

# John E. Reid and Associates, Inc.

*Established in 1947*

## Seminar Schedule & Product Catalog

*Recognized Authority in the Specialized Fields  
of Interviewing & Interrogation*

# 2010



*Seminars*

*Products*

*"Investigators  
spend their entire  
career trying to  
acquire and develop  
the skills we teach  
in our seminars."*



1-800-255-5747

312-583-0700

[www.Reid.com](http://www.Reid.com)

209 W. Jackson Blvd., Ste. 400

Chicago, IL 60606

# The Reid Technique of Interviewing and Interrogation® 2010 SEMINAR SCHEDULE

This schedule lists The Reid Technique of Interviewing and Interrogation 3-Day Seminars and the 1-Day Advanced Seminars on The Reid Technique of Interviewing and Interrogation. An “\*\*” indicates the 1-Day Advanced Seminar is added as a 4th day. Please visit our web page at [www.reid.com](http://www.reid.com) for a complete schedule and course content

## Discount Programs:

Visit [www.reid.com](http://www.reid.com) for complete details regarding a variety of discount programs available including The Reid Consortium, The Reid Preferred Group of Associations, and GSA contract information.

### JANUARY

* 5-7	San Diego CA	Sheraton Suites at Symphony Hall	(619) 696-9800
*5-7	Morrisville NC	Hilton Garden Inn Raleigh -Durham Airport	(919) 840-8088
*11-13	Dallas TX	Doubletree Dallas – Market Center	(214) 741-7481
*11-13	Indianapolis IN	Hyatt Regency	(317) 616-6073
*12-14	Council Bluffs IA	Harrah's Hotel	(712) 329-6000
*19-21	Columbus OH	Hyatt Regency Columbus	(614) 463-1234
*19-21	Baltimore MD	Holiday Inn-Inner Harbor	(410) 685-3500
*19-21	Miami FL	Hyatt Regency Coral Gables	(305) 441-1234
*25-27	Lexington KY	Marriott Griffin Gate Resort	(859) 231-5100
*25-27	Oak Brook IL	Doubletree Hotel Chicago-Oak Brook	(630) 472-6000
*26-28	Washington DC	Westin Washington	(202) 429-1700
*26-28	Denver CO	Homewood Suites Denver Airport	(303) 371-4555

### FEBRUARY

*2-4	Atlanta GA	Atlanta Marriott Downtown	(404) 688-8600
*2-4	Anaheim CA	Disneyland Hotel	(714) 778-6600
*8-10	Seattle/Lynnwood WA	Lynnwood Convention Center	(425) 778-7155
*8-10	Tempe AZ	The Buttes Resort Marriott	(602) 225-9000
*8-10	Atlantic City NJ	Trump Taj Mahal	(609) 449-1000
*15-17	Las Vegas NV	Harrah's	(702) 369-5000
*16-18	Boston MA	Hilton Boston Logan Airport	(617) 568-6720
*23-25	Memphis TN	Fogelman Executive Conf Center	(901) 678-8200
*23-25	New York NY	The Midtown Executive Club	(212) 354-6400

### MARCH

*1-3	Florence IN	Belterra Casino Resort and Spa	(812) 427-7777
*2-4	Charlotte NC	Marriott Executive Park	(704) 527-9650
*2-4	Nashville TN	Radisson Hotel	(615) 889-9090
*9-11	Houston TX	Hilton Houston Southwest	(713) 977-7911
*9-11	Little Rock AR	Holiday Inn Presidential	(501)-375-2100
*9-11	Portsmouth VA	Renaissance Portsmouth Hotel	(757) 673-3000
*15-17	Anchorage AK	Embassy Suites	(907) 332-7000
*15-17	Southgate MI	Holiday Inn	(734) 283-4400
*15-17	Kansas City MO	Kansas City Marriott	(816) 421-6800
*23-25	Cleveland OH	NASA John H Glenn Research Center	(216) 433-3033
*29-31	Minneapolis MN	Embassy Suites Minn. Brooklyn Center	(763) 560-2700
*30-April 1	San Francisco CA	Club Quarters Hotel SF	(415) 268-3966
*29-31	Philadelphia PA	Four Points Sheraton Philadelphia Center	(215) 496-2700

