



The Oregon Investigator

Inside this issue:

President's Letter	1-2
Roy miller Article	1-4
Will Ray Symposium announcement	4-6
State License requirements	7-15
Calendar	16
Announcement	16
Back cover, editors note	17

Special points of interest:

- President's letter
- Roy Miller Article
- State Licensing Requirements, by State!
- Will Ray Symposium
-

President's Letter

Dear OALI Members

First off, thanks for your vote in the June 2003, Board election. It was very close so I better do a good job this year. If there is anything you think we need to do that I have not mentioned, please let me know. This is your association so making sure you are happy with how the Board manages is really up to you. You need to let us know how we are doing.

There are several very important committees for which we need volunteers. If a committee isn't listed that you want to be on, contact me.

Answering Service Committee
 Constitution Committee
 Document Storage Committee

Most private investigators I know are really wonderful people. (And those who aren't know who they are!) P.I.'s are kind, intelligent, resourceful, and truly concerned about others. Having been around the block a few times, investigators

Education Committee
 Legislative Committee
 OBI Committee
 Website Committee
 Parliamentarian (must be at all OALI Board meetings)

These committees need to be self-motivated, able to communicate via e-mail and meet in person with the rest of their committee members from time to time. Dedicated volunteers who help the association succeed, will themselves reap rewards better than money.

The people who ran but were not elected to Board positions should volunteer

No Dough, No Show
 By Roy Miller, M.M., M.C.R.M., C.R.J.
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know how to be hard-nosed and persistent when they need to be, particularly when tracking down information. Nobody can take advantage of today's professional private investigator.

Except for their



to be on these committees, get your name known and next year during elections put your name on the ballot again. Persistence is something every investigator must have to get the job done.

Thanks again for your support and I hope you have all

own clients.

The sad truth is that P.I.'s are suckers for a sob story. I don't mean a lie, but a genuine, honest, real sad situation. Your client is in real dire straits, so you decide to

President's Letter, cont.

written to your representative to encourage them to support Senator Pete Sessions of Texas in his recommended changes to the FCRA.

Sincerely,

Patricia A. Vollbrecht
President



No Dough, cont.

take it easy on him and not charge your usual fee. Your second cousin Charley's cat is accused of breaking Charley's boss' Ming Dynasty Vase, but with your help Charley can prove otherwise. Your neighbor's grandmother from Baton Rouge just had her new boyfriend abscond with \$4,000 of her savings that she was planning to use for her snorkeling lessons, and she sure wants to complete that before she has another stroke that paralyzes her other arm.

You know, the everyday crises of life that, because of your profession, you are in a unique position to help solve. And because of the special circumstances around the case, you decide to take it for free or for a fraction of what you would normally charge. That makes you a wonderfully compassionate human being, but an absolutely miserable businessman. But that is all about to change, because beginning this month you are adopting a new philosophy: No dough, no show.

Your second cousin Charley's cat is accused of breaking Charley's boss' Ming Dynasty Vase, but with your help Charley can prove otherwise.

It's relatively easy to do, and you can still be a nice guy throughout the process. But the focus has to shift from helping people with a problem, no matter what, to operating a profitable business. After all, you are in business to make money (right?!), and that is a good thing.

The problem is most P.I.'s focus on the investigation aspect of a case, the part they are always good at. But what they need to focus on is the business of investigation, which translates to the financial end of things.

If you really, really, really want the case, you can't just listen to your heart; you also must listen with your mind. There must be a marriage of the heart and mind. You can't just be the knight in shining armor. And I'll try to



No Dough, can't

say this even plainer: If you don't address the issue of who is paying the bill, you are driving yourself to bankruptcy.

Changing this self-destructive behavior is basically an attitude adjustment, and requires no special skills or magic potions. You simply need to recognize that you are worth what you are worth, and that you will accept no less.

And if you want nitty-gritty advice, I always suggest that you get paid for an assignment in advance. Get that retainer, clearly identifying what you want and what you need to earn from a case. It says you will do A, B, and C, and get paid X, Y, and Z. And as you complete the assignment and use up the money, then the reservoir of retainer money should be replenished. In this way, you are always working off your client's money and not yours, which is absolutely the best way to be conducting any investigation.

I can hear that some of you are not yet convinced. "There are good reasons to reduce my rate or to take a case for free," I can hear someone saying. "For example, I can get my foot in the door in places where I wouldn't normally get hired. And attorneys, who hire investigators, they do 'pro-bono' work all the time, and they expect me to do it, too."

