

Course Enrollment Form

COURSE: 3-Day Reid Technique of Interviewing and Interrogation®
(Presented in a 2-Day Format)

WHEN: October 19 – 20, 2016 - 8:00 am – 5:00 pm

WHERE: Sequim Transit Center
190 West Cedar Street
Sequim, WA 98382

COURSE FEE: \$380 - 3-Day Reid Technique Interview and Interrogation®
(Presented in a 2-Day Format)

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: 855-479-3959
Email: jrock@reid.com

DEADLINE: October 3, 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.

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JOHN E. REID & ASSOCIATES, INC. REGISTRATION FORM

(Please print)

Course Location _____ Date(s) _____

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: _____



Over 69 Years of Excellence

The Reid Technique of Interviewing and Interrogation®

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



Scan the QR Code to visit www.reid.com



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

Location & Date

October 19 – 20, 2016

Sequim Transit Center
190 West Cedar Street
Sequim, WA 98382

Sponsored by Sequim Police Department

Presents
The Reid Technique of Interviewing and Interrogation®

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

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

Missouri vs. Siebert

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 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®

- 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.



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

The Reid Nine Steps of Interrogation®

The nine-step approach to a successful interrogation has been developed by John E. Reid and Associates through extensive research and practical experience over a period of 69 years. Because of the subject's importance, approximately half the classroom time in the seminar is devoted to the interrogation process and detailed examination of each of the nine steps. They are summarized below.

Step 1 • The Positive Confrontation (Clarification)

Following the interview, if the investigative information indicates that the subject is involved in committing the issue under investigation, he/she will be so advised of those results - a variety of initiating statements will be discussed. Following this initial statement of involvement the investigator assumes an understanding and empathetic approach.

Step 2 • Theme Development

Obtaining an admission of guilt from the suspect is easier if the suspect is given the opportunity to couple that admission with a reason or excuse that helps to preserve some of his or her self-respect. Most suspects have either minimized their actions ("The company has plenty of money... this small amount will never be missed") or justified them ("My family really needs this."). For this reason, a successful interrogator develops "themes" or reasons that allow the suspect to salvage self-respect while confessing.

Step 3 • Handling Denials

Before a suspect can become attentive to the development of the theme and acknowledge their guilt, their denials must be addressed. Recognition of and minimizing the frequency of denials is covered in this step, as well as how to recognize the denials of the individual who may not be involved in the commission of the act.

Step 4 • Overcoming Objections

The difference between denials and objections (excuses) is discussed in this step, along with the reasons why suspects offer objections. Techniques for overcoming a guilty suspect's objections and moving toward a confession are explained.

Step 5 • Procuring and Retaining the Suspect's Attention

Any suspect who is going to confess moves from using offensive tactics (denials of objections) to a defensive mode where they become quiet and begin to listen. It is at this point where physical closeness and verbal techniques used by the interviewer are methods for acquiring and maintaining a suspect's attention.

Step 6 • Handling the Suspect's Passive Mood

In this step, methods of recognizing that the suspect has "given up" and is ready to confess are described. This step also covers focussing of the general theme onto one or two essential elements that will stimulate the confession.

Step 7 • Presenting an Alternative Question

To obtain the first admission of guilt from the suspect, a question with only two possible answers (either of which is incriminating) is asked. In this step, the development and presentation of such questions is covered, as is the matter of recognizing when a deceptive subject has accepted one of the alternatives.

Step 8 • Detailing the Offense

Corroboration of an admission of guilt is obtained through details of the offense supplied by the suspect. Techniques for encouraging revelation of such details are presented, along with methods of correcting discrepancies in the suspect's story and ways of resolving other crimes the suspect may have committed.

Step 9 • Elements of Oral and Written Statements

Proper handling of the suspect's oral statements and the reductions of such statements to a written, typed or recorded confession is a major emphasis of this step. Also covered are the essential elements of a statement that help to establish its truthfulness and voluntary nature.