### APRIL

*6-8	Midway UT	Homestead Resort	(435) 654-1102
*6-8	Orlando/LBV FL	Buena Vista Palace	(407) 827-2727
*6-8	San Antonio TX	Hilton Airport San Antonio	(210) 340-6060
*12-14	New Orleans LA	Hilton New Orleans Riverside	(504) 561-0500
*12-14	Chicago/Oakbrook IL	Doubletree Hotel Chicago-Oak Brook	(630) 472-6000
*13-15	Jacksonville FL	Wyndham Riverwalk Hotel	(904) 396-5100
*19-21	New York NY	The Midtown Executive Club Quarters	(212) 354-6400
*20-22	Colorado Springs CO	Embassy Suites	(719) 599-9100
*20-22	Washington DC	Westin Washington	(202) 429-1700
*26-28	Tempe AZ	The Buttes Resort Marriott	(602) 225-9000
*27-29	Anaheim CA	Disneyland Hotel	(714) 778-6600
*27-29	Ellicott City MD	Turf Valley Resort	(410) 465-1500

### MAY

*4-6	Seattle/Lynnwood WA	Lynnwood Convention Center	(425) 778-7155
*4-6	Dallas TX	Doubletree Dallas – Market Center	(214) 741-7481
*11-13	Indianapolis IN	Hyatt Regency	(317) 616-6073
*17-19	Las Vegas NV	Harrah's	(702) 369-5000
*17-19	Cincinnati OH	Cincinnati Police Academy	(513) 357-7552
*17-19	Moon Township PA	Doubletree Hotel Pittsburgh Airport	(412) 329-1400
*24-26	Atlanta GA	Atlanta Marriott Downtown	(404) 688-8600
*24-26	Albuquerque NM	Embassy Suites Albuquerque	(505) 245-7100

### JUNE

*1-3	Southgate MI	Holiday Inn	(734) 283-4400
*8-10	Boston MA	Hilton Boston Financial District	(617) 556-0006
*8-10	Kansas City MO	Kansas City Marriott	(816) 421-6800
*8-10	El Paso TX	Embassy Suites El Paso	(915) 779-6222
*14-16	Honolulu HI	Hilton Hawaiian Village	(808) 949-4321
*21-23	Eagle River WI	Chanticleer	(715) 479-4486
*28-30	Nashville TN	Radisson Hotel	(615) 889-9090
*28-30	Baltimore MD	Holiday Inn-Inner Harbor	(410) 685-3500

## JULY

\*6-8 Orlando/LBV FL  
\*6-8 Tucson AZ  
\*6-8 Fort Collins CO  
\*12-14 Chicago IL  
\*12-14 Houston TX  
\*19-21 Washington DC  
\*19-21 Las Vegas NV  
\*20-22 New York NY  
\*26-28 Miami FL  
\*27-29 Seattle/Lynnwood WA

Buena Vista Palace  
Four Points Tucson University Plaza  
Hilton  
Willis Tower/Metropolitan Club  
Hilton Houston Southwest  
Westin Washington  
Harrah's  
The Midtown Executive Club Quarters  
Hyatt Regency Coral Gables  
Lynnwood Convention Center

(866) 397-6516  
(520) 327-7341  
(970) 482-2626  
(312) 993-2500  
(713) 977-7911  
(202) 429-1700  
(702) 369-5000  
(212) 354-6400  
(305) 441-1234  
(425) 778-7155

## AUGUST

\*3-5 Anaheim CA  
\*10-12 San Diego CA  
\*10-12 Tallahassee FL  
\*16-18 Boulder CO  
\*16-18 Indianapolis IN  
\*17-19 Minneapolis MN  
\*23-25 Atlanta GA  
\*30- Sept1 Saint Louis MO  
\*31-Sept 2 Portsmouth VA  
\*31-Sept 2 Kansas City MO

Disney's Paradise Pier Hotel  
Sheraton Suites at Symphony Hall  
Killearn Country Club  
Marriott Boulder  
Hyatt Regency  
The Marquette  
Atlanta Marriott Downtown  
Crowne Plaza St. Louis  
Renaissance Portsmouth Hotel  
Kansas City Marriott

