MARCH 2023 EDITION

CALI JOURNAL

CALIFORNIA ASSOCIATION OF LICENSED INVESTIGATORS

WWW.CALI-PI.ORG

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About the California Association of Licensed Investigators

The California Association of Licensed Investigators (CALI) is a not-for-profit professional organization dedicated to protect and enhance our licensed private investigators and licensed private patrol operator members.

With approximately 1,100 members, CALI is the largest private investigator association in the world. The association works to advance the investigation and security professions through educational programs and legislative advocacy efforts that promote the needs of the profession before governmental agencies and the State Legislature.

CALI works in support of the ability of clients, often either a consumer or a victim, by performing legitimate investigations within the parameters and boundaries established in law. Our members are licensed and regulated by the Department of Consumer Affairs, Bureau of Security and Investigative Services.

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President's Message

Frank W. Huntington, III, CPI

As some of us brave the colder temperatures and wet weather, we look forward to Spring being just round the corner! CALI continues to flourish as we progress with many achievements and have met many of our goals.

In December, the membership voted to approve certain bylaw changes that moved us from a fiscal year to a calendar year. This change will benefit us greatly by giving us and our Executive Director more time to close out our books after our annual conference.

Speaking of our annual conference, many of you know that one of my goals as president was to move the timing of our conference from June to later in the year so as to avoid conflicts with weddings, graduations, Father's Day, etc. This year, our 54th annual conference is scheduled for August 24-26 in beautiful Sonoma wine country. We have selected a great property with excellent amenities that I am sure all will enjoy. The conference committee has been working diligently on keynote and breakout speakers as well as planning special events for the weekend. NCISS will be joining us and we look forward to having them there. For those of you flying in, the Sonoma "Charles Schultz" airport is a short 20-minute drive to the resort. Alaskan Airlines has direct flights from most Southern California airports to Sonoma and CALI has secured a discounted fare for our members. Otherwise, there is a shuttle bus that runs hourly from both the San Francisco and Oakland airports that stops at the front door of the hotel. Please click here for further information on the conference. I hope to see many of you there!

Another change we have implemented is the advent of the "District Mixer." As CALI transitions to more regional in-depth training opportunities, both in person and online, we now ask that our districts hold more informal mixers that encourage new and old (or should I say "experienced") members to get together in more of a social atmosphere. With CALI picking up the tab for some of the "refreshments" at these events, we have also been able to eliminate 14 individual district bank accounts that, again, make our ED's job much easier.

I was honored to attend mixers in the North Bay, Sacramento and the East Bay and want to personally thank those governors as well as all our Directors for their hard work. Shout out as well to the other governors and directors that have planned their district mixers. I can tell you from experience that our district governors are by far the hardest working leaders we have in this association, please make sure you show them your appreciation.

Shout out to our professional development team for all their hard work, including a very successful all day training event that took place on February 4th in Walnut Creek, CA. Dale Banda and our own Francie Koehler gave excellent presentations on claimant interview techniques. These are the joint district training opportunities we hope to continue with.

On March 4th, CALI held another very successful NLITE with more than 30 newly licensed investigators in attendance. It was a pleasure to be a part of this training as this group was one of the most energetic and engaged I have seen in a while. Thanks to fellow presenters Chris Reynolds and Francie Koehler, as well as membership chair Anna Stowe for being there and signing up several new members. Of course, the biggest thanks goes to NLITE Chair Renee Cervo for her leadership and planning of these events.

Now a shout out to the current CALI Board of Directors. We had an incredibly productive meeting on March 5th and accomplished some great things for the Association. One of which is a new membership opportunity with our neighbors in Arizona at the Arizona Association of Licensed Private Investigators, (AALPI). Regular CALI members may now join AALPI for half their associate dues and AALPI members can join CALI for the same consideration. We are currently speaking with Oregon to see if we can arrange a similar arrangement. As an aside, I have been advised by the Bureau that the reciprocity negotiations between California and Arizona are making progress and we will hopefully have some good news soon.