Well, let's straighten some things out. A better term for pro-bono work is "Pro-Bozo" work. It makes very little sense to do work and not get properly compensated for it. Keep in mind that attorneys are also charging \$75, \$150 or even \$250 per hour; they can afford to do this kind of pro-bono work. And I assure you on a stack of Bibles that they are not doing it all the time.

Furthermore, I always advise against reducing your rates as a marketing ploy. If you want to go see a movie, you either pay your money or you don't. You don't stand there and negotiate a lower ticket price from the attendant. Or there is the "Big Mac Theory" of doing business. You don't walk into McDonald's and tell the bright, energetic, happy counter person that you would like to try a Big Mac for free, and, if you like it, then you fully intend to return to this McDonald's in the future to purchase a Big Mac. No, you buy a Big Mac and if you like it, then you buy it again from time to time. If you do not like it, then

you never buy one again. McDonald's knows this, and they are okay with this, and they are still in business. Isn't it likely that McDonald's knows a thing or two about marketing? Don't they test these concepts time and time again and continually do only what works best? So why do you have to give away your services or greatly reduce your price just to land one job?

You have to put first things first, even if it seems foreign to you. In fact, the more it seems foreign to you, the harder you have to work at getting your ducks in order. And those ducks are:

- get the money
- be clear what you will be doing for the money



Furthermore, I always advise against reducing your rates as a marketing ploy. If you want to go see a movie, you either pay your money or you don't.



No Dough, cont.

- don't waver from this stance.

If you do this, everything else will take care of itself.

If you do not do this, then you have no business being in business.

For further information, you may contact Roy Miller at 503-328-0141, 10774 SE Highway 212, Clackamas, Oregon 97015-9164, or Roy@case-works.com



Will Ray Symposium

It is time again IT IS FREE, no charge for the Symposium, coffee, drinks, goodies, and 4 CE units. Not necessary to make prior notice of your attendance.....Just show up or else.?????

Time Aug. 4th 2003 Monday from 12:00 noon until 4:00 PM +-

Where: "Umpqua Discovery Center" Reedsport, Oregon 409 Riverfront Way. Please, park behind the green retainer wall in the gravel parking lot reserved for PIs and other high rollers. We have seats for 50 so come early have coffee etc.

We expect several from California to be at this Symposium. And from border to border in Oregon

Everyone bring business cards, brochures, pens, anything you have, to give out, for future reference, referrals, if you like you can

have 2 minutes to make a speech regarding your services. As always I will have a few applications for membership in the Oregon Association of Licensed Investigators, if thinking about it, see me early for an application. If some of you are not yet licensed Investigators, we can head you in the right direction for getting your licensing applications.

If you are coming from the north going south,turn left at the first signal light onto hiway 38 AKA Fir St. Signs, banner flag type signs hanging on power poles. Turn left on 3rd. ST. or Water Ave, Riverfront Way all lead to the Center

Coming from the South going North, go through the city of Reedsport, just beyond the Texaco is the signal light, turn right onto

If some of you are not yet licensed Investigators, we can head you in the right direction for getting your licensing applications.



Will Ray, cont.

Hiway 38 AKA Fir St. then follow instructions as above.

Coming from the East going West, slow down as you approach the City, turn right on the streets mentioned above. Follow signs to the Center.

Coming in your yacht going East or West on the river you can tie up at the pier at the front door of the Center.

This Symposium will be one of the very best ever offered any where in, well, any place.

We have as presenters, 2 phenomenal PIs, Pete Moursund, murder investigator since 1968, many high profile cases to his credit. Also Dave Panter, long time LEO in the state of Washington, been PI for several years now (These 2 will be working as a team for the presentation)

Pete has work for such renowned Attorney's as, Ken Marrow, Bob McCrea, Ralph Monson and others.

Pete was lead investigator on the first death penalty case when death penalty was reinstated in Oregon in 1985. Lots more about these 2 in the intro hand out sheet.

Their topic will be. "SO YOU WANT TO BE A DEATH PENALTY DEFENSE INVESTIGATOR AND RIDE THE CIRCUIT"

Jim Pex M/S Consultant Forensics Examiner. The only person on the Pacific Northwest to have been published on the subject of : "TIME OF DEATH" Jim is now retired from the Director of the Coos Bay Lab. Many high profile cases to Jim's accomplishments. More information in the handout sheet. How to contact for service and advice.

