

Join us for the 2015 NCISS Mid-Term Meetings and Seminars

September 20-23!

You are invited to join us for the 2015 NCISS Mid-Term Meetings and Seminars September 20-23 at the new SLS Hotel on The Strip in Las Vegas. The meeting is being co-sponsored by the Nevada Society of Professional Investigators and the Arizona Association of Licensed Private Investigators. Please see the attached registration form for the program. You can type on the form, save, and email. Prompt registration greatly assists our planning. We have a limited number of rooms for only \$65 per night. Rooms are available for pre and post stays and reservation details are also on this attached form. Many of us will be arriving on Friday or Saturday night. We hope to welcome a number of attendees from the Nevada and Arizona associations. 6 CEUs will be offered for attending the seminars. Jim Zimmer and Jon Girard have organized a golf outing on Wednesday at the Lexington Course at Revere Golf in Henderson for only \$45. Email Jim at Zimmerpi@pacbell.net if interested.

TUESDAY SEMINARS

- **9:00 to 9:50...Ethics for Investigation and Security Professionals...Dean Beers**
- **10:00 to 10:50...ASIS/ANSI Investigation Standard...Gene Ferraro**
- **11:00 to 12:00...Inside the Private Eyes of a PI...Vito Colucci**
- **12:15 to 1:15...NSPI/AALPI Luncheon...Guest Speaker - Kevin Ingram, Executive Director of NV PI Licensing Board**
- **1:30 to 2:45...Changing the Game of Business to Increase Profits, Sales, Marketing, and Networking...Diana Garren**
- **3:00 to 4:30...Diana Garren (Cont.)**

Changing the Game of Business to Increase Profits

You do not want to miss this dynamic presentation. You will be provided knowledge that will change the course of your business. You will learn what is needed to not only survive but thrive in today's changing world. This presentation will help you understand the difference between sales, marketing and networking, and which of these three are best used to increase your profits.

Sales, marketing and networking are the lifelines of every business. When it comes to sales and marketing, everything must start with the market you want to obtain business from. It is the market that dictates what sales and marketing strategy you will use. Not all strategies work for all markets. We will discuss the different markets available, and which ones best fit your business. Then we will identify the best strategies for you to gain their business.

You will learn how to effectively gain more business from your *current* clients and gain *new* clients.

Sales:

- Learn what market to "sell" to
- Learn the tools needed to effectively sell
- Learn the most effective way to sell

Marketing:

- Learn different marketing strategies and which ones work for which markets
- Learn the tools needed to effectively market
- Learn how to track marketing efforts

Networking:

- Learn where to network
- Learn how to properly network
- Learn how to make networking more effective

Inside the Private Eyes of a PI

Vito Colucci, Jr. is a former member of the Stamford, CT Police Department where he worked as a Narcotics Detective and Undercover Organized Crime Investigator. One of the main investigations Vito spearheaded during that time was uncovering the organized crime ties within his own department. This is chronicled in Vito's popular new book, 'Rogue Town' as he wore a wire and infiltrated both the Gambino and Genovese crime families, to get the goods on his bosses. Vito was one of the youngest members ever to receive the Combat cross for a shoot-out he was in. During his time on the police department he also received Valor Citations. Vito graduated from the Arnold Markle Search and Seizure School.

He has been a private investigator for the past 26 years, working many high profile cases; Michael Skakel/Martha Moxley case, Jayson Williams manslaughter case in New Jersey, honeymooner George Smith case, etc. He has also worked on some of the biggest high profile cases in CT including murders, rapes, corrupt priests, etc. Vito is a regular commentator on various news programs including Bill O'Reilly, MSNBC, Nancy Grace and Glenn Beck/CNN Headline News, Fox News, Larry King Live, Star Jones/Court TV, etc. Vito appeared in the 14 episode series, 'Blood Work' on the A&E investigative network. Vito has also appeared on the History Channel speaking about the history of organized crime from the 1890s to current. Vito was a featured speaker at the first World Investigator's Conference in Las Vegas, NV in 2005. Vito is a member in good standing of CALPI.

NCISS 2015 Mid-Term Meeting and Seminar

Co-Sponsored by Nevada Society of Professional Investigators
and Arizona Association of Licensed Private Investigators

September 20 thru 22, 2015

SLS Hotel, 2535 Las Vegas Blvd. So., Las Vegas, NV

NCISS Room Rate \$65.00 Reservations 855-761-7757 or 702-761-7757

Full Registration includes Networking Reception, Two Luncheons, One Breakfast, Coffee Breaks, and Seminars



Sunday September 20, 2015
Arrival

Monday September 21, 2015
8:00 - 9:00 Buffet Breakfast
9:00 - 12:00 Board Meeting
12:00 - 12:30 Working Lunch
12:30 - 3:00 Board Meeting
5:00 - 6:30 Networking Reception

Tuesday September 22, 2015
9:00 - 12:00 Seminars
12:15 - 1:15 SAAB/SLAM Luncheon
1:30 - 4:30 Seminars

NAME_____

GUEST_____

COMPANY_____CITY_____STATE_____

PHONE_____EMAIL_____

___\$125 Member ___\$95 Guest ___\$50 SAAB/SLAM Luncheon Only

___\$500 Gold Sponsor ___\$250 Reception Sponsor ___\$100 Luncheon Sponsor ___\$50 Coffee Break Sponsor

***I am unable to attend, but I still want to support the association's good work. Please accept my donation to the Legislation Fund of ___\$25 ___\$50 ___\$75 ___\$100 ___\$200 ___\$300 ___\$500 ___Enter Amount \$_____ The Legislation Fund is used for Lobbying Expenses.**

\$_____ Total to be charged to my credit card #_____

Expiration Date_____ Security Code_____ Please Email to NCISS@comcast.net or fax to 410-388-9746
Or Mail Check to: NCISS, 7501 Sparrows Point Blvd., Baltimore, MD USA 21219