by the railroads to put an end to the great *train-robbery* gangs, including the Jesse James gang, also called the James-Younger gang.

Early on, Pinkerton's agency didn't fair so well with the James-Younger gang. At least two Pinkerton operatives were killed in their attempts to arrest the Younger brothers. John Younger was also killed in one of those gunfights, a fierce shootout in St. Clair County, Mo., in March 1874.

But, by the early 1900s, the railroad robbery gangs were out of business, thanks primarily to Pinkerton's aggressive pursuit.

It is alleged that a number of innocent men were sent to jail in this gang cleanup, and hence the term, whenever an innocent person was "*railroaded*" into prison.

So effective were his methods that when the government formed the Federal Bureau of Investigation in 1908, it used Pinkerton's agency as its model.

Pinkerton's agency is still around in the 21<sup>st</sup> century having merged with Burns Security, a conglomerate listed on the Swiss stock exchange.

Even today, the "eye" has a place in the Pinkerton-Burns' logo, and the back of a U.S. dollar bill!



# A PI's Job

## A Cold And Sober Overview

Private investigators, (PI's) assist lawyers, businesses, and the public with a variety of cases.

Private investigators use many means to determine the facts. To carry out investigations, they observe suspects and conduct searches.

To verify facts, such as a person's job or income, they make phone calls or visit the work place. In other cases, such as background checks, they interview people to gather information.

Private investigators offer many services. They provide protection for people, such as celebrities, who need it. They do background checks for police and other agencies.

PI's help lawyers or insurance companies with cases, such as personal injury or insurance fraud. They often are hired to investigate people in divorce disputes.

Most investigators are trained to do surveillance, which is the observation of people and their activities.

Investigators may conduct surveillance for long periods of time, observing a site, such as a person's home, from a car or van. PI's utilize binoculars and still or video cameras to observe and record evidence.

In the office, PI's use computers to obtain large quantities of data. They search for phone numbers, motor vehicle data, probate records, and other data that may help them investigate a person.

Private investigators often specialize. For example, legal investigators work on court cases for law firms or lawyers. They help prepare criminal defenses and locate and interview witnesses, also serve legal documents and talk to police, as well as, gathering and reviewing evidence.

Corporate investigators work for large companies, conducting internal and external cases. For example, they may investigate if employees are stealing from the firm.

Additionally, they may also investigate criminal schemes, such as billing fraud, that originate outside the firm. Investigators who specialize in finance may be hired to gather financial data about people or companies. They also may search for assets in order to recover damages awarded by a court in fraud or theft cases.

Store detectives protect the assets of retail stores, preventing theft by shoplifters, delivery people, and even store employees. Also, inspecting stock areas, dressing rooms, and rest rooms for areas that might place the store at risk for theft. They may prepare loss prevention reports for managers.

Hotel detectives protect guests from theft of their belongings, keeping suspicious people off the premises, also keeping order in hotel restaurants or bars.

Of course, there's writing reports and case summaries to inform clients or supervisors, as well as, presenting evidence at hearings and court trials.

To work as a private detective or investigator, in most states you must have at least a high school diploma or GED; have related work experience;

To be a PI you must be persistent and assertive; and have good interviewing skills.

I should also note, that most private investigative agencies are small, with little room for advancement. Usually there are no defined ranks or steps. Advancement takes the form of increases in salary and assignment status.

Many investigators work for agencies at the beginning of their careers, with a goal of starting their own firms after a few years of experience..

## Being A Private Investigator

The private investigation industry has reshaped itself in the last 15 or so years from the once thought of *shady*, *probing*, business into a fully recognized industry of people who focus on finding hidden assets, locating missing persons, developing cases for trial, and searching the personal and business background of deal makers, regardless of whoever they may be.

Today's private investigator has become an *information expert* who relies on their computer, telephone, and fax machine more than their car, camera, and .45 automatic, than those of fictional characters like *Mike Hammer* and Raymond Chandler's *Philip Marlowe* that were created not so many years ago, and are still with us in films and TV.

The private investigator has truly become part of the new information age. In fact, it has been the hard core and computer-wise PI's who created much of today's technology and ability to search out someone by going on-line or searching through public record filings and finding the facts in minutes or hours compared to the weeks or months that were the industry standard only a few years ago.

So much so, an increasing trend is for certain areas of investigative work to be *contracted out* to private investigators by state, federal, and local police and regulatory agencies.

### What it's all about.

The private investigative business is a relentless search for truth, the *real truth*, not just what your client wants to be the truth. A PI must remain impartial in this pursuit as often your client won't does not desire the truth.

Your client naturally only wants to win, and it's your job to dig up the facts and help them do just that, yet you can't withhold facts that might harm your client's chances. You must include the "bad" things that is out there as well as the "good" news.

There is nothing worse for their attorney than to go into court and be *blindsided* by some critical piece of information that he has not been made aware of and should have. It's your job to get the true information, and then let the chips fall where they may, win, lose, or draw.

If the other side of a lawsuit prevails, it doesn't mean the you didn't do your job. For, if you have completed your work honestly, as well as, to the highest standards of your profession and abilities, that is all anybody can ask or expect.

One of the great things about entering this business is that it doesn't require a college degree, a law enforcement certificate, or years of experience in a police agency.

