



JANUARY 2018

The new year offers new opportunities, new challenges and new ways of approaching interviews. This month WZ Co-Founder, Dave Zulawski, CFI reflects on sensitive subject matter in the media with compelling questions we need to ask ourselves as investigators.

Faced with concerns about potential false confessions? Checkout the free TalkLP.com podcast with WZ Speaker Dave Thompson, CFI. Dig even deeper into this topic when you join the International Association of Interviewers (IAI) at their Elite Training Day on April 11-12, 2018 featuring keynote speaker Dr. Saul Kassin, a false confession expert.

 [Send to a Colleague](#)

ARE YOU READY?

Written by Co-Founder Dave Zulawski, CFI

The New Year is a time for resolutions; where we try do something a bit better than last year. Making a small change which enables us to be prouder of who we are. So I would ask you to think about how you handle and resolve investigations.

Last year we saw several injustices coming to light. There were miscarriages of justice where people had been convicted of crimes they didn't commit. They were misidentified by eye witnesses or outdated science and some falsely confessed to the crime. In some cases the investigators had tunnel vision and ignored other suspects or contradictory evidence, convinced they knew who had committed the crime. I don't believe there are many investigators who would intentionally try to convict someone who is innocent, but the results show that it has happened.



[Continue Reading >](#)

Wicklander-Zulawski on False Confessions



FALSE CONFESSIONS

by TalkLP.com with WZ Speaker Dave Thompson, CFI

TalkLP.com's second episode is a conversation with Dave Thompson, an interview and interrogation expert. Dave has been heavily involved in the national conversation regarding false confessions for the past few years. His expertise and perspective on the future of interviewing and interrogation is certainly interesting!

[Listen to the Interview Here](#)



WICKLANDER-ZULAWSKI
SINGAPORE

Register Today!

March 20-21, 2018

WZ Seminar on Non-Confrontational Interview & Interrogation Techniques

March 22, 2018

WZ Advanced Workshop on Interview & Interrogation Techniques

SEE YOU IN SINGAPORE

ATTENTION INTERNATIONAL ORGANIZATIONS! WZ is pleased to announce we have teamed up again with Maitre Allianz to bring two highly sought after training programs to Singapore.

March 20-21, 2018: Non-Confrontational Interviewing

March 22, 2018: Advanced Interview & Interrogation

[Get More Details Here](#)

APRIL 11-12, 2018 Chicago, IL

ELITE TRAINING DAY



INTERNATIONAL ASSOCIATION
of INTERVIEWERS

ELITE TRAINING DAY

Hosted by the International Association of Interviewers (IAI)

This is the only event of its kind focused on the craft of interviewing and interrogation. If you consider yourself an elite interviewer, or are interested in becoming one - you need to attend! Join us on April 11-12, 2018 in Chicago, IL. This year's featured keynote speaker and false confession expert will be Dr. Saul Kassin.

[Register for Elite Training Day Here](#)

05.17.18 DALLAS, TX

FREE TO ENTER!

The launch of the North American Fraud Awards 2018



[Learn more](#)



Retailers like nominating their best people ...

Vendors like nominating their most respected customers ...

and the North American Fraud Awards are **FREE** to enter!

What's not to like?

Do you, your Asset Protection team, a colleague or vendor partner deserve **special recognition** for their work?

Is there a particular strategy, product or local initiative worthy of **celebrating** on a national stage?

Whether you can think of just one or many deserving examples, make sure to nominate them for an Award at this year's **North American Fraud Awards**; an industry event created specifically to **celebrate** the best of the Asset Protection industry...

Boasting an eminent panel of independent judges, the North American Fraud Awards takes place on the evening of **May 17, 2018, following this year's Retail Risk - Dallas** conference, which is being held earlier on the same day and in the same venue.

Closing date for nominations is just a couple of short weeks away - get your nominations in before February 2, 2018!



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.

LIVE Webinars NEW DATES JUST ADDED!

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.



[View Webinar Schedule](#)

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 >](#)

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.

[Visit Our Website](#)

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