(714) 999-0990  
(619) 696-9800  
(850) 893-2186  
(303) 440-8877  
(317) 616-6073  
(612) 333-4545  
(404) 688-8600  
(314) 621-8200  
(757) 673-3000  
(816) 421-6800

## SEPTEMBER

\*7-9 Portland OR  
\*7-9 Michigan City IN  
8-10 Moon Township PA  
\*13-15 Dallas TX  
\*14-16 Boston/Newton MA  
\*20-22 Chicago/Itasca IL  
\*21-23 Cleveland OH  
\*21-23 Denver CO  
\*27-29 New Orleans LA  
\*27-29 Philadelphia PA

Red Lion Hotel  
Blue Chip Casino & Hotel  
Doubletree Hotel Pittsburgh Airport  
Doubletree Dallas – Market Center  
Hilton Boston Financial District  
Westin Chicago NW  
NASA John H Glenn Research Center  
Homewood Suites Denver Airport  
Hilton New Orleans Riverside  
Four Points Sheraton  
Philadelphia City Center

(503) 235-2100  
(219) 879-7711  
(412) 329-1400  
(214) 741-7481  
(617) 556-0006  
(630) 773-4000  
(216) 433-3033  
(303) 371-4555  
(504) 561-0500  
(215) 496-2700

## OCTOBER

\*4-6 Las Vegas NV  
\*4-6 Baltimore/  
Ellicott City MD  
\*12-14 Tempe AZ  
\*12-14 New York NY  
\*18-20 Nashville TN  
\*18-20 Austin TX  
\*19-21 Atlantic City NJ  
\*25-27 Los Angeles CA  
\*26-28 Milwaukee WI  
\*26-28 Indianapolis IN  
\*26-28 Albuquerque NM

Harrah's  
Turf Valley Resort  
The Buttes Resort Marriott  
The Midtown Executive Club  
Radisson Hotel  
Embassy Suites Central Austin  
Trump Taj-Mahal  
Westin Bonaventure Hotel  
Hilton Inn  
Hyatt Regency  
Embassy Suites Albuquerque

(702) 369-5000  
(410) 465-1500  
(602) 225-9000  
(212) 354-6400  
(615) 889-9090  
(512) 454-8004  
(609) 449-1000  
(213) 612-4761  
(414) 962-6040  
(317) 616-6073  
(505) 245-7100

## NOVEMBER

\*1-3 Columbus OH  
\*2-4 Seattle/Lynnwood WA  
\*2-4 Houston TX  
\*8-10 Colorado Springs CO  
\*8-10 San Francisco CA  
\*8-10 San Diego CA  
\*15-17 Chicago-Oak Brook  
\*15-17 Southgate MI  
\*16-18 Washington DC  
\*16-18 Kansas City MO  
22-24 Orlando/LBV FL  
\*29-Dec 1 Boston MA  
\*30-Dec 2 Tempe AZ  
\*30-Dec 2 San Antonio TX  
\*30-Dec 2 Minneapolis MN

Hyatt Regency  
Lynnwood Convention Center  
Hilton Houston Southwest  
Embassy Suites  
Club Quarters Hotel SF  
Sheraton Suites Symphony Hall  
Doubletree Hotel Chicago-Oak Brook  
Holiday Inn  
Westin Washington  
Kansas City Marriott  
Buena Vista Palace  
Hilton Boston Financial District  
The Buttes Resort Marriott  
Hilton Airport San Antonio  
Embassy Suites Minneapolis  
Brooklyn Center

(614) 463-1234  
(425) 778-7155  
(713) 977-7911  
(719) 599-9100  
(415) 268-3966  
(619) 696-9800  
(630) 472-6000  
(734) 283-4400  
(202) 429-1700  
(816) 421-6800  
(866) 397-6516  
(617) 556-0006  
(602) 225-9000  
(210) 340-6060  
(763) 560-2700

## DECEMBER

\*6-8 Cincinnati OH  
\*6-8 Charleston SC

Cintas Center Xavier University  
Doubletree Guest Suites

(513) 745-3222  
(843) 577-2644

## Individual and Group Rates:

### 3-Day Seminar Fee:

1-2 people \$605/person  
3-4 people \$580/person  
5 or more people \$505/person

See Combined 4-Day course for additional discounts.

