



MARCH 2018

At some point when an investigator has completed a WZ training program they will ask themselves the question, "What's Next?" This month, WZ President and Senior Partner Shane Sturman, CFI answers this commonly asked question and offers his guidance on taking the next step in advancing your career.

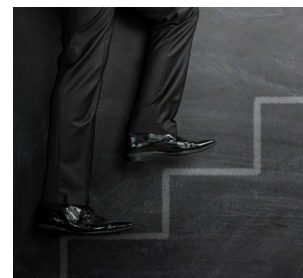
Also, be sure to check out the high-quality conferences and events WZ will participate in over the coming months. Each one provides a unique opportunity to meet the experts, network and learn. Stop by and enter to win a great giveaway, experience a one-on-one product demo or just say 'hi' at locations which include an exhibitor area - we look forward to seeing you!

 [Send to a Colleague](#)

I'm WZ Trained - What's Next?

Written by Shane G. Sturman, CFI

One of the most common questions we get at our training seminars on Interview & Interrogation Techniques is: "What's next?" This is a great question considering attendees just sat through at least a 16 hour program packed with an enormous amount of content. This highly educational information certainly increased the knowledge of those attending, but did little to increase their actual skills. I can read countless Golf Digest magazines, but I can't golf better until I practice what has been learned. The same is true when it comes to the art of interviewing and interrogation.



It takes a lot of practice to master the skills of a good interrogator, unfortunately ...

[Continue Reading >](#)

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



Learn more



MEET THE NOMINEES

MAY 17, 2018 | DALLAS, TX

The Shortlisted Nominations for **The North American Fraud Awards 2018** Who made the final cut?

The judges have decided. Votes have been cast. And the scores have been added up...

Find out who has made the shortlist of nominations for the North American Fraud Awards 2018. <https://www.retailrisk.com/north-american-fraud-awards-2018/>

Judged by an independent panel of highly respected judges, the Awards celebrate excellence in the field of Asset Protection and recognize the achievements of individuals, teams and organizations.

The Awards Dinner is set to be a, glittering evening filled with drama and excitement and will follow the Retail Risk - Dallas conference held earlier in the day on May 17, 2018. .

To book your table at the Awards Dinner, email Paul Bessant at paul@retail-knowledge.com for details.

For more information and to book your free VIP delegate passes to the Retail Risk - Dallas conference, click <https://www.retailrisk.com/dallas/>

Visit North American Fraud Awards



Attend the premier retail loss prevention event on June 11-13, 2018 in Dallas, TX and network with over 2,500 of your peers!

REGISTER TODAY for a full conference pass and to **gain powerful insights** and learn about the latest LP strategies that will equip you and your team for tomorrow's success. **Meet inspirational leaders** - the "who's who" of industry experts ready to share candid and inspirational conversations about the topics that matter most to you.

Get your **FREE Retailer Expo Pass** to discover **innovative security technology** on the EXPO floor with over 200+ vendors.

Visit **Wicklander-Zulawski (WZ)** and the **International Association of Interviewers (IAI)** at **Booth #1038**

Register for NRF PROTECT



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

NEW IN 2018, attend highly sought after **WZ Seminar on Workplace Investigative Interviewing Strategies**, or any other 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.

View Training Schedule

LIVE Webinars

WZ offers the perfect opportunity to continue learning when and where it's convenient for you with our series of webinars, including "**Hiring Better Candidates**". 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.

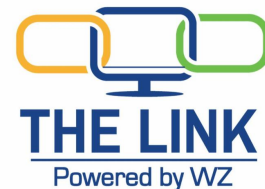


View Webinar Schedule

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 2018? 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](#)

Wicklander-Zulawski | 800.222.7789 | info@w-z.com | www.w-z.com

STAY CONNECTED:

