

# Seminar Enrollment Form

**SEMINAR:** 3-Day Reid Technique of Interviewing and Interrogation & 1-Day Advanced Reid Technique Seminar

**WHEN:** April 9 – 12, 2013 - 8:00 am - 3:00 pm

**WHERE:** Randall County Sheriff's Office  
9100 South Georgia  
Amarillo, TX 79118

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

**TO REGISTER:** Register Via: MAIL – TELEPHONE – E-MAIL – MAIL  
www.reid.com  
John E. Reid & Associates  
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Telephone: 877-887-1488  
Email: drohrer@reid.com

**DEADLINE:** March 26, 2013

*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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*Look inside for important dates and locations for Reid Technique® Seminars*

**John E. Reid  
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*Established in 1947*

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**THE REID TECHNIQUE OF  
INTERVIEWING AND  
INTERROGATION®**

*and*

**THE ADVANCED COURSE ON  
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“The most effective and flexible interviewing and interrogation techniques available – perfect for Law Enforcement, Corporate Security, Government and Military Investigators”

*If it doesn't say*

*“The Reid Technique,®”*

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***Location & Date***

April 9 – 12, 2013

Randall County Sheriff's Office  
9100 South Georgia  
Amarillo, TX 79118

Scan the QR  
Code to visit  
www.reid.com



**JOHN E. REID & ASSOCIATES, INC. REGISTRATION FORM**  
(Please print)  
Seminar Location \_\_\_\_\_ Date(s) \_\_\_\_\_  
 3-Day Interviewing and Interrogation  1-Day Advanced Course  4-Day Combined  
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: \_\_\_\_\_



### 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 65 years.

*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 70K 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.



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

### 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.

### 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.

### 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.*

### Seminar 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.

### 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 non-verbally 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 that 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®.

### 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.