### 1-Day Advanced Seminar Fee:

1-2 people \$305/person  
3-4 people \$285/person  
5 or more people \$255/person

### Combined 4-Day Course Fee:

1-2 people \$805/person  
3-4 people \$705/person  
5 or more people \$605/person

## 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 mailing list' hyperlink located at the bottom of the Reid homepage.

800-255-5747  
[www.reid.com](http://www.reid.com)

## On-Site Seminars 2010

The following seminars are conducted as on-site programs only. For information regarding hosting a Reid program and course content visit our web site at [www.reid.com](http://www.reid.com) or call Pat Shields at 1-800-255-1146.

- **The Reid Technique of Investigative Interviewing for Child Abuse Investigations Seminar: 3 Day**

The techniques presented in this dynamic 3-Day seminar will serve to improve investigators success resolving child abuse investigations. Seminar topics include; Understanding the mind of an offender; Behavior Symptom Analysis; The Reid Investigative Interview and the Reid Nine Steps of Interrogation.

- **Physical and Neglect Child Abuse Injury Reconstruction Techniques Seminar: 1 Day**

The seminar will emphasize the specific techniques that can be used by the investigator in the assessment, investigation and reconstruction of cases involving soft tissue injuries such as bruises, lacerations, bite marks and burns. In addition, the various weapons utilized by the offender will also be identified and discussed.

- **Investigating Use of Force Seminar: 1 Day**

This seminar was developed from working with agencies undergoing review by the US Dept of Justice and is designed to alert supervisors to the importance of conducting thorough and transparent investigations of every reportable use of force incident within their span of control.

- **Hiring the Best Seminar: 1 Day**

An innovative seminar designed to improve your applicant interviewing skills by teaching you proven methods to identify deception, encourage candidness and uncover more information.

## On-Line Training

### \$65.00 ANNUAL ON-LINE AUDIO SUBSCRIPTION

To help investigators develop their interviewing and interrogations skills we have made all 5 of our audio training programs (a \$330 value) available on-line at our website [www.reid.com](http://www.reid.com).

With your one-year subscription of \$65.00 you will be able to listen to all of the programs as often as you like (12 hours of audio programming). You will also be able to view and print out the study guides that accompany each of the five audio programs (225 pages of valuable information).

#### Topics you will be able to listen to on-line:

- *Employee Theft Investigations*
- *Sexual Assault Investigations*
- *Child Sexual Abuse Investigations*
- *Harassment Investigations*
- *Telephone Interviewing Techniques*



**SIGN UP now on-line at [www.reid.com](http://www.reid.com) to gain immediate access to all of the audio programs.**

# Audio Training Programs

Listen to our senior instructors conduct interviews and interrogations using the Reid Behavior Analysis Interview and the Reid Nine Steps® of Interrogation on the following audio training programs:

## EMPLOYEE THEFT

**\$50.00**

- Learn how to develop interview questions and interrogation strategies for embezzlement, single incident thefts, and on-going thefts
- 3 CD set, 28-page Study Guide (110 min.)



## SEXUAL ASSAULT

**\$50.00**

- Learn how to develop interview questions, interrogation strategies and profile sexual assault suspects for Acquaintance, Stranger and Gang Rapes
- Learn how to distinguish between real and fabricated claims of rapes
- 4 CD set, 52-page Study Guide (125 min.)



## CHILD SEXUAL ABUSE INVESTIGATIONS

**\$50.00**

- Learn how to determine the truthfulness of alleged offenders
- Learn how to develop interviewing and interrogation strategies for child sexual abuse investigation
- 3 CD set, 28-page Study Guide (110 min.)



## TELEPHONE INTERVIEWING TECHNIQUES

**\$90.00**

- Learn how to detect deception during a phone interview
- Learn essential telephone interviewing guidelines that will improve the quality of information you elicit from the subject
- Exercises are presented at the conclusion of sections
- 4 CD set, 48-page Study Guide (180 min.)



## INTERVIEWING TECHNIQUES FOR HARASSMENT INVESTIGATIONS

**\$90.00**

- Learn how to utilize and evaluate a written statement about the complaint
- Learn how to design the structure of the interview, including the use of appropriate clarifying, direct and follow-up questions
- 3 CD set, 69-page Study Guide (180 min.)