Back to the Board for a minute, if I may…I am so happy to be part of such a positive group of individuals. When I say positive, I am certainly not saying we always agree, in fact, we have many spirited debates. But at the end of the day, the final decisions made are truly in the best interests of the Association. I want to personally thank these Board members for their service and dedication.

On March 6th, CALI held our 23rd Legislative Day, "Campaign for CALI." This was our first in person Leg Day since 2020. Thanks to State Senator Roger Niello and Assembly Members Joe Patterson and Marc Berman for speaking at the event. BSIS Chief Lynne Jensen came and briefed us on what is happening with the Bureau. Thanks to San Francisco Director Hanley Chan, who arranged with his senator, Scott Wiener, to have CALI specially recognized during the Senate floor session that day.

Please remember that our legislative efforts are not limited to just one day. It is in all of our best interests to develop relationships with our representatives year round. Having said that, our successes would not be possible without the efforts of Government Affairs Committee Chair Francie Koehler, Legislative Advocate Jerry Desmond, the crew at Desmond & Desmond, Anne Schillig and Claudine Irwin, and of course our entire Government Affairs Committee.

Of course, there is the true lynchpin behind all these events, my boss, our Executive Director Maria Lagunas. Maria's dedication to CALI is beyond reproach and she has truly proven to be one of the finest EDs we have ever had. Maria is truly our driving force!

Speaking of Maria, in September she joined me in Sacramento at the offices of Desmond & Desmond where we went through several boxes of old CALI materials, including past conference brochures from years ago and many other historical documents. We even found a June 28, 2003 Proclamation signed by then Mayor Willie Brown declaring it Private Investigator Day in San Francisco. We carefully went through the other materials and made sure to save those of significant historical value.

Proclamation

City and County of San Francisco

WHEREAS, San Francisco is the home of famous detective novelist, Dashiell Hammett as well as the Maltese Falcon; and

WHEREAS, Licensed Private Investigators' image and symbolism have played a significant role in the history of San Francisco and California; and

WHEREAS, they are an integral and vital component of the legal system; and

WHEREAS, they promote and support the privacy of the individual while maintaining the integrity of the legal structure; and

WHEREAS, they are diligent in solving identity theft cases and working to protect the consumer; and

WHEREAS, they work to recover missing and abducted children, locate deadbeat parents, and reunite birth parents with their children; and

WHEREAS, they locate missing heirs, bone marrow donors and witnesses for civil and criminal cases in the protection of people's constitutional rights; and

WHEREAS, they labor to identify, confirm and protect against fraud; and

WHEREAS, they guard against those individuals who conduct investigations without a license; and

WHEREAS, Licensed Private Investigators are caring and vigilant individuals who conduct their work within the boundaries of the law and represent such American values and attributes as freedom, courage, strength, spirit, justice, quality and excellence; now

THEREFORE BE IT RESOLVED, that I, Willie L. Brown, Jr., Mayor of the City and County of San Francisco, do hereby proclaim June 28, 2003 as…

LICENSED PRIVATE INVESTIGATOR DAY
IN SAN FRANCISCO!

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Seal of the City and County of San Francisco to be affixed.

Willie Lewis Brown, Jr.
Mayor

CALI has many awards including Investigator of the Year and the Distinguished Achievement Award (DAA). Deadlines for nomination for these honors are coming up soon. Please click here for information on the nomination deadlines.

Speaking of the DAA, Robert "Bob" Wallace, CPI, was the fourth recipient of that honor in 1993. Often at Bob's side was his beloved wife Shirley, affectionately known as "The Tall Blonde." Shirley passed away in February and I know I speak for us all when I say how heartbroken we are for Bob's loss. Please keep Bob in your thoughts.

In October, CALI lost member Kelsa Kinsly. Kelsa was indeed a truly remarkable individual having been both a radio and television personality as well as an actress performing in more than 40 shows and films. She moved on to become a Private Investigator and developed many friendships along the way. Our thoughts are with Kelsa's family and friends.

