



September 2017

The month of September signifies the start of a new school year that may elicit memories of excitement, nervousness, anticipation or anxiety. As students mentally come to terms with how they feel about their first day of school, parents often find themselves spending days, even weeks, endlessly searching for every item on the student supply list to better prepare their child for the next educational adventure in their lives.

This fall, WZ wants to provide you with the investigative supplies you may need to assist in the continued growth and success of your investigative education. Regardless of our interview experience, we should never stop learning. Check out the FREE resources listed below to help prepare you for your next investigation.

 [Send to a Colleague](#)



Did you know the investigative forms used during our training programs are available online and can be downloaded for FREE? These forms are designed to support investigators as they prepare for, execute and review interviews and interrogations.

[Download FREE Investigative Forms >](#)

FREE Interviewing Video Tips

Written Statements
Diffusing Angry Subjects
Telephone Interviews
Rationalize Motive Not the Act
Building Rapport



Lights - Camera - Question! Are you challenged with an interview topic that requires an immediate solution? Check out the Wicklander-Zulawski channel on YouTube for the latest interviewing tips recorded by WZ Speakers. Among the many video tips available, you'll find topics such as diffusing angry subjects, attitudes and biases, telephone interviews, written statements and many more!

[View FREE Interviewing Video Tips >](#)

FREE IAI "Envy" Rationalization

Accident	Work Hard/Play Harder	No Company Controls	Credit Cards	School	Affair	Thrill	Love	Injuries
Lack of Benefits	Threatened	Opportunity	Weak LP Department	Loss of Job	Revenge	Too Easy	Alcohol	Hunger
Financial	Blame LP	Lifestyle	Image	Salary	Job Dissatisfaction	Kids	Entitled	Anger

The **International Association of Interviewers** (IAI) has developed over 90 rationalizations to match the thought process of almost any suspect. Although you must be a member to gain full access to the entire rationalization matrix, IAI does offer non-members the opportunity to download the 'Envy' rationalization for free. Get yours today!

[Download Your FREE "Envy" Rationalization >](#)

FREE Tips to Prepare Like a Pro



5 Things to Consider During Investigatory Prep Practices

[Click Here](#)
For Your Copy

Make Sure You're Prepared! Investigatory Preparation

by Brett L. Ward, CFI

While even the most tenured professionals become accustomed to positive results in conversations, certain considerations before an investigatory interview ensure potential

curve balls are minimized. Brett L. Ward, CFI and Divisional V.P. of Business Development and Client Relations has personally conducted thousands of interviews and understands the needs of an organization and its employees, enabling him to have a unique perspective on how to prepare for investigations. **Get his top 5 tips on how to prepare for your next investigative interview.**

[Get the FREE Tips HERE >](#)

[View the 2017 Training Schedule](#)

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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