# Video Training Programs

## THE REID TECHNIQUE OF INTERVIEWING & INTERROGATION®

*This training program contains over 50 minutes of videotaped illustrations of The Reid Technique of Interviewing and Interrogation Techniques and over 60 pages of written material.*

- **Verbal and Non-Verbal Behavior Symptom Analysis** – evaluating posture, eye contact, grooming gestures, attitudes, response content, denials and more.
- **The Reid Nine Steps of Interrogation** – a thorough discussion of each of the nine steps is presented along with video examples demonstrating the techniques.
- **The Behavioral Analysis Interview and the Psychology of Interviewing** – distinction between the interview and interrogation, proper interview room setting, question phraseology, investigator demeanor, establishing rapport.

**\$50.00**  
2 CD ROMS



A more extensive version of this program is also available on Videotape or DVD  
**\$299.00**

## REID REVIEW SERIES:

### EMPLOYEE THEFT CASE REENACTMENT

At the end of the day, \$2,000 in cash is stolen from a deposit at a jewelry store. Two employees had immediate access to the deposit. View their interviews and determine which one stole the money. You will then see the interrogation of the guilty employee.

**\$50.00**  
CD-ROM  
OR VIDEO



### CHILD SEXUAL ABUSE CASE REENACTMENT

**TWO SEPARATE CASES.** View the interview and make a determination of whether or not these subjects are guilty of the sexual abuse. You will see the interrogation of the deceptive suspect(s). **CASE #1:** A babysitter is accused of fondling a young boy. **CASE #2:** A man is accused of sexually abusing his 11-year-old niece.

## HIRING THE BEST: INTERVIEWING FOR INTEGRITY

This video training program and application guide is designed to offer specific procedures on how to elicit truthful information from individuals applying for positions of public trust.

**\$50.00**  
1 CD ROM



### Interviewers Will Learn To Identify Candidates:

- Who lied about employment history
- Who used alcohol on the job
- Who used, bought, or sold illegal drugs
- Who stole from employers
- Who broke the law, but were not caught
- Who violated the public trust

### Interviewers Will Learn How To:

- Create a truth-telling environment
- Psychologically prepare an applicant to feel comfortable discussing falsifications on their applications
- Ask direct questions properly
- Evaluate a candidate's behavioral responses
- Ask follow-up questions to get the truth

# Video Training Programs

## HIRING THE BEST: VERIFYING THE APPLICATION

This video training program provides proven interviewing techniques and strategies that will make the job of selecting new employees easier, more efficient and less costly. The program contains 60 minutes of videotaped illustrations of interviewing techniques and over 60 pages of written material that details the techniques and strategies.

**PART ONE:**  
DEVELOPING AN INTERVIEW STRATEGY

**PART TWO:**  
EVALUATING THE APPLICANT'S BEHAVIOR

**PART THREE:**  
ASKING FOLLOW-UP QUESTIONS

**PART FOUR:**  
THE ENTIRE INTERVIEW

**\$50.00**  
1 CD ROM



A more extensive version of this program is also available on Videotape or DVD

**\$195.00**

# Audio CD & CD-ROM Packages

## LAW ENFORCEMENT PACKAGE 5-PACK

**\$199.00**

**A \$250.00 Value for ONLY \$199.00**

The package contains 5 programs:

- Audio course on employee theft investigations
- Audio course on sexual assault interrogations
- Audio course on child sexual abuse investigations
- Video program on The Reid Technique of Interviewing and Interrogation®
- Video program on Hiring the Best: Interviewing for Integrity

**Over 7 hours of training and over 200 pages of text material.**

Each course-program comes with its own study guide that expands on and reinforces the material.



## PRIVATE SECTOR PACKAGE

**\$175.00**

**A \$195.00 Value for ONLY \$175.00**

The package includes:

- Employee Theft 3-CD set (audio) with E-book Study Guide
- Interviewing Techniques for Harassment Investigations 3-CD set (audio) with E-book Study Guide
- The Reid Technique of Hiring the Best for hiring job applicants CD-ROM



This all-inclusive package includes an excellent review of The Reid Technique of Interviewing and Interrogation. The Employee Theft CD contains a special CD of the nine steps of interrogation. You will also receive the Harassment CD that teaches how to conduct the interview of a complainant and respondent. Portions of 22 real life harassment interviews are presented to illustrate the principles. A full description of these programs can be found in the previous pages of this catalog.