CALI also lost member Manny Gonzales, a forensics specialist and U.S. Marine. Manny was energetic and enthusiastic about his profession and life. Any time Manny entered a room, the volume changed! Manny often spoke at CALI events, generously donating his time and expertise for the industry.

On March 6th, CALI member Linda Walshin passed away. Linda was the founder and director of Walshin Investigations. With many years of experience in the field, Ms. Walshin was a dedicated Private Investigator and Registered Process Server who led her professional team of private investigators in working with law firms, corporations and individuals in need of specialized services, including due diligence reports, background checks, asset recovery investigations and process serving.

Lastly, like a broken record, I want to thank each and every one of you for entrusting me with this position. It is truly an honor and privilege to work alongside such a wonderful group of professionals! See you in the Wine Country!

F.W. Huntington, III

Frank W. Huntington, III, CPI
CALI President

EAST BAY DISTRICT MIXER
02.16.2023

LOS ANGELES DISTRICT MIXER
12.17.2022

NORTH BAY DISTRICT MIXER
12.06.2022

SACRAMENTO DISTRICT MIXER
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Please join CALI in extending a warm welcome to our newest members who joined from October 1, 2022 to March 16, 2023

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Karina Ioffee
Trevor Nelson

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Kevin Molle
Charles Nichols Jr.
Kenneth Paulson
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Dale Kelley
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Miguel Rosario
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Anna Sumner

SAN FRANCISCO DISTRICT
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Peter Guglielmino
Rosina Szele

SAN JOAQUIN SOUTH DISTRICT
William Eitelgeorge
Julie Mortenson
Chad Mullen
Joe Mullins
Todd Orlando

SAN JOSE DISTRICT
D. Wayne Patterson

SOUTH BAY/LONG BEACH
Matthew Kreida

OUT OF STATE
James Holohan - NY
Sylvia Letourneau - BC

BIG 3 MEMBERS
Christian Casson – TALI
Scott Kamp – FALI
Terry Laflin – TALI
James McCarthy – TALI
Angela Miller – TALI

NLITE

Newly Licensed Investigator Training & Education

March 4, 2023, Sacramento, CA

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ABOUT NLITE

The Newly Licensed Investigator Training & Education (NLITE) is an introductory course that is the foundation of CALI's Professional Development Program. The course covers the basics that every new licensee needs to know to begin a career as a Private Investigator in the State of California.

NLITE provides an overview of the profession, the must-haves when starting and operating a business, the laws that new PI's must be familiar with, ethical issues, and professional responsibilities. Each attendee will leave with the practical knowledge and tools needed to be a successful Private Investigator and business owner.

To learn more about NLITE, visit www.cali-pi.org/NLITE

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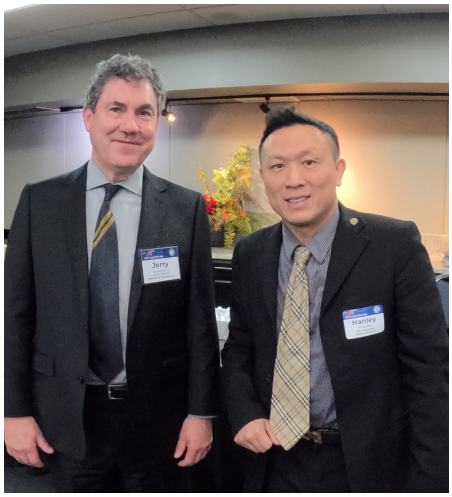

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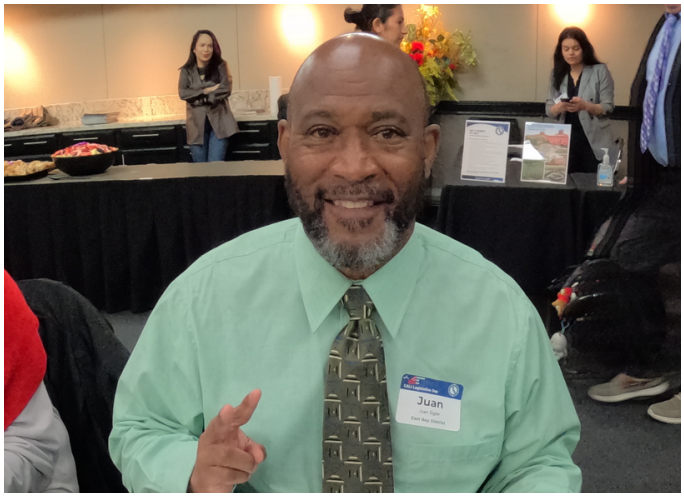

