

John E. Reid and Associates, Inc.

Established in 1947

Celebrating our **65th** *Anniversary*
Presents

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

and

**THE ADVANCED COURSE ON
THE REID TECHNIQUE OF
INTERVIEWING AND
INTERROGATION®**

2012



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

If it doesn't say
“The Reid Technique®,”
it's not
***John E. Reid and
Associates, Inc.***

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CHICAGO, IL 60606
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312-583-0700
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Interview and Interrogation Preparation

The style, appearance and approach of the successful interviewer and interrogator will be covered, as will the room settings conducive to these activities.

Behavior Symptoms

Differences in verbal and nonverbal behavior between innocent and deceptive persons often can be observed, and are thus indicative of whether or not a suspect is telling the truth. A guilty suspect makes a conscious decision to resist your effort to get at the truth. In trying to maintain a structure of verbal lies, however, that suspect most often develops internal conflicts and tensions which manifest themselves in nonverbal behavior.

Thus, body movements, facial expressions, eye contact, attitudes, posture and grooming gestures can indicate whether the subject is telling the truth or lying.

Nonverbal indicators can also be used to determine whether the suspect under interrogation is listening, maintaining a defiant attitude or is ready to confess. You will learn how to observe and assess critical behavior symptoms and use those assessments to determine whether to move on to the next step of the interrogation.

Reid® Behavioral Analysis Interview (B.A.I.)

The information developed through use of the standard investigative questions of “who,” “what,” “when” and “how” is often not adequate — even in combination with physical evidence — to identify the wrongdoer.

The Reid Behavioral Analysis Interview is a technique that uses a structured set of non-accusatory behavior-provoking questions developed as a result of many thousands of interviews. The B.A.I. makes it easier to determine whether the suspect is telling the truth about involvement in the matter under investigation, and is flexible enough to be used in cases ranging from employee theft to homicide.

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® *Nine Steps of Interrogation*

STEP 1 *The Positive Confrontation*

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.

STEP 2 *Theme Development*

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.

STEP 3 *Handling Denials*

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.

STEP 4 *Overcoming Objections*

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.

STEP 5 *Procuring and Retaining the Suspect's Attention*

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.

STEP 6 *Handling the Suspect's Passive Mood*

In this step, methods of recognizing that the suspect has “given up” and is ready to confess are described. This step also covers focusing of the general theme onto one or two essential elements that will stimulate the confession.

STEP 7 *Presenting an Alternative Question*

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.

STEP 8 *Detailing the Offense*

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.

STEP 9 *Elements of Oral and Written Statements*

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.

The U.S. Supreme Court has referenced our company and book as examples of law enforcement resources offering proper training.

Missouri vs. Siebert



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 seminar will address seven proven tactics to move suspects 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 the interrogator out. This section of the seminar 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 get that acknowledgment of guilt. In this section, the Reid instructors will give three specific techniques which will dramatically increase admissions of guilt.

Profiling Suspects for Interrogation

People that commit crimes do so to fulfill certain needs — once the interrogator knows what needs were fulfilled, he can now pinpoint themes which will trigger the confession.

What needs were satisfied is based upon the case facts, evidence and results of the interview — types of needs that will be thoroughly discussed are:

- Real need crimes
- Impulse need crimes
- Esteem need crimes
- Lifestyle need crimes

The Advanced Seminar will also address the following specific problem areas for some but not all interrogations:

- Juvenile interrogations
- Interrogation regarding guilty knowledge
- Playing one suspect against another
- Interrogation on multiple crimes

You'll Learn:

- How to psychologically profile suspects for the interrogation
- Seven ways to get defiant suspects to listen to you
- How to improvise tactics when the nine steps aren't working
- How to address consequences openly with suspects whose fear of punishment outweighs the anxiety to confess
- Nine ways to change the suspect's perception of the interrogator by using bonding statements
- Four ways to lead a suspect more quickly to an admission when they are neutral, or have tuned you out
- How to reverse the suspect's own defensive tactics to elicit a confession
- Three tactics to get suspects to confess when alternatives have not worked
- How to use procedures of evidence implication as an interrogational strategy