Topic: "CHANGES IN THE CRIME LAB SYSTEM IN RECENT YEARS"

Michael Propst M/D Physician and Surgeon Anatomic, Clinical and Forensic Pathology. Dr. Propst has worked numerous high profile cases. You will want to hear more of his procedures. More information in the hand out sheet.

Dr. Propst topic is: "GUN SHOT WOUNDS"

Kelly Paige, Executive Director of the Oregon Board of Investigation. We are very pleased to have Kelly come down from Portland. I think Kelly is a great Director, doing a fantastic job for all of us. The timing is right, the OBI meets on August 1st. and Kelly will be here August 4th.



"SO YOU WANT TO BE A
DEATH PENALTY DEFENSE
INVESTIGATOR AND RIDE THE
CIRCUIT"



Will Ray, cont.

Kelly's topic will be "UPDATE ON BOARD ACTIVITY" This is great opportunity for all who cannot make it to Portland for the OBI meetings.

Thank You
Will Ray



Grace Castle reports on Will's last shindig!

I want to thank Will Ray for the wonderful event held in Sutherlin yesterday! The concept of having a fun, free, educational afternoon for professional investigators is really great. I plan to write about it in the next issue of PI Magazine and to encourage other state associations to follow this example. The fact that this may have been the nation's first seminar with all female speakers is also quite interesting. I've spent years trying to encourage seminar chairs to remember to include women on the speaker's roster and it's gratifying to be able to report that my own home state association has not only always done that, but now may have had a "first."

The concept of having a fun, free, educational afternoon for professional investigators is really great.

It was especially gratifying to see that investigators/OALI members came from areas throughout the state to attend a seminar in southern Oregon! I remember all too well how difficult it was in the past to get people to travel outside their own area to attend OALI seminars. As Will reported in his message on this forum, there were people from every part of the state in attendance---and one from California.



Grace Castle, cont.

Good job, Will! I look forward to attending the next one.

Grace E. Castle, CLI
Eugene, OR



State Licensing Costs...research!

Here is the listing of the licensing costs of each state. Only two are identifying that they are charging more for an out-of-state investigator than in-state.

Alabama

\$150 License
\$1 Fee

www.ador.state.al.us/licenses/sec093.html

Alaska

No Licensing Requirement.

No Link Required.

Arizona

\$274 Application Fee
\$300 License Fee for Agency
\$74 License Fee for PI under Agency

Alabama

\$150 License
\$1 Fee



State Licensing, cont.

www.dps.state.az.us/cjsd/licensingbureau/licensingbureau.htm
web link down for 3 weeks, contacted 602-223-2361.

Arkansas

\$450 Agency Fee
\$225 License Fee

No fees on website. 501-618-2361.



California

\$50 Application Fee
\$32 DOJ Fingerprint Fee
\$24 FBI Fingerprint Fee
\$175 License Fee (after test)
\$125 Renewal Fee (two year license)

www.dca.ca.gov/bsis/company_fees.htm

Colorado

No Licensing Requirement

No link necessary.

Connecticut

\$600 Initial License Fees
\$450 Renewal Fee

www.state.ct.us/dps/SLFU/PrivateDetectivesLicense-ClassFees.htm

Delaware

\$575 Out of State License
\$230 In State License

Had to contact by telephone. 302-739-5991 Peggy Anderson.

Florida

\$50 Application Fee
\$42 Fingerprint Fee
\$60 License Fee

<http://licgweb.doacs.state.fl.us/license/fees.html>

Georgia

\$260 Two-Year License Fee

www.hawaii.gov/dcca/pvl/ar-

\$100 Company Application Fee
\$300 License Fee
\$75 Exam Fee

Delaware

\$575 Out of State License
\$230 In State License

www.sos.state.ga.us/plb/detective
Had to contact directly 478-207-1460.

Hawaii

\$50 Application Fee
\$50 Exam Fee



[eas_private_detective.html](#)

Idaho

No Licensing Requirement.

No link necessary.

State Licensing, cont.

Illinois

\$252.80 Exam Fee
\$500 Endorsement License

www.ildpr.com/WHO/dtct.asp

Indiana

\$150 License Fee
\$150 Renewal Fee

www.kpia.org/legislation.htm

Louisiana

\$65 Application Fee
\$50 License Fee
\$50 Renewal Fee

www.lsbpie.com

Maine

\$50 Application Fee

410-799-0191.