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We invite you to join us at the 2023 CALI Annual Conference in Sonoma Wine Country, California, from Thursday, August 24, to Saturday, August 26, 2023. Our three-day conference has earned a well-deserved reputation as one of the most exciting and successful events for private investigators worldwide, offering unparalleled educational opportunities, an exhibitor tradeshow, networking, fun programming, and more!

Conference Location & Venue

DoubleTree by Hilton Hotel Sonoma Wine Country
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Rohnert Park, CA 94928

Reserve your guest room directly with the DoubleTree by Hilton Hotel Sonoma Wine Country online or via phone. **CALI's discounted group room rate is $175/Night + Tax** for 1 King Bed/2 Queen Beds. Conference attendees can take advantage of the group rate to extend their stay two days before and three days after the conference dates. In addition, we offer complimentary self-parking for CALI Conference attendees.

Reservation Deadline: August 1, 2023
The CALI Conference Group rate is available until August 1, 2023, and rooms are **subject to availability**. Don't wait! We encourage you to book early.

Click here to book your room reservation, or call (707) 584-5466 and refer to our 3-digit group discount code "ALI."

The Conference Committee is working on scheduling presenters at this time. Please stay tuned for updated information and registration, or visit www.cali-pi.org/conference.

GOLF
TOURNAMENT

Thursday, August 24, 2023

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PERSONAL MITIGATION HAS THE GREATEST POSITIVE IMPACT ON SENTENCING

By Anna Stowe, CEO and Lead Investigator of Anna Stowe Investigations, Inc.

In his April 17, 2022, Northwestern University Law Review article entitled "Modern Sentencing Mitigation" John B. Meixner Jr. states that mitigation is a central predictor of sentencing outcomes. Meixner took data points from mitigation memorandums such as personal mitigation, health, mental health, remorse and offense and studied how each affects sentencing outcomes. He cross analyzed how important it was to show evidence of each factor. Mitigation Specialists could have predicted the outcome of his studies.

Not surprisingly, his data showed that personal mitigation, health and mental health had the greatest positive impact on sentencing, and that the more words written about this evidence, the higher the positive impact. Sentencing memorandums must include as much personal mitigation as possible, followed by evidence of physical and/or mental health challenges throughout the client's lifetime. Documenting each struggle, when it began, how the caretakers reacted to the need and the outcome is extremely important and most often does lead to a reduction in sentence.

An example would be an emotional concern of the client around bullying in elementary school. Client informs her parents of this concern, and the parents fail to act or show support. In middle school, the client is failing two classes. The parents also fail to address grades or inquire about the client's mental health.

In high school the client begins using drugs as a coping mechanism. Parents are aware of drug use, but do nothing of substance to curtail the behavior or inquire about the client's mental health. By documenting each of these stages and using real life examples told in the client's own words, the Mitigation Specialist is building personal mitigation and the neglected need for mental health services.

I cannot emphasize enough how critical it is to write an impactful, detailed history of your client's family of origin and any neglect. Remember, what may seem normal in one culture, can be viewed as neglectful in another. Some cultures do not address mental health or even physical health unless there is an observable emergency. Despite cultural acceptance of neglect, your client more than likely went to school with and formed their framework of what is acceptable outside of the family unit. They knew others were treated differently in their homes.

Finding, providing and creating an impactful personal mitigation memorandum along with evidence of mental or physical neglect can be very powerful. Today's judges are more informed and more likely to take personal history into consideration when formulating a sentence. If you would like to see Meixner's article you can find it here.