# Books

## HOW TO IDENTIFY, INTERVIEW & INTERROGATE CHILD ABUSE OFFENDERS

By David M. Buckley

Paperback, 336 pages

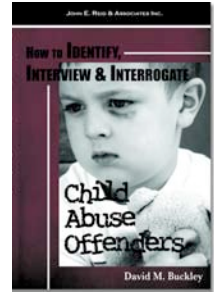
**\$25.00**

**“This book is the quintessential guide to identifying, interviewing and interrogating child abuse offenders. Mr. Buckley is a true expert and the depth and quality of his instruction is unprecedented. I would recommend this book to anyone in this particular field of work.”**

*Jessica Marie Hill, Sergeant – Wicomico County Sheriff Office*

**Part One** consists of eight extensive interviews of convicted male and female child abuse offenders. These interviews will provide investigators with a unique insight into the mind of the offender. Offenders explain in detail how they selected, groomed and isolated their victims, justified their abusive behavior and the tactics they used to manipulate their victims and their caregivers.

**Part Two** will discuss the common behavior patterns and characteristics of child abuse offenders and how interviewers can use this information to develop proper interview questions and interrogation strategies.



## ESSENTIALS OF THE REID TECHNIQUE

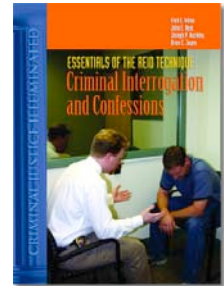
By Fred E. Inbau, John E. Reid, Joseph P. Buckley and Brian Jayne

Paperback, 264 pages

**\$54.00**

Since 1962, hundreds of thousands of investigators have received training in the Reid Technique® and used the text Criminal Interrogation and Confessions. Now for the first time, an abridged version of this best-seller is available.

**PART I: WHAT YOU NEED TO KNOW ABOUT INTERROGATION**  
**PART II: THE REID NINE STEPS OF INTERROGATION**



## ELECTRONIC RECORDING OF INTERROGATIONS

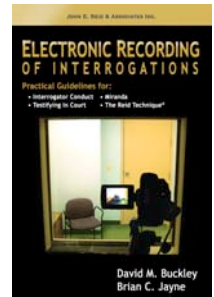
By David M. Buckley and Brian C. Jayne

Paperback, 202 pages

**\$25.00**

This is the first book of its kind on the market. Whether you are electronically recording interrogations or not, this book will provide guidelines to enhance the integrity of your interrogation and the suspect's confession.

- **Practical guidelines for electronically recording** interviews and interrogations
- **Guidelines for proper investigator conduct** in the interview/interrogation
- **How to explain false statements** made by the interrogator
- **Issues regarding Miranda** i.e. *How to handle situations when a suspect makes an ambiguous request for an attorney during the interrogation*
- **How to offer compelling testimony** in court
- **Guidelines for recording** *out-of-office interviews, juvenile interviews, multiple suspect interviews, child abuse victim interviews, multiple investigator interviews*



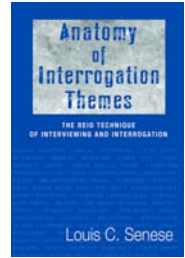
## ANATOMY OF INTERROGATION THEMES

### The Reid Technique of Interviewing and Interrogation

By Louis C. Senese

Paperback, 280 pages

**\$20.00**



- **Almost 2,000 themes** and many theme dialogues
- **The first definitive "field manual"** appropriate for all investigators who have been trained in the Reid Technique of Interviewing and Interrogation
- **Outstanding reference** for both the experienced and inexperienced investigator
- This book also provides an overview of the *Reid Behavior Analysis Interview* as well as the *Reid Nine Steps of Interrogation*
- **An interrogation strategy form** that lists the following is included - general interrogation themes; themes offering reasons and excuses to psychologically justify the suspect's behavior; themes that minimize the suspect's behavior; and third person themes and alternatives
- **Take advantage of the experience of the entire Reid staff**



