

GET THE TRAINING
THE SKILLS
THE TRUTH



Wicklander-Zulawski & Associates, Inc.

NOVEMBER 2018

Most of us will gather for Thanksgiving with family and friends to give thanks for all the blessings we have received throughout the year. And let's face it, there were probably occasions when life threw a wrench into your otherwise blissful existence this year. This month Brett L. Ward, CFI, shares his heartfelt suggestions on the importance of saying thanks. Also be sure to check out the blessings article by John G. Miller featuring a story about a family who lost their house last week in the Northern California fire.

As the busy holiday season approaches, take advantage of WZ's 10-Hour Online Investigative Interviewing courses from the comfort of your own desk. Learn more [HERE](#). Also be sure to checkout the newly released 2019 WZ Training Schedule [HERE](#).

There's Always Time to be Thankful ...

Written by Brett L. Ward, CFI

What exactly happened to 2018? I'm going to need proof that it even existed. I remember my parents often pleading with me to "slow down pal, enjoy the present- your future will get here soon enough." Early on I simply wanted to advance without hesitation. High School couldn't have moved any slower (yawn). I just wanted to sign that letter of intent and follow in my Dad's footsteps of being a collegiate athlete. It was a great experience until I got hurt - twice - and then had to go to class (emotionally scarring). Time once again slowed down. Then I was circling days on a calendar until I could cross that stage, grab that diploma, and sprint into a professional career to surprise my bank with something other than a withdrawal. Three decades later and all I desire to do is put the brakes on the apparent *warp speed* time's moving in now. Feels like I boarded a bird this past January to go see the team in Chicago for our annual meetings and my return segment landed in the 4th quarter. Good news is, in my humble opinion, we're entering into the best two months of the year. I'm sure many out there reading this, especially in retail, feel slightly different on the subject.



Blessings: What's On Your List?

Courtesy of John G. Miller | QBQ

John G. Miller is the author of QBQ! The Question Behind the Question (Practicing Personal Accountability at Work and in Life), a book read by the entire WZ team and incorporated into our company culture in [WZ's Fundamentals](#). John shares a story about a family who lost their house last week in the northern California fires and how, through it all, are able to recognize their blessings.



[Read the Story >](#)

Telling a Personal Story

IAI Video Tip

In this interviewing tip from the International Association of Interviewers (IAI), Chris Norris, CFI, discusses the benefits of using a personal story during an interview. Discover how sharing something about yourself will provide you with an opportunity to help identify the truth.



[Become an IAI Member](#)

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2019 SCHEDULE

The 2019 WZ Training Schedule is Available!

Planning ahead for 2019? So are we - with more seminars and new locations providing opportunities for you and your team to become #WZTrained! Back again for 2019, attend a

WZ open registration course and become eligible for a one-year FREE International Association of Interviewers (IAI) Membership.

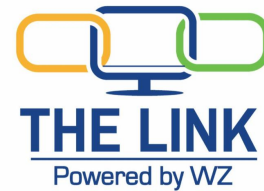
Download, view online or request a printed brochure to be sent in the mail. We look forward to seeing you!

[Get Your Copy of the 2019 Schedule](#)

THE LINK Powered by WZ

Put Your Team's Interviewing Training Into Practice!

Every interviewer wishes they had the ability to practice before conducting the first interviews of his or her career.



THE LINK offers investigators the ability to practice their interviewing skills in a risk-free interactive situation, narrowing the gap between knowledge and skill while allowing the investigator to gain confidence in how to effectively conduct interviews.

Save \$100 when you purchase THE LINK with an open registration or 10-Hour Online Investigative course!

[Learn More About THE LINK](#)

10-Hour Online Training

If attending the WZ Seminar on Interview & Interrogation Techniques prior to the end of the year isn't an option, we recommend you take advantage of a WZ 10-Hour online Investigative Interviewing course. Designed for loss prevention or human resources, participants will discover powerful tools to build and resolve cases, direct the investigation and establish the truth.



[Find a 10-Hour Online Course](#)

LIVE Webinars

WZ offers the perfect opportunity to continue learning when and where it's convenient for you with our series of webinars, including **"It's All About the Behavior You Can't See: Tackling Telephone Interviewing"**. 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 Upcoming Webinars](#)

Custom On-Site 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 by year end or already planning ahead for 2019? WZ offers customized, on-site 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.

[Get More Info on Custom Programs](#)

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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