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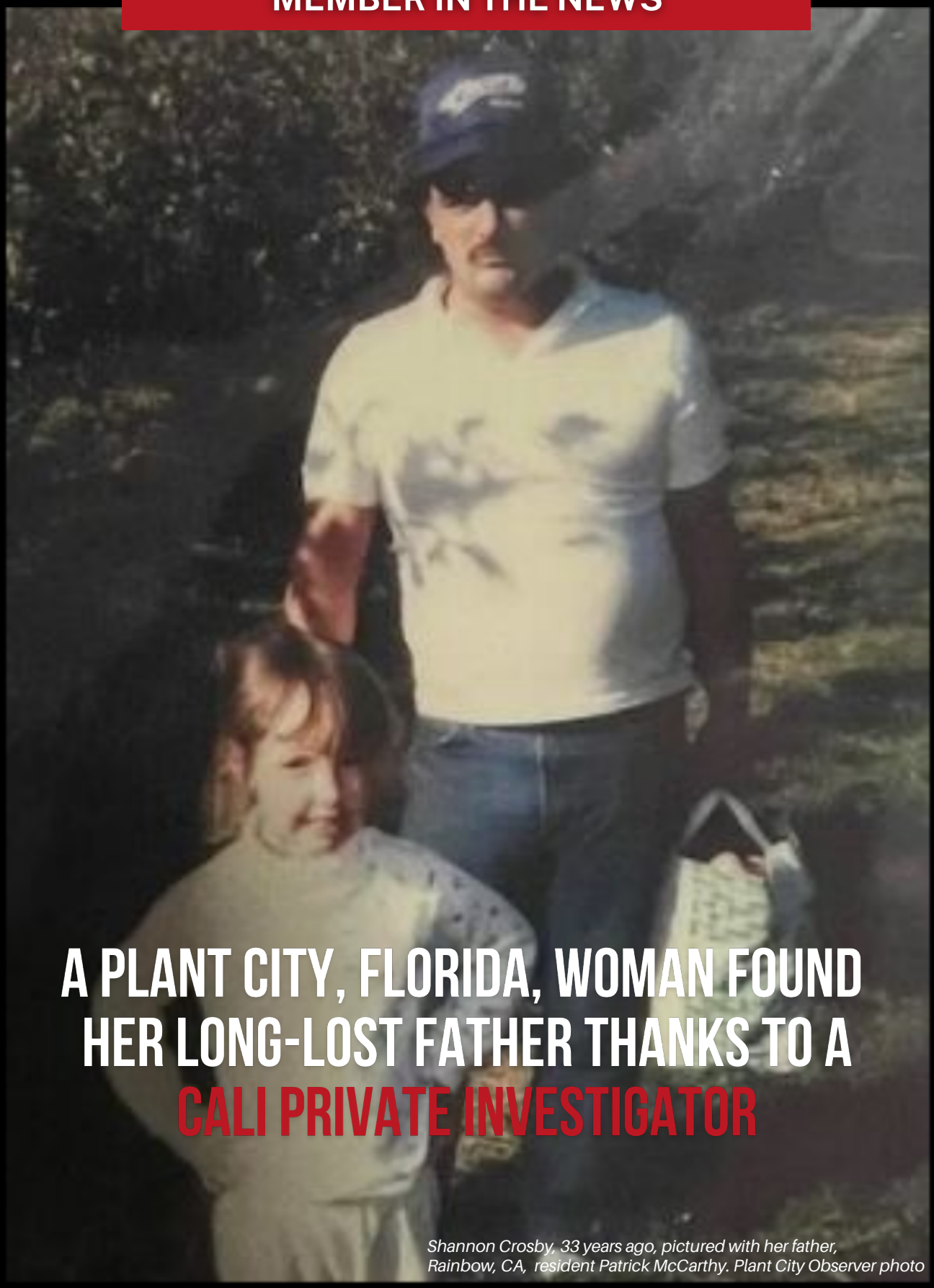

A PLANT CITY, FLORIDA, WOMAN FOUND HER LONG-LOST FATHER THANKS TO A CALI PRIVATE INVESTIGATOR

Shannon Crosby, 33 years ago, pictured with her father, Rainbow, CA, resident Patrick McCarthy. Plant City Observer photo

A PLANT CITY, FLORIDA, WOMAN FOUND HER LONG-LOST FATHER THANKS TO A CALI PRIVATE INVESTIGATOR

For Plant City, FL, resident Shannon Crosby, an email changed her life.