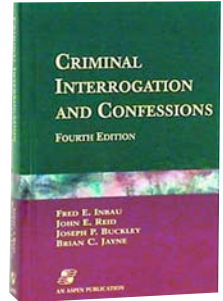
Also in Spanish

## CRIMINAL INTERROGATIONS AND CONFESSIONS – 4TH EDITION

By Fred E. Inbau, John E. Reid, Joseph P. Buckley and Brian Jayne

Hardbound  
Over 600 pages

**\$115.00**



The fourth edition of the classic textbook Criminal Interrogation and Confessions offers several new features. The format has been changed to more closely follow the structure of our 3-Day course on The Reid Technique of Interviewing and Interrogation®. The second part of the book, divided into two sections, discusses legal aspects of interrogations and confessions.

### SECTION I – INTERVIEW & INTERROGATION

- **Preliminary Considerations:** *Distinctions between interviews and interrogations, evaluating factual information, privacy and setting up the interview room. General conduct of the investigator, case solution possibilities, protection of the innocent*
- **Interviewing Techniques:** *Starting the interview, formulating interview questions, behavior symptom analysis, precautions when evaluating behavior, the behavioral analysis interview, specialized questioning techniques*
- **Interrogation Techniques:** *The Reid Nine Steps of Interrogation, recommendations for interrogators, distinguishing between true and false confessions and testifying on a confession*

### SECTION II – THE LAW ON CRIMINAL INTERROGATION & CONFESSIONS

## Books/CD Package

### REID RESOURCE PACK

**\$80.00**  
(a \$110.00 value)

- Three resource books
- Over 760 pages combined
- 33-minute Audio CD

These **three books**, will provide you with the **most up-to-date information** you will need to improve your interview and interrogation skills, increase your confession rate and maintain the integrity of the confession.



- **The Essentials of The Reid Technique**  
Enhance your Interviewing and Interrogation Skills

*Inbau, Reid, Buckley, Jayne*

- Behavior Symptom Analysis
- What you need to know about interrogation
- The Reid Nine Steps of Interrogation
- Real world scenarios and examples

- **Anatomy of Theme Development**

*Louis C. Senese*

The most difficult aspect of the interrogation is Theme Development, this book will help you select the most effective theme to secure a confession

- Over 1,600 Themes Suggestions
- Over 50 different types of crimes discussed
- Designed for easy reference
- Overview of the Behavior Analysis Interview

- **Electronic Recording of Interrogations**

*David M. Buckley and Brian C. Jayne*

This book will help you conduct interviews and interrogations that will stand up to the scrutiny of a judge, jury or defense attorney

- Proper interrogator conduct
- Offer compelling testimony in court
- Interrogation room set up for recording

- **The Reid Nine Steps of Interrogation**

*Joseph P. Buckley and Brian Jayne*

This 33-minute Audio CD will walk you through the Reid Nine Steps of Interrogation

- Easy to listen to 33-minute audio CD
- Each of the nine steps is a separate track
- Excellent refresher

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## THE INVESTIGATOR ANTHOLOGY

*By Joseph P. Buckley and Brian Jayne*

Paperback, 485 pages

**\$55.00**

This is a 485-page book devoted to The Reid Technique of Interviewing and Interrogation®.

This book is designed to augment the information presented in our training seminars.



### Topics Include:

- The Reid Technique®
- Factual Analysis
- Behavior Symptom Analysis
- Interrogation Techniques and Profiling for the Interrogation
- Arson Investigations
- Drug Investigations
- Homicide Investigations
- Sexual Assault Investigations
- Theft Investigations
- Testifying on a Confession

## Notebook

### REID INVESTIGATOR'S NOTEBOOK

\$34.00



*The Reid Investigator's Notebook has a practical design that will assist the investigator in conducting Behavior Analysis Interviews and follow-up Interrogations. The Investigator's Notebook is a 9.5" x 12" folder which offers the following features:*

- A complete list of The Reid Behavior Analysis Interview Questions
- A verbal and nonverbal behavioral profile of the truthful and deceptive suspect
- A summary of The Reid Nine Steps to a successful interrogation
- A pad of Reid Subject Interview Sheets listing the Interview questions, abbreviations for common behaviors to enhance your note-taking, an Interrogation Strategy Section and a Testimony Data Section
- A 2-pad pack of additional Reid Subject Interview Sheets can be purchased for **\$8.00**
- A **SPECIALIZED LIST OF QUESTIONS FOR CHILD ABUSE INVESTIGATIONS** is available upon request at **no additional charge**