Massachusetts

\$550 Application and License Fee

Unable to locate information on the website. Con-



www.in.gov/pla/bandc/detective/faqpd.html

Iowa

\$100 License Fee \$10 for ID.
\$30 Fingerprint Fee

Unable to locate information on website. Contacted

\$350 Biannual License Fee
\$200 Biannual Renewal Fee

<http://janus.state.me.us/legis/statutes/32/tit32sec8117.html>

Maryland

\$442 Company

tacted 978-538-6128.

Michigan

\$150 Application Fee
\$600 License Fee (3 year license)

www.mcpihome.com/

515-281-3211, Tina Wesley.

Kansas

\$250 Two-Year License

Unable to connect to website. Contacted 785-296-8200, Sandy Meyer.

Kentucky

Licenses are pending. No fees are yet available.

License Fee (3 years)
\$57 Registrant

Unable to locate information on website. Contacted

Illinois

\$252.80 Exam Fee
\$500 Endorsement License



act474.htm

Minnesota

\$25 Application Fee
\$1000 License Fee
\$540 Renewal Fee

www.dps.state.mn.us/

State Licensing, cont.

[pdb/Fees/Fees.htm](#)

Mississippi

No Licensing Requirements.

No link necessary.



Missouri

No State level Licensing Requirements

No link necessary.

Montana

\$200 Application Fee
\$32 Fingerprint Fee
\$20 Exam Fee
\$120 Renewal Fee

www.discoveringmontana.com/dli/bsd/license/bsd_boards/psp_board/licenses/psp/lic_summary.htm#pi

Mississippi

No Licensing Requirements.

Nebraska

\$50 License Fee for Investigator
\$25 License Fee for Associate
\$100 Agency License Fee

Unable to locate information on website. Contacted 402-471-4094, Laura.



State Licensing, cont.

Nevada

\$50 Application
 \$100 Exam Fee
 \$750 Deposit on Background Check (if it is more expensive the balance is due)
 \$360 License Fee

Unable to locate information on the website. Contacted 775-687-3223.

New Hampshire

\$100 License Fee (2 year)

www.mv.com/ipusers/magee/stat1.html
 New Jersey

\$250 Application and License Fee
 \$59 Fingerprint Fee
 \$300 Corporation License Fee
 \$200 Renewal Fee \$24 Fingerprint Card
 \$250 Individual Renewal \$24 Fingerprint Card

Unable to locate information on the website. Contacted 609-882-2000 x 2931.

New Mexico

\$200 Application and License Fee
 \$200 Renewal Fee

www.rld.state.nm.us/b&c/pipolygraph/Fees/fees.htm

New York

\$400-500 Application and License Fees based on size of the company.
 \$75 Fingerprint Fee



Nevada

\$50 Application
 \$100 Exam Fee
 \$750 Deposit on
 Background Check (if it
 is more expensive the
 balance is due)
 \$360 License Fee



State Licensing, cont.

Unable to locate information on the website. Contacted 518-474-4429.

North Carolina

Unnecessary Research.

North Dakota

\$20 North Dakota Fingerprint Search
 \$22 FBI Fingerprint Search
 \$100 Application Fee
 \$150 License Fee

www.state.nd.us/pisb/forms.html

Ohio

\$25 Exam Fee
 \$33 Fingerprint Fee
 \$250 License Fee
 \$250 Renewal Fee

www.com.state.oh.us/odoc/real/pub/FeeSchedule.pdf

Oklahoma

\$60 Unarmed License Fee
 \$110 Armed License Fee

www.cleet.state.ok.us/PDF/individual_app.pdf

Oregon

\$79 Fingerprint and Qualification Fee
 \$40 Application Fee
 \$550 Biannual License Fee
 \$550 Biannual Renewal Fee

http://arcweb.sos.state.or.us/rules/OARS_200/OAR_220/220_005.html



Ohio

\$25 Exam Fee
 \$33 Fingerprint Fee
 \$250 License Fee
 \$250 Renewal Fee



State Licensing, cont.

Pennsylvania

\$200 Individual License Fee
\$300 Corporation License Fee

www.pali.org/papdact.htm#sec16

Puerto Rico

Identified that you must be a resident to apply for license.

No website found. Contacted 787-793-1234.

Rhode Island

\$150 Application and License Fee

www.rilin.state.ri.us/Statutes/TITLE5/5-5/5-5-9.HTM

South Carolina

\$350 Application and License Fee

Unable to locate information on the website. Contacted 803-737-9000.

South Dakota

No statewide license requirement.

No link necessary.

Tennessee

\$150 License Fee
\$100 Renewal Fee

www.state.tn.us/commerce/sec-indust/PI&Poly/pipc_fees.html



Tennessee

\$150 License Fee
\$100 Renewal Fee



State Licensing, cont.