The 37-year-old had been searching for her biological father, Rainbow, CA, resident Patrick McCarthy, for over 33 years.

Crosby, born in New Hampshire in 1985, had not seen her father since she was 4 years old. When she was still a baby, her parents, who never married, moved to Massachusetts to start over after her father lost his job. Her mother took a desk job in Boston. Her father, a master mechanic, also found work.

Happiness forever was not meant for the couple. Her mother wanted to settle down and start a family. Her father, a free spirit who wasn't ready to give up his rock 'n' roll lifestyle, wanted to do both.

It all went crescendo in 1989 when her dad stormed out of the house after her parents got into a fight. "I remember my mother taking me out of the house and her brother, who was a priest, came to pick us up, and then my father left," she said.

Even though she was a young child, she cherishes a few episodic memories of happy times with her father. She remembers her father laughing and joking at a birthday party in a large field and a man taking pony rides. She remembers visiting her father's friends in New Hampshire and riding a snowmobile, her father sitting behind her and holding her tightly as they rode through the woods.

Her mother eventually met a man, got married, and moved to St. Petersburg, FL. In addition to souvenirs, she began to receive letters, postcards, and small trinkets from Florida where her father was living at the time. He sent a picture of himself sitting on top of his motorbike, his long, shaggy hair starting to turn gray.

The cards and letters stopped for a while, but one day in 1994 she received another postcard from her father, who lived in San Diego. "My mom always told me my dad was a wanderer," Crosby remarked. When she and her mother moved to another house in St. Petersburg, the letters again stopped.

Time passed, as always, but she still had questions that only her father could answer. As soon as the internet was born, her mother bought a home computer and she spent hours searching Yahoo for clues about her father. She created a MySpace account in hopes of connecting with him. She searched prison records and obituaries, Craigslist and genealogy websites.

"My dad was a ghost," she joked.

What made an already difficult task worse was that she didn't know her father's exact age because he never gave anyone a clear answer and as a child he was in the foster care system bouncing from place to place, making it almost impossible to find an extended family.

Last year, her mother found her baby book and inside, nestled next to her baby photos, was her family tree with her father's name and actual date of birth, the name of her biological father, Thomas McCarthy and his biological mother, Virginia Shaghalion.

Armed with this new information, she started her search again. A search of her grandmother's name turned up a Massachusetts obituary that listed a few biological children. She wrote them all letters and got a response from her great-aunt, but because they were placed in foster care at a young age, she had no information about her father. Even though she had discovered family members she didn't know she had, it was another dead end.

Then an email in November 2021 changed everything.

In a twist of fate worthy of a Hallmark original movie, it turns out that her father had hired Tony Campbell, a Fallbrook, CA, private detective, to look for her. Sitting in her car waiting for her husband to get out of Target, the email appeared with the subject "family." When she opened it, she learned that the private detective had been hired by her father to find her and wanted to know if she would be interested in talking to him.

"I was in shock, but immediately thought it was a scam," Crosby said. When her husband got back to the car, she showed him the email and asked if it could be real. He Googled the man's name and verified that it was a real private investigation firm, AC Investigations.

She called the investigator as soon as she got home. He sent her a photo of her father and she immediately knew he was the man she had spent the last three decades trying to find. She agreed to speak to her father and a phone call was scheduled for the next evening.