## Reid Institute

John E. Reid and Associates invites all graduates of our training seminars to join the Reid Institute, our association of Reid trained investigators. The Reid Institute encourages members to further develop their investigative skills by attending quality-training programs from a variety of fields related to investigation. Reid Institute members can work towards Certification in the Reid Technique. Members that complete all of the training and testing requirements can add this important accomplishment to their investigative credentials. Membership in the Reid Institute is open to all government, law enforcement and private security investigators who share our commitment to learning and professionalism.

Reid Institute members receive discounts on many of our products. Visit [www.reid.com](http://www.reid.com) for additional details.



## College Credit

You can now receive college credit attending our 3-Day seminars on "The Reid Technique of Interviewing and Interrogation," and "The Reid Technique of Investigative Interviewing for Child Abuse Investigations." We have been recognized by Excelsior College to give one college credit to participants who successfully complete either of these seminars along with an examination.

You can contact our office at 1-800-255-5747 to arrange for the examination or go on-line to <http://www.reid.com/collegecredit.html>.

Upon successful completion of an examination you will receive one college credit for the course you completed. As with most college credits it is transferable to most other colleges. The cost for the examination and processing is only \$35.

Anyone who has attended our programs since 1998 is eligible to take the college credit examination.



# Hosting a Reid Seminar

## ON-SITE PRESENTATIONS OF EXCLUSIVE JOHN E. REID AND ASSOCIATES, INC. SEMINARS

Has your organization ever considered having John E. Reid and Associates present one of our seminars at your location? Following is some information that will provide you with the details involved in hosting a Reid seminar.

Any of our training seminars can be conducted at your location. This includes:

- *The Reid Technique of Interviewing and Interrogation*<sup>®</sup>
- *The Advanced Seminar on the Reid Technique of Interviewing and Interrogation*<sup>®</sup>
- *The Reid Technique of Investigative Interviewing*<sup>®</sup> for Child Abuse Investigations
- *Hiring the Best: Interviewing Techniques and Strategies*

By hosting a Reid program the cost savings are substantial. For example, to present our 3-day seminar on *The Reid Technique of Interviewing and Interrogation*<sup>®</sup>, the cost would be \$420 per person – a savings of \$185 per person from the rate of \$605 to attend one of our regularly scheduled programs.

International seminars may incur additional expense. The hosting agency may also receive several **free seats** which further reduces the cost per person. To conduct a training seminar at your location we require a minimum of 30 participants.

Contact Patrick Shields at (800) 255-1146 – e-mail: [pshields@reid.com](mailto:pshields@reid.com)

### WE PROVIDE:

#### *Marketing Assistance:*

We provide you with all the promotional brochures you need at no charge.

#### *Training Aids:*

The host agency will receive a complimentary copy of the book *Criminal Interrogation and Confessions* by Inbau, Reid, Buckley, and Jayne, 4th edition; a copy of our new book, *The Investigator Anthology* by Jayne and Buckley; and a set of three audio courses – “*Employee Theft Investigations*,” “*Sexual Assault Interrogations*,” and “*Child Abuse Investigations*.”

#### *Course Materials:*

Each student will receive an extensive outline manual, as well as a certificate of course completion.

#### *Instructors:*

The Reid Seminars are taught by TWELVE of our senior staff members, representing over 175 years of accumulated experience.

#### *Specialized Content:*

John E. Reid and Associates can custom-design the seminar specifically to meet the needs of your audience.

It has been our experience that many organizations host the Reid seminar for their staff and then market the program to their colleagues in the surrounding area. This can increase the number of free seats that a host will receive.

#### *International Seminars:*

John E. Reid and Associates has translated our seminar on *The Reid Technique of Interviewing and Interrogation* into Spanish. In addition to these seminars, John E. Reid and Associates will conduct several international seminars for a variety of sponsoring agencies throughout the world. If your agency is interested in hosting a John E. Reid seminar in your country at a reduced rate, find out the details by contacting Patrick Shields at (800) 255-1146 – e-mail: [pshields@reid.com](mailto:pshields@reid.com).