

## Course Enrollment Form

**COURSE:** 3-Day Reid Technique of Interviewing and Interrogation® & 1-Day Advanced Reid Technique® Program

**WHEN:** August 23 – 26, 2016 - 8:00 am – 3:00 pm

**WHERE:** Kennewick Police Department  
211 West 6th Avenue  
Kennewick, WA 99336

**COURSE FEE:** \$550 - 4-Day Combined Course (\$45 Savings)  
\$420 - 3-Day Reid Technique Interview and Interrogation  
\$175 - 1-Day Advanced Course on The Reid Technique  
*Checks Payable to:*  
John E. Reid & Associates  
209 West Jackson Boulevard, Suite 400  
Chicago, IL 60606

**TO REGISTER:** Register Via: INTERNET – MAIL – PHONE – EMAIL  
www.reid.com  
John E. Reid & Associates  
209 West Jackson Boulevard, Suite 400  
Chicago, IL 60606  
Telephone: 877-479-7337  
Email: dnielsen@reid.com

**DEADLINE:** August 9, 2016

*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)*

Course Location \_\_\_\_\_ Date(s) \_\_\_\_\_

4-Day Combined  3-Day Interviewing and Interrogation  1-Day Advanced Course

Name \_\_\_\_\_ Title \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

Department/Office \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

Email \_\_\_\_\_

Payment Information (\$ \_\_\_\_\_ per person): Amount Due: \$ \_\_\_\_\_

Payment Enclosed  Direct Bill to: \_\_\_\_\_

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**John E. Reid & Associates, Inc.**  
209 West Jackson Boulevard, Suite 400  
Chicago, IL 60606

Presents  
**The Reid Technique of  
Interviewing and Interrogation®**  
and  
**The Advanced Course on  
The Reid Technique of Interviewing and Interrogation®**  
*Look inside for important dates and locations for Reid Technique® Courses*



*Over 69 Years of Excellence*

**The Reid Technique  
of Interviewing  
and Interrogation®**  
and

**The Advanced Course  
on The Reid Technique of  
Interviewing and Interrogation®**

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

**Location & Date**

August 23 – 26, 2016



Scan the QR Code  
to visit www.reid.com



Kennewick Police Department  
211 West 6th Avenue  
Kennewick, WA 99336

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

The U.S. Supreme Court  
referenced our company and book  
as examples of law enforcement resources  
offering proper training.

Missouri vs. Siebert



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

Currently we develop bi-monthly  
investigator tips and quarterly newsletters  
that we share 'free of charge' with over  
80,000 law enforcement and security  
professionals. If you are interested in  
receiving these communications,  
visit [www.reid.com](http://www.reid.com) and 'join our  
mailing' list or scan here with  
your smart phone.



### 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.

### 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 69 years  
of knowledge in three, four or five days.

### Program 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 tell the truth no matter what type of crime they may have committed.

**We Don't Just  
Make Promises,  
We Guarantee Them.**

**Our guarantee is the strongest  
in the field. We guarantee to  
increase your ability to eliminate  
the innocent, identify the guilty  
and elicit the truth during the  
interrogation. Put into practice  
our techniques and if you don't  
agree, we will refund your tuition  
in full, no questions asked.**

### 3-Day Course 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 elicit the truth during the interrogation.

#### The Reid Nine Steps of Interrogation<sup>®</sup>

- 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 69 years.

### 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.

### Advanced Course 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 elicit the truth. In this section, the Reid instructors introduce three specific techniques which will dramatically increase admission of guilt.

#### Profiling Suspects for Interrogation

People who 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 Reid Seminar on the Reid Technique of Interviewing and Interrogation<sup>®</sup>.

#### 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.