Who Should Attend The Advanced Course

Attendance at the advanced seminar is for those individuals who have completed the 3-Day Seminar on The Reid Technique of Interviewing and Interrogation.®

Why Should I Attend the Advanced Course

- Excellent interrogators are not born, but are a result of hard work and proper training. The advanced seminar will increase your confession rate.
- You will learn tactics and techniques you did not receive in the 3-Day Reid Seminar that many times make the difference between getting the confession and failing.
- You will continue to be on the cutting edge of the most sophisticated and updated material on interrogation offered anywhere.
- You will receive the training from instructors who work for Reid and are considered to be some of the best interrogators in the world, as well as top-notch instructors.
- All material will be backed up with videotapes of actual interrogations conducted by the Reid staff.

3-DAY INTERVIEW & INTERROGATION SEMINAR PROGRAMS

JANUARY

4-6	Morrisville NC	Cambria Suites Raleigh Durham Airport	(919) 361-3311
*9-11	Indianapolis IN	Marten House Hotel	(317) 872-4111
*10-12	Baltimore MD	Holiday Inn-Inner Harbor	(410) 685-3500
*17-19	Columbus OH	Hyatt Regency Columbus	(614) 463-1234
*17-19	Miami FL	Marriott Biscayne Bay Hotel & Resort	(305) 374-3900
*24-26	Denver CO	Homewood Suites Denver Airport	(303) 371-4555
*24-26	Washington DC	Westin Washington	(202) 429-1700
*30-Feb 1	Chicago/Oak Brook IL	Doubletree Hotel Chicago/Oak Brook	(630) 472-6000
*31-Feb 2	Phoenix (area) Gilbert AZ	Seville Golf & Country Club	(480) 722-8100

FEBRUARY

*6-8	Atlantic City NJ	Trump Taj Mahal	(609) 449-1000
*7-9	Anaheim CA	Disney's Paradise Pier Hotel	(714) 520-5005
*13-15	Boston MA	Holiday Inn – Beacon Hill	(617) 742-7630
*14-16	Nashville TN	Bridgestone Arena	(615) 770-2000
*21-23	New York NY	The Midtown Executive Club	(212) 354-6400
*21-23	Dallas TX	Guest Lodge	(972) 386-0306
22-24	Kansas City MO	Kansas City Marriott	(816) 421-6800
*27-29	Charlotte NC	Marriott Executive Park	(704) 527-9650
*28-Mar 1	Memphis TN	Marriott Memphis	(901) 362-6200

MARCH

*5-7	Las Vegas NV	Harrah's	(702) 369-5000
*5-7	Southgate MI	Holiday Inn	(734) 283-4400
*6-8	Portsmouth VA	Renaissance Portsmouth Hotel	(757) 673-3000
*12-14	Anchorage AK	Crowne Plaza Anchorage Midtown	(907) 433-4100
*13-15	Houston TX	Hilton Houston Southwest	(713) 977-7911
*20-22	Cleveland OH	Hilton Garden Inn Cleveland Airport	(216) 898-1898
*20-22	Little Rock AR	Holiday Inn Presidential	(501) 375-2100
*26-28	Minneapolis/ Brooklyn Center MN	Embassy Suites Brooklyn Center	(763) 560-2700
*26-28	Philadelphia PA	Four Points Sheraton City Center	(215) 496-2700
*27-29	South San Francisco CA	Hilton Garden Inn SF Airport North	(650) 872-1515

