

# Seminar Enrollment Form

**SEMINAR:** 3-Day Reid Technique of Interviewing and Interrogation

**WHEN:** November 15 – 17, 2011 - 8:00 am – 3:00 pm

**WHERE:** Tennessee Bureau of Investigation Headquarters  
901 R.S. Gass Boulevard  
Nashville, TN 37216

**COURSE FEE:** \$420 - 3-Day Reid Technique Interview and Interrogation.  
Checks Payable to:  
John E. Reid & Associates  
209 West Jackson Boulevard Ste. 400  
Chicago, IL 60606

**TO REGISTER:** Register Via: ONLINE – E-MAIL – MAIL – TELEPHONE  
www.reid.com  
John E. Reid & Associates  
209 West Jackson Boulevard Ste. 400  
Chicago, IL 60606  
Telephone: 888-255-1635  
Email: dplese@reid.com

**DEADLINE:** November 8, 2011

*The General Services Administration (GSA) awarded a Federal Supply Schedule contract to John E. Reid & Associates, Inc. Our contract number is GS-02F-0164P.*

## JOHN E. REID & ASSOCIATES, INC. REGISTRATION FORM

(Please print)

Seminar Location \_\_\_\_\_ Date(s) \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

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Name \_\_\_\_\_ Title \_\_\_\_\_

Department/Office \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_

Payment Information (\$ \_\_\_\_\_ per person): Amount Due: \$ \_\_\_\_\_

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If you would like periodic updates regarding Reid events and materials including Interviewing and Interrogation Updates, Investigator Tips, notifications regarding new publications/training materials and local seminar notices, complete the brief online form at [www.reid.com](http://www.reid.com); Select the 'click here to be included on our e-mail contact list' hyperlink located on the bottom of the Reid homepage.

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and Associates, Inc.**

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

**John E. Reid  
and Associates, Inc.**

*Established in 1947*

*Presents*

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

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



**209 W. JACKSON BLVD., STE. 400  
CHICAGO, IL 60606  
800-255-5747  
312-583-0700  
WWW.REID.COM**

**Location & Date**

November 15 – 17, 2011

Tennessee Bureau of Investigation Headquarters  
901 R.S. Gass Boulevard  
Nashville, TN 37216

*If it doesn't say*

*“The Reid Technique,®”*

*it's not John E. Reid*

*and Associates, Inc.*



**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 get their confession.

**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 60 years.

**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 60 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.

**The Reid Technique®**

<p><b>Step 1</b></p> <p><i>The Positive Confrontation</i> By accusing the suspect at the outset, the interrogator immediately establishes an atmosphere of confidence, and is also able to observe and evaluate the suspect's reaction to being accused. As part of the same step, the interrogator neutralizes the suspect's reaction by moving from a dominating and accusatory position to one of understanding.</p>	<p><b>Step 2</b></p> <p><i>Theme Development</i> 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.</p>	<p><b>Step 3</b></p> <p><i>Handling Denials</i> Before a suspect can become attentive to theme development and confess guilt, they must be stopped from continuing to deny involvement. Recognition and forestalling of denial is covered in this step, as is handling of situations where denials cannot be stopped.</p>
<p><b>Step 4</b></p> <p><i>Overcoming Objections</i> 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.</p>	<p><b>Step 5</b></p> <p><i>Procuring and Retaining the Suspect's Attention</i> 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.</p>	<p><b>Step 6</b></p> <p><i>Handling the Suspect's Passive Mood</i> 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.</p>
<p><b>Step 7</b></p> <p><i>Presenting an Alternative Question</i> 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.</p>	<p><b>Step 8</b></p> <p><i>Detailing the Offense</i> 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.</p>	<p><b>Step 9</b></p> <p><i>Elements of Oral and Written Statements</i> 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.</p>

**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 60 years of knowledge.

**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**

We guarantee to increase your ability to identify the guilty and get them to confess. Put into practice our techniques taught at this seminar and if you don't agree they increase your ability to identify and get them to confess, we will refund your tuition in full, no questions asked. Our guarantee is the strongest in the field.

**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 get them to confess no matter what type of crime they may have committed.

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*In a recent decision, June 2004,  
the U.S. Supreme Court  
referenced our company and book  
as examples of law enforcement  
resources offering proper training.*

*Missouri vs. Siebert*