Texas

\$250 Class A License Fee
 \$300 Class B License Fee
 \$440 Class C License Fee
 \$250 Class A Renewal Fee
 \$300 Class B Renewal Fee
 \$440 Class C Renewal Fee

www.tcps.state.tx.us/web4/newpages.htm click on Renewals Late Fee Process on Left.

Utah

\$200 Agency Application and Licensing Fee
 \$100 Agency Renewal plus Fingerprint costs

\$100 Individual Application and Licensing Fee

www.le.state.ut.us/~code/TITLE53/htm/53_08012.htm

Vermont

\$50 Unarmed Application and License for Agent
 \$100 Armed Application and License for Agent
 \$270 Agency Application and License

<http://vtprofessionals.org/opr1/investigators/forms/PD&SEC%20QUALIFYING%20AGENT%20APPLICATION.pdf>

Virginia

\$25 Application
 \$600 Business License
 \$250 Renewal 1 year
 \$400 Renewal 2 years

<http://leg1.state.va.us/cgi-bin/legp504.exe?000+reg+6VAC20-171-20>

Washington



Utah

\$200 Agency Application
 and Licensing Fee
 \$100 Agency Renewal plus
 Fingerprint costs



State Licensing, cont.

\$650 Agency with Armed Principal Application and License
 \$550 Agency with Unarmed Principal Application and License
 \$150 Individual Armed License
 \$100 Individual Unarmed License

www.dol.wa.gov/ppu/pifront.htm#fees

Washington, D.C.

\$206 License Fee
 \$35 Fingerprint Fee

Unable to locate website. Contacted at 202-671-0500.

West Virginia

\$50 Individual License Fee
 \$100 Agency License Fee
 \$500 Non-resident

www.jacksonkelly.com/html/guidemisc.html Scroll down to S.

Wisconsin
 \$53 License Fee
 \$123 Exam Fee

www.drl.state.wi.us/Regulation/applicant_information/initialfees.html

Wyoming

No state license requirements.
 No link necessary.
 Christine Covington
 NC #2566-PIA
 Blake Investigations, Inc.
 P.O. Box 91567
 Raleigh, NC 27675-1567

(919) 844-9652 fax (919) 846-9899
ncpi@bellsouth.net



Virginia

\$25 Application
 \$600 Business License
 \$250 Renewal 1 year
 \$400 Renewal 2 years



Schedule of Events

- 8/4 Will Ray Symposium
- 8/9-8/10-FARO Summer Training
-

August 2003

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1	2
3	Will Ray4	5	6	7	8	FARO 9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

FARO Summer Training

Groups and Members:

Since it appears the PDF files do not reach everyone, I have mailed hard copies to all FARO members. Should you not be a member and wish to attend, I will have Scott Baker of the Arc Network post the PDF files to FARO's website for review and printing.

Go to...

www.
accidentreconstruction.

com/faro

>From the main page of FARO's site, click on "Events" then click on the conference title which should take you into the PDF files listing the conference information and registration form.



A Journal of the Oregon Association of Licensed Investigators

OALI
PO Box 2705
Portland OR 97208

Toll free Phone: 866-584-8645
www.oali.org



OALI

Better Investigations through Professionalism

The Oregon Association of Licensed Investigators

2003-2004 Board of Directors

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Vice President: Greg Parson

Secretary: Shelly Radmer

Treasurer: David Vollbrecht

Sergeant at Arms: Charles Farrington Jr.

Membership Director: Rick Templeton

Executive Director: Ted Tolliver

[WWW.OALI.ORG]

Editor's note

Well, the elections are over and we begin a new year for OALI! The summer conference was very exciting and informative. The speakers were all dynamic and a lot of fun.

The weather in Bend was tremendous and we all had a great time. Well I did anyway, at least until mealtime. I'm on a diet and it was very difficult to stay on it with all that great food, but everyone else seemed happy. The hotel did a real good job and the facilities were top notch.

I can't believe that I was elected to be the new NW regional director! Thank you very much everyone who voted for me. I will do my best to help this organization now and in the future. I guess that's what it means to be part of a group, like we all are. By making the group better, we all benefit.

The new group of board members really seem eager to get things done and really move forward. I hope that at the end of our term, you are all proud of us.

I hope you enjoy this months newsletter and please don't hesitate to submit articles and notices of events.

Have a great and safe summer!

Dan Matarazzo

Dan@dm-pi.com



I can be reached at my website, WWW.DM-PI.com