APRIL

*2-4	Colorado Springs CO	Marriott	(719) 260-1800
*2-4	Chicago/Oakbrook IL	Doubletree Hotel Chicago-Oak Brook	(630) 472-6000
*10-12	Jacksonville FL	Wyndham Riverwalk Hotel	(904) 396-5100
*10-12	New Orleans LA	Hilton New Orleans Riverside	(504) 561-0500
*16-18	Salt Lake City UT	Hilton Salt Lake City Center	(801) 328-2000
*17-19	New York NY	The Midtown Executive Club Quarters	(212) 354-6400
17-19	San Antonio TX	Hilton Airport San Antonio	(210) 340-6060
*24-26	Ellicott City MD	Turf Valley Conference Center	(410) 465-1500
*24-26	Orlando/LBV FL	Buena Vista Palace	(866) 397-6516
*30-2	Seattle WA	Red Lion Hotel	(206) 971-8000

MAY

*1-3	Dallas TX	Guest Lodge	(972) 386-0306
*7-9	Moon Township PA	Doubletree Hotel Pittsburgh Airport	(412) 329-1400
*8-11	Indianapolis IN	Marten House Hotel	(317) 872-4111
*15-17	Las Vegas NV	Harrah's	(702) 369-5000
*15-17	Cincinnati OH	Cincinnati Police Academy	(513) 357-7552
*21-23	Atlanta GA	Atlanta Marriott Downtown	(404) 688-8600
*22-24	Albuquerque NM	Embassy Suites Albuquerque	(505) 245-7100
30-1	Southgate MI	Holiday Inn	(734) 283-4400

JUNE

*5-7	El Paso TX	Embassy Suites El Paso	(915) 779-6222
*11-13	Honolulu HI	Hilton Hawaiian Village	(808) 949-4321
*12-14	Miami FL	Marriott Biscayne Bay Hotel & Resort	(305) 374-3900
*18-20	Eagle River WI	Chanticleer	(715) 479-4486
*19-21	Chicago IL	Hilton	(312) 922-4400
*26-28	Baltimore MD	Holiday Inn-Inner Harbor	(410) 685-3500

JULY

*10-12	Tucson AZ	Four Points Tucson University Plaza	(520) 319-4244
*16-18	Houston TX	Hilton Houston Southwest	(713) 977-7911
*17-19	Orlando/LBV FL	Buena Vista Palace	(866) 397-6516
*24-26	New York NY	The Midtown Executive Club	(212) 354-6400
*24-26	Washington DC	Westin Washington	(202) 429-1700
*30-1	San Diego CA	Sheraton Suites at Symphony Hall	(619) 819-6677

AUGUST

*6-8	Indianapolis IN	Marten House Hotel	(317) 872-4111
*6-8	Tallahassee FL	Hilton Garden Inn	(850) 893-8300
*7-9	Brooklyn Center MN	Embassy Suites	(763) 560-2700
*13-15	Saint Louis MO	Crowne Plaza	(314) 621-8200
*14-16	Portsmouth VA	Renaissance Portsmouth Hotel	(757) 673-3000
*20-22	Phoenix (area) Gilbert AZ	Seville Golf & Country Club	(480) 722-8100
*21-23	Kansas City MO	Kansas City Marriott	(816) 421-6800
*27-29	Portland OR	Red Lion Hotel	(503) 235-2100
*28-30	Dallas TX	Guest Lodge	(972) 386-0306

SEPTEMBER

*10-12	New Orleans LA	Hilton New Orleans Riverside	(504) 561-0500
*17-19	Denver CO	Embassy Suites	(303) 696-6644
*25-27	Philadelphia PA	Four Points Sheraton	(215) 496-2700

OCTOBER

*1-3	Las Vegas NV	Harrah's	(702) 369-5000
*9-11	Atlantic City NJ	Trump Taj-Mahal	(609) 449-1000
*16-18	Albuquerque NM	Embassy Suites	(505) 245-7100
*22-24	Anaheim CA	Disney's Paradise Pier Hotel	(714) 520-5005
*30-1	Milwaukee WI	Hilton Inn	(414) 962-6040

