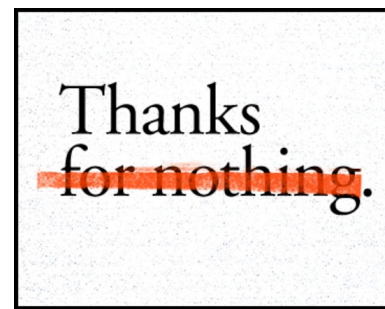




NOVEMBER 2017

This month the WZ Training Team takes a look at how the strategy of doing nothing at a certain point during the interview process can benefit your investigation. Speaking of nothing - how does a **FREE one-year International Association of Interviews (IAI) Membership** sound? Find out more in the details provided below.

WZ is extremely grateful for amazing customers like you who have helped make our business what it is today. Thank you for the opportunity to continue to do what we love. Thank you for your continued support over the past 35 years. Most importantly thank you for your commitment and dedication toward continued learning.



When NOTHING is actually SOMETHING.

by WZ Training Team

It's Thanksgiving week and you're probably looking forward to spending the weekend feasting with family and friends. At some point over the weekend thanks will be given, dinner will be served, dishes will be cleaned, a football game will be playing on the television and you will find yourself in a blissful moment of doing absolutely nothing.

Many people feel that in order to be successful they have to be doing something. However, doing nothing can be just as important as doing something. For example:

When a subject is answering an open ended-question during an interview, say NOTHING. Avoid the temptation to interrupt with immediate questions. Allowing a subject to fully process the story they are providing will result in obtaining more information. Interrupting during a narrative may contaminate the subject's memory or redirect the conversation. If your ultimate goal is to identify the truth, your goal should be to obtain as much information as possible. Asking appropriate questions, while "doing nothing" other than listening during the subjects response, may result in actually getting something in return.

Make every day a little more like Thanksgiving. Give thanks for the moments of NOTHING that often lead to something.



Register for 2018 Training - Get a FREE 1-Year IAI Membership!

NEW IN 2018, attend a WZ open registration course and become eligible for a **one-year FREE International Association of Interviewers (IAI) Membership!** Simply register for a 2018 WZ private sector open registration course, complete a course evaluation and automatically receive a one-year FREE IAI Membership* valued at \$75.00.

ONLINE: Check out the entire 2018 Training Schedule online [HERE](#). Find your ideal training program when using available sorting features. Search by course, location or date.

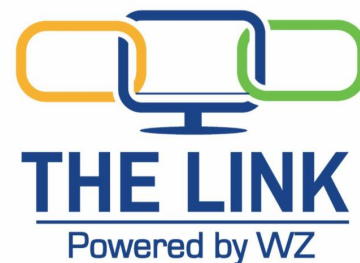
DOWNLOAD: Print and download the 2018 Training Schedule [HERE](#). You must have a free Adobe Reader installed on your computer to view and print PDF files.

US MAIL: Receive a printed brochure of the WZ 2018 Training schedule by US mail. Simply provide us with your contact information [HERE](#) and we'll place it the mail today.

*Only applicable to new IAI members.

THE LINK Powered by WZ

Every interviewer wishes they had the ability to practice before conducting the first interviews of his or her career. **THE LINK** provides this opportunity to those who have attended a WZ training seminar by simulating a non-confrontational interview with three degrees of difficulty. Each interview changes based on statements made by the interviewer, making every new attempt unique.



THE LINK Powered by WZ offers a risk-free way for investigators to fill the gap between the knowledge of interviewing and the actual skill of conducting the interview.

[Learn More >](#)

LIVE Webinars

WZ offers the perfect opportunity to continue learning when and where it's convenient for you with our series of webinars. Plan ahead to guarantee your spot and relax knowing you'll soon



be trained by a 'live' WZ instructor on topics specific to your needs. Save the link below as more webinars will continue to be added each month.

[Go to the Webinar Schedule >](#)

Custom Onsite Training

From Loss Prevention to Human Resources, all of WZ's programs provide the tools necessary to identify the TRUTH. The foundation of each and every course we offer is based on the principles of the WZ Non-Confrontational Method.



Need to train an entire team in 2017? WZ offers customized, in-house training courses when and where it's convenient for your organization. To learn more about our contract training programs contact Brett L. Ward, CFI and Divisional V.P. of Business Development and Client Relations by email bward@w-z.com or call 800.222.7789 x119.

[Learn More >](#)

Why WZ?

Wicklander-Zulawski & Associates (WZ) is an internationally recognized firm established in 1982. Our passion for the truth has led us to become a world leader in non-confrontational interview and interrogation training.

WZ's team of Certified Forensic Interviewers (CFI) teaches a series of techniques, anchored by the WZ Non-Confrontational Method to integrate strategic preparation, behavior interpretation, and structured questions which allow an interviewer to successfully adapt to any type of investigation.

Over 450 programs are facilitated annually for clients in human resources, loss prevention, executive management, compliance, law enforcement and government agencies. Each program is specifically designed with the individual client to ensure maximum application value.

We encourage you to take the time to look through our website and you will find out exactly why Wicklander-Zulawski & Associates, Inc. is a leader in the industry.

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