The only real criteria you'll face opening your own PI business are your personal abilities to do the job, a sincere desire and a non-stop work ethic. These, along with enough marketing skills to build up the kinds of clients who need your services, and to get them to give you a chance to show that you can do the job.

By no means, am I suggesting that a college degree, experience, and the contacts that one builds in the business don't have great value, far from it. In this business, we all live by our contacts and build on each other's strengths by networking our abilities through associates that possess these qualities.

## Finding Your PI Niche

Almost every profession contains various avenues of endeavor, and the investigative field is no exception.

Access into the PI field is usually gained through one of two doors: either by gaining on-the-job experience as an intern for an established private investigative agency, or else leaving an investigative position with law enforcement, or the military.

Later we'll take you through the twists and turns of beginning a career in this stimulating field, while it's not an easy line of work to enter, once in it, you'll find, as my partner Mr. B. often says, it's a lot more fun than a real job.

Don't let the above statements mislead you, I am not suggesting you must have previous law enforcement experience, in fact, there are lots of niches in the PI field in which previous law enforcement training has no connection with the work.

### Searching through Public Records.

A little later you'll learn what records are available at your local county and federal courthouses.

An entire career can be built on retrieving courthouse documents. In fact, there is a national association of document retrievers that earn very good incomes by going through their local courthouses, pulling documents requested by clients, and searching civil and criminal histories.

In most states, chances are you even will not need a private investigative license to begin in this line of investigative work. In reality, quite a number of states have a specific *exclusion* from their PI licensing requirements for public record and database retrievers.

### Serving Subpoenas

This is another niche service that does not require a PI license, although many of the skills needed by PIs are also needed to serve subpoenas.

Each state has varying license requirements for *subpoenas services*, and here you'll need to verify with your designated state to see what it requires. Usually, the local sheriff's office regulates the authorized servers and can educate you as to what is needed.

There's no question that you can make a very good living serving subpoenas, however as you might suspect, the key to making money by serving subpoenas is found in the volume and your effectiveness.

You'll discover that in many ways, the financial facet of a subpoena service is very similar to working for a PI agency.

Working for someone else serving subpoenas can be financially rewarding, but you're not going to be making a huge income. Normally, the server gets paid by the number of "papers" he serves, and even though the rate is low, you can make it up in volume.

The second means of making money in the subpoena business is to be more efficient than the local sheriff's

office. That is, where they may charge \$25-\$35 dollars for a service, the truth being they are by design, frequently very slow.

At the same time, you might charge, say, \$55 or \$75 for the same service, although providing a much quicker turnaround time and better reporting to your client. After all, it doesn't do anybody any good if the subpoena is served *after* the trial.

Also realize, that by utilizing today's wireless communications to serve subpoenas, you can rapidly increase the level of service you provide to your client.

Utilizing today's wireless technology some process servers use their Palm Pilots or other PDAs to e-mail their clients as soon as they complete a service.

Others have a website where their client can see when and what subpoenas have been served, and which are still remaining.

Remember, by every consideration, timely and resourceful client service is always the answer to building business in all areas of the investigative field.

#### Performing In-House Investigations.

Where you are an *in-house* investigator for a PI business, most states allow you to do the background investigations and internal theft investigations without a license. If you feel you have a knack for investigations and have picked up a little experience along the way, then consider becoming an *in-house* investigator.

It's an excellent way to acquire the additional experience you need to qualify for your own PI license. Later we'll clue you in as to which states require a PI license and which ones don't.

#### Skip Tracing And Finding 'Deadbeat Dads'

This is a special niche, as there are investigative agencies that only do skip tracing, hunting people and tracking down, deadbeat dads. Naturally, these agencies operate under a private investigator license, where required.

The ones I am familiar with, has the client sign a contract where the agency collects a percentage of the child support or alimony payments, after it *successfully* comes across the dad.

Other such agencies focus on finding the birth parents of adopted children. As you might guess, this is a difficult area, and has as many pleasing moments as it does disappointments.

On principle, these agencies do not team up adopted children with their birth parents, unless and until both parties agree. Of course, this can be a very emotional field to undertake.

Later will get into surveillance, and security consulting.

## In Summary

What it boils down to, no matter how you accomplish it, your job as a private investigator is to obtain or furnish information as to the personal characteristics, location, background or actions of;

*A person,*  
or as to the character, kind of business of, or the occupation of a *person,*  
or missing *persons.*

To survive and succeed in the PI business you must be able, when given a set of facts or circumstances, to make intuitive leaps of reasoning and come to an understanding of the *true* pattern that exists, regardless what others conclude. Some describe this as, *thinking outside the box.*

This talent or gift allows the investigator to solve the crime, catch the criminal, or discover the missing link that leads to the solution of the problem.

This mental talent ability can be developed through experience, and with flexibility in your reasoning, *thinking outside the box.*



Thanks for reading these brief few pages, of one of the most successful and original career course manuals available on building your own home-based ***Private Investigator business.*** Learning from an established professional is the best way to starting your own profitable home business.

If you'd like to consider the complete course, [click here...](#)

**For information on our other career courses go to either [anezbizz.com](http://anezbizz.com) or [ahow2.com](http://ahow2.com)**

Note: To read another *sample edition* of our famous home study courses follow this link...

[Learn](#)

Whatever, your decision may I talk this opportunity to wish you the best of good fortune, and remember, don't leave your future to *the whim of others.*

Your friend;

*Joe Myna*