



John E. Reid and Associates, Inc.
World Leader in Interviewing and Interrogation Training
THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®
Over 71 Years of Excellence

DATE

September 11 - 14, 2018

HOSTED BY

Columbus Division of Police

COURSE FEE

4 Day Combined \$575.00 per person
3 Day Seminar \$445.00 per person
1 Day Advanced \$130.00 per person
GSA rates available for Federal employees

COURSE LOCATION

Columbus Division of Police
1000 North Hague Avenue
Columbus, OH 43204

COURSE HOURS

8:00 A.M. – 3:00 P.M.

Register on-line at www.reid.com

FOR FURTHER INFORMATION

Contact Julie Rock at 855-479-3959

Email jrock@reid.com

Money Back Guarantee:

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

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

About Us...

More law enforcement professionals use **THE REID TECHNIQUE OF INTERVIEWING AND INTERROGATION®** method than any other technique or method available today because IT WORKS

At This Course You Will Learn...

- How to assess the credibility of statements
- How to structure the interview to maximize the flow of information
- How to use behavior provoking questions in the interview process
- **REID NINE STEPS OF INTERROGATION®**
- How to develop interrogation themes and handle denials
- How to overcome objections and use alternative questions

Advanced Program...

An exclusive John E. Reid & Associates presentation. Designed to build on the information provided in the 3-Day Program, particular emphasis is placed on how to elicit information from the suspect during the interview stage that will serve as the basis for developing an individualized interrogational approach, based on the suspect's profile and characteristics.

Training Manual Includes: Each student will receive a comprehensive outline book designed for note taking during the class and to serve as a valuable resource for future reference.

Grad page ONLY REID® Graduates have EXCLUSIVE ACCESS to our **REID GRADUATE WEBPAGE** which provides additional Follow Up Training Material • Over 100,000 professionals receive our **INVESTIGATOR TIPS AND NEWSLETTERS** free of charge. To receive these communications, visit www.reid.com to 'JOIN OUR EMAIL LIST'.

Course Enrollment Form

COURSE: 3-Day REID TECHNIQUE OF INTERVIEWING & INTERROGATION® & 1-Day Advanced REID TECHNIQUE® Program

WHEN: September 11 – 14, 2018 - 8:00 am – 3:00 pm

WHERE: Columbus Division of Police
1000 North Hague Avenue
Columbus, OH 43204

COURSE FEE: \$575 each - 4-Day Combined Course
\$480 each - GSA*
\$445 each - 3-Day REID TECHNIQUE OF INTERVIEWING & INTERROGATION®
\$365 each - GSA*
\$130 each - 1-Day Advanced Course on THE REID TECHNIQUE®
\$115 each - GSA*
*GSA Rates only apply to federal government agencies.
Checks Payable to: John E. Reid & Associates

TO REGISTER: (Register Via: INTERNET – MAIL – EMAIL – PHONE)
www.reid.com
John E. Reid & Associates
209 West Jackson Boulevard, Suite 400
Chicago, IL 60606
Email: jrock@reid.com
Telephone: 855-479-3959 for Julie Rock,
or call our Chicago Office at 1-800-255-5747 ext. 14
Register soon to ensure participation!

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

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: _____

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

THE REID TECHNIQUE®
Protecting The Innocent & Identifying The Guilty



Celebrating Over
70 Years of Excellence

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

THE REID TECHNIQUE
OF INTERVIEWING AND INTERROGATION®
and The Advanced Course on
THE REID TECHNIQUE
OF INTERVIEWING AND INTERROGATION®

Location & Date

September 11 – 14, 2018



Scan the QR Code
to visit www.reid.com



Columbus Division of Police
1000 North Hague Avenue
Columbus, OH 43204

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.

State and local law enforcement personnel who attend may be eligible to receive the accredited number of training hours to meet POST requirements.

What Our Participants Think...

95% of the respondents reported that using THE REID TECHNIQUE® method helped them to improve their confession rate.

The majority of the respondents stated that they increased their confession rate by more than 25%; almost a quarter of the respondents indicated that they increased their confession rates as much as 50%.

97% of the respondents reported that using THE REID TECHNIQUE method increased their case resolution rates.

100% of the respondents reported that the benefits they received from attending THE REID TECHNIQUE training program was worth the investment made.

Save Learning Time

You can spend years trying to develop the skills and know-how on your own, or you can attend our outstanding training program and benefit from our 71 years of knowledge in just a matter of 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.

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 71 years.

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 course 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 course 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 Course is for those individuals who have completed a prior 3-Day REID Course 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 Course will increase your confession rate.



Currently we develop investigator tips, newsletters and updates that we share ‘free’ with over 100,000 law enforcement and security professionals.

If you are interested in receiving these communications visit: www.reid.com and ‘join our mailing’ list, or scan this code with your smart phone.