NOVEMBER

*6-8	South San Francisco CA	Hilton Garden Inn	(650) 872-1515
*6-8	Seattle WA	Red Lion Hotel	(206) 971-8000
*13-15	Colorado Springs CO	Marriott	(719) 260-1800
*13-15	San Diego CA	Sheraton Suites at Symphony Hall	(619) 819-6677
19-21	Orlando/LBV FL	Buena Vista Palace	(866) 397-6516
*26-28	Chicago/Oak Brook IL	Doubletree Hotel Chicago/Oak Brook	(630) 472-6000
*27-29	Washington DC	Westin Washington	(202) 429-1700

DECEMBER

*3-5	Boston MA	Holiday Inn – Beacon Hill	(617) 742-7630
*4-6	Charleston SC	Planters Inn	(886) 539-0036
*10-12	Cincinnati OH	Cintas Center Xavier University	(513) 745-3444
*10-12	San Antonio TX	Hilton Airport	(210) 340-6060

1-DAY ADVANCED INTERVIEW & INTERROGATION SEMINAR PROGRAMS

JANUARY

12	Indianapolis IN	Marten House Hotel	(317) 872-4111
13	Baltimore MD	Holiday Inn-Inner Harbor	(410) 685-3500
20	Columbus OH	Hyatt Regency Columbus	(614) 463-1234
20	Miami FL	Miami Marriott Biscayne Bay Hotel & Resort	(305) 374-3900
27	Denver CO	Homewood Suites Denver Airport	(303) 371-4555
27	Washington DC	Westin Washington	(202) 429-1700

FEBRUARY

2	Chicago/Oak Brook IL	Doubletree Hotel Chicago-Oak Brook	(630) 472-6000
3	Phoenix (area) Gilbert AZ	Seville Golf & Country Club	(480) 722-8100
9	Atlantic City NJ	Trump Taj Mahal	(609) 449-1000
10	Anaheim CA	Disney's Paradise Pier Hotel check phone# with Bron	(714) 778-6600
16	Boston MA	Holiday Inn – Beacon Hill	(617) 742-7630
17	Nashville TN	Bridgestone Arena	(615) 770-2000
24	New York NY	The Midtown Executive Club	(212) 354-6400
24	Dallas TX	Guest Lodge	(972) 386-0306

MARCH

1	Charlotte NC	Marriott Executive Park	(704) 527-9650
2	Memphis TN	Marriott Memphis	(901) 362-6200
8	Las Vegas NV	Flamingo	(702) 369-5000
8	Southgate MI	Holiday Inn	(734) 283-4400
9	Portsmouth VA	Renaissance Portsmouth Hotel	(757) 673-3000
15	Anchorage AK	Crowne Plaza Anchorage Midtown	(907) 433-4100
16	Houston TX	Hilton Houston Southwest	(713) 977-7911
23	Cleveland OH	Hilton Garden Inn Cleveland Airport	(216) 898-1898
23	Little Rock AR	Holiday Inn Presidential	(501) 375-2100
29	Minneapolis/ Brooklyn Center MN	Embassy Suites Brooklyn Center	(763) 560-2700
29	Philadelphia PA	Four Points Sheraton Philadelphia City Center	(215) 496-2700
30	South San Francisco CA	Hilton Garden Inn SF Airport North	(650) 872-1515

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27	Orlando/LBV FL	Buena Vista Palace	(866) 397-6516

MAY

3	Seattle WA	Red Lion Hotel	(206) 971-8000
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30	Portland OR	Red Lion Hotel	(503) 235-2100
31	Dallas TX	Guest Lodge	(972) 386-0306

SEPTEMBER

13	New Orleans LA	Hilton New Orleans Riverside	(504) 561-0500
20	Denver CO	Embassy Suites	(303) 696-6644
28	Philadelphia PA	Four Points Sheraton	(215) 496-2700

OCTOBER

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30	Washington DC	Westin Washington	(202) 429-1700

DECEMBER

6	Boston MA	Holiday Inn – Beacon Hill	(617) 742-7630
7	Charleston SC	Planters Inn	(866) 539-0036
13	Cincinnati OH	Cintas Center Xavier University	(513) 745-3444
13	San Antonio TX	Hilton Airport	(210) 340-6060