



4926 St. Andrews Ct.  
Loveland, CO 80537



*Pierce County Sheriff's Office  
and  
The Western States Information Network  
Present*

***“Detecting Deception in Written Statements”  
The Linguistic Statement Analysis Technique***

**June 5-7, 2013**

*Pierce County Sheriff's Department  
271 John Bananola Way  
Puyallup, WA 98374*

*“This should be required training for all officers”*

*“This was the best training I've had in 21 years of police work”*

*-Recent LSAT student comments-*

**LSAT is highly advanced investigative training that adds a valuable dimension to your investigations of:**

Arson	Homicide	Burglary
Robbery	Vandalism	Sex Crimes
Theft	Fraud	Child Abuse
Internal Affairs	Insurance Fraud	Assault
Domestic Violence	Embezzlement	Kidnapping
Counter Intelligence	Cold-cases	Injury Claims

## LSAT is Cutting Edge Technology that Solves Crimes!

### Their Confession is Always in the Statement

A person telling a lie has a different thought process than a person who is truthful. Driven by their subconscious mind, they use different words, phrases, content, statement structure, and other linguistic traits. These occurrences are found in every written and spoken statement and are highly valid in determining whether the story is the truth or a lie. LSAT identifies the linguistic signals that differentiate deceptive statements from truthful ones. Searching the statement like a crime scene, the analyst examines the statement using the LSAT systematic process to identify all of the existing linguistic signals, determines if the statement is truthful or deceptive, and reveals far more information the author didn't intend to include. LSAT uses their own words against them!

### Be a More Effective and Efficient Officer / Investigator

L.S.A.T. saves time and resources like no other investigative tool. Analysts will quickly become valuable resources to any investigations unit much like a polygraph examiner. Using LSAT, the interviewer knows *prior to the interview*, what the deception is, where it lies, and what the truth really is. The interviewer focuses directly on these areas and using a unique interview strategy compels them to confess. Investigators will avoid hours of hit-and-miss interviewing. Students will also learn how to incorporate unique interview and interrogation strategies that use the person's own words to trap them in their lie and gain confessions.

### About Our Training

LSAT teaches officers and investigators to acquire statements of witnesses, victims, and suspects to be used as an *investigative tool* and not just another document to place in the case file! LSAT provides the unique knowledge and skills needed to analyze the level of truthfulness or deception contained within written statements. Four hours are dedicated to laying the foundation for linguistic analysis. 18 class hours consist of hands-on, in-depth analysis of the language used by truthful and deceptive people and how that language is used to assess their credibility. All students will analyze a minimum of eight statements bringing them to of skill level that allows for the practical and effective application of LSAT in criminal investigations.

### Instructor Sgt. Bob Shaffer



*"I think this may be the best training I've had in 15 years. Every officer should have this information"*  
Recent attendee

Sgt. Bob Shaffer has provided this high-quality training since 1997 in the U.S., Canada, the Middle East, and Mexico. Classes are conducted in comfortable, state-of-the-art facilities, incorporating effective multimedia presentations. All training materials and follow up consultations are included.

**Learn More about LSAT, view Daily Training Schedule, and See Examples Analyses at our website: [www.LyingWords.com](http://www.LyingWords.com)**

## Learn the Language of Deception with LSAT

### Training Topics:

- Study of truthful and deceptive thought processes.
- Soliciting Information and securing valid statements
- Statement characteristics, structure and components.
- Linguistic Signals, signs of deception and hidden information
- Interpreting the analysis.
- Strategizing interviews and investigations
- Practice Analyses of 8 statements of various crimes

IASIU Conference April 2012 Denver



### Registration

**Dates:** June 5-7, 2013; Times: 8:00am - 4:30pm (1:00 pm on 7th)

**Location:** 271 John Bananola Way E., Puyallup, WA 98374

**Cost: \$195**

FAX form below: 866-705-3883 (secure line)

or scan & email to: [Sgtbshaffer@gmail.com](mailto:Sgtbshaffer@gmail.com)

**Contacts: Sgt. Bob Shaffer; (970) 776-6236**  
[Sgtbshaffer@gmail.com](mailto:Sgtbshaffer@gmail.com)

**Sgt Kevin Roberts (253) 798-6686**  
[krobert@co.pierce.wa.us](mailto:krobert@co.pierce.wa.us)

**Name** \_\_\_\_\_

**Agency** \_\_\_\_\_

**Email** \_\_\_\_\_

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**Payment:**  Check (mail to: LSAT, 4926 St Andrews Ct. Loveland CO 80537

Purchase Order  Credit Card Type: Visa / MC / Amex / Discv

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### Recent Attendees of L.S.A.T. Training

United Arab Emirates; Ministry of Interior  
Singapore Nat'l Police  
Office of the U.S. Inspector General  
F.B.I. Counter-Terrorism Unit  
Miami-Dade S.O.  
Boston PD  
Chicago PD

Int'l Assoc of Arson Investigators  
Indianapolis IN PD  
Atlanta GA PD  
Oklahoma City OK PD  
Dallas TX PD  
San Antonio TX PD  
Las Vegas Metro PD