When he answered her call, she noticed his Boston accent which was still thick even after living in California for so many years. He shared his story. He had struggled with alcohol abuse throughout his life, but had been sober for almost six years. He had traveled the country, been arrested for misconduct and lived in a Salvation Army shelter. "He told me he hadn't reached out earlier because he was ashamed and embarrassed, but he didn't know I wanted to talk to him," she said.

Five years ago, while working in a shipyard, a boat fell on top of him, crushing his legs. As he lay alone in the dark for hours waiting for help to arrive, he worried that he would die before he had a chance to know if she was okay. After his broken body was discovered by colleagues, he endured nearly two years of hospitalizations, surgeries and physiotherapy sessions.

He offered to pay for Crosby and her husband to travel to California for a visit. She readily agreed, eager to meet her father in person. They made the trip in January and landed at the San Diego airport at 2 p.m.

By the time they rented a car, checked into the hotel, freshened up and grabbed a bite to eat, it was almost dark, but undeterred, they decided to meet him in Rainbow, a small town outside of San Diego. It is dark at this time, but they see the lights of an ATV heading towards them. The car stops and she rolls down the window. One look at the man driving the vehicle and she knew it was her father. He approached her window and reached out to hug her. "It was wild and crazy in the best possible way," Crosby said.

Her father took them to his home and they spent time learning about their lives. He told her that his plan was still to find her, but only after he did something to show for himself. He apologized for not getting his life back sooner. Crosby was friendly. "I think he had to go through these tough things to be at a point where he could make a change," she said.

He showed her one of his most prized possessions, a boat he built in the 1990s but couldn't part with and named Miss Shannon. "I cried when I saw that," she said.

It's been a year since the couple met. Her dad still doesn't use technology, but they talk on the phone a few times a week. She is making plans for another visit in January.

Campbell, the private detective, also remains in contact with Crosby. "He tells me he deals with so many sad cases that don't have a happy ending and he wishes he could find another case like mine," she said.

This article was reprinted with permission of the Village News.

Discovering his passion for the private investigative industry in 1997, Anthony Campbell has gained extensive knowledge in the arena, including the judicial system on American Indian territory as a fully licensed PI.

Today, he owns his business, AC investigations, in Fallbrook, California. Serving communities from San Diego to Los Angeles, PI Campbell's true passion is finding and reuniting missing loved ones.

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Thank you to David Williams and Don Lewis staffing the CALI table.

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On December 15, 2022, former Inland Empire Director Don Lewis went to the United States Marine Corp. recruitment center at 10660 Sierra Avenue in Fontana, CA, to donate 85 toys on behalf of CALI. We would like to give a special thanks tothe following Toy Drive Donors for their generous support and for brightening the holidays for so many children.

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UPCOMING *Events*

30 MAR

CALI South Bay/Long Beach District Networking Mixer

4:00 PM – 6:00 PM @ The Ordinarie in Long Beach, CA

5 APR

CALI Professional Development Webinar: HUNCHLY - Social Media Capture Tool

12:00 PM – 1:00 PM

Join us for a Professional Development Webinar on the amazing Website capture tool "HUNCHLY." Developer Justin Seitz will give a tutorial on how Hunchly is used to compile Websites into court admissable Social Media search reports. In addition, Justin will provide expertise on conducting social media searches for use in litigation and as trial evidence.

26 APR

CALI Professional Development Webinar: Mobile Device Extractions, What You Can and Can't Find On The Device

12:00 PM – 1:00 PM

Join us for a Webinar with Benjamin Rose of Carden and Rose Digital Forensics. Benjamin will discuss mobile device forensics and what you need to know to enhance your investigation. Identify proper mobile device forensic analysis and whether the opposition has divulged everything they found or have left out exculpatory evidence.

19 MAY

CALI Orange District Networking Mixer

4:00 PM – 7:00 PM @ Fireside Tavern Restaurant & Bar, Crowne Plaza Costa Mesa, CA

20 MAY

Save the Date! CALI SoCal Professional Development & Training

8:00 AM – 5:00 PM @ Crowne Plaza Hotel in Costa Mesa, CA

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- as out-of-state members, for half of their regular dues and vice versa.