



The Most • The Best • The Fastest

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*The Powerhouse of Online Data Information*

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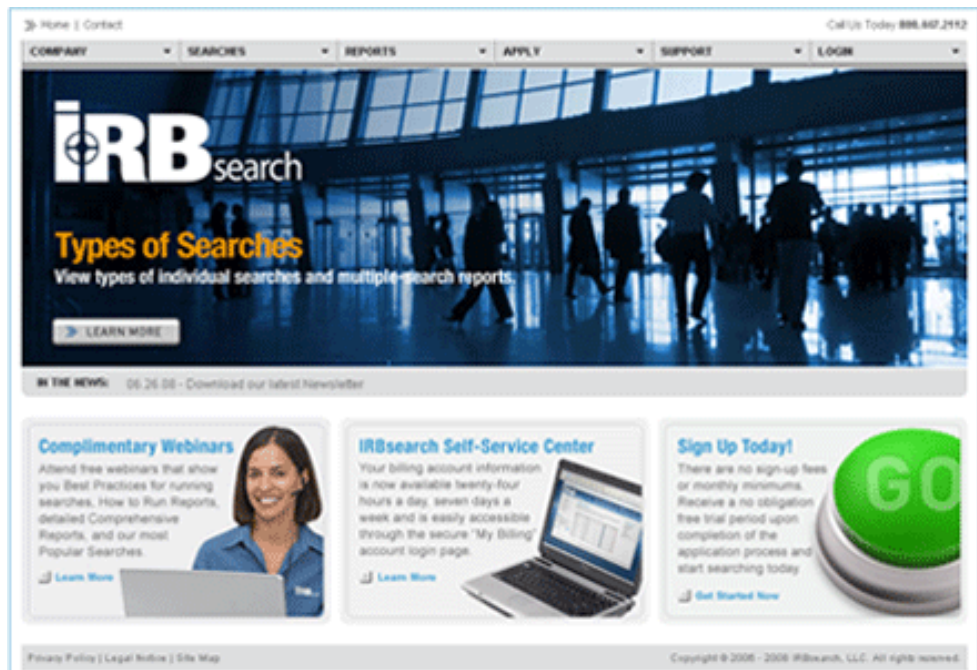
## What's New at IRBsearch

### COMING SOON -- NEW IRBSEARCH WEBSITE

Conduct searches, see the latest "In the News" bulletins, or check your account status on the new My Billing Secure Login page.

When IRBsearch launches its redesigned website later this month you will have access to many new services and features. All your favorite searches will still be accessible through the My Account Secure Login page.

Sign up for free training sessions on the website or get the latest search tips through the IRBsearch newsletter. The IRBsearch community is a place where you can search for people, preview upcoming professional conferences, make your business more efficient, and grow your company!



### NEW CRIMINAL RECORDS

We have added more data to our Criminal Records search. In addition to those already online, you can now search for arrest logs in Carter County, Oklahoma and Clackamas, Linn, and Multnomah counties in Oregon.

Click [here](#) to login or for more information, email us at [marketing@irbsearch.com](mailto:marketing@irbsearch.com).

## Webinar Schedule

### NEED IRBSEARCH TRAINING?

The IRBsearch Fall Webinar Schedule is now available! Register for classes today! As always, all training sessions are complimentary. Our classes cover running reports, popular searches, the comprehensive report, advanced search techniques, and the best practices for using IRBsearch. See our Fall schedule below.



<b>Date:</b>	<b>Time:</b>	<b>Topic:</b>
August 27	4:00 PM EST	Advanced Search Techniques
September 10	4:00 PM EST	Best Practices
September 17	4:00 PM EST	Running Reports
September 24	4:00 PM EST	Advanced Search Techniques

All times are Eastern Standard Time.

Go to [irbsearch.webex.com](http://irbsearch.webex.com) to sign up today!

## Up Close & Personal

### CHERYL BURNS, BAIL USA PRESIDENT & CHIEF EXECUTIVE OFFICER

Appointed as President and Chief Executive Officer of Bail USA in 1999, Cheryl actively pursues advancement of the surety bail industry while promoting strategic corporate growth. Seventeen years earlier, she and Harvey Childs (founder), formed Bail USA, Inc. where she managed the daily operations of the Bail USA headquarters while functioning as Corporate Secretary and Treasurer.



Cheryl has maintained positions on the Boards of Directors of Thiel College, First National Bank of Pennsylvania, and The Record Argus, Greenville, Pennsylvania's local newspaper. She is credited with forming the newly recognized Association Surety Bail Agents (ASBA), a network of bail agents dedicated to preserving the future of the surety bail industry. She is a member of the Professional Bail Agents of the United States (PBUS), and has been a licensed bail agent since 1980.

Cheryl is not only a pioneer in the industry but a true success story for her accomplishments in a previously male-dominated profession. She is nationally recognized for continually setting standards of excellence for the surety bail industry.

For more information about Cheryl and Bail USA, please visit [www.bailusa.net](http://www.bailusa.net).

## Did You Know?

### PEOPLE IN THE NEWS & BUSINESSES IN THE NEWS

Need assistance with your News search? We recommend you review the Search Tips listed below to learn how to use special wildcard characters (\* and !).

You must enter information in at least one field. Searching by multiple fields increases your search precision, and therefore results in fewer documents that meet your exact criteria. To search more broadly, use fewer fields. When searching on common names, please complete as many fields as you can to avoid unduly large result sets.

The asterisk (\*) and the exclamation mark (!) are referred to as special characters. Sometimes they are called "wildcards." Use them to substitute for letters in words, although each has a different function.



#### Asterisk ( \* )

Use the \* to replace a letter or letters in a word. You can use more than one \* in a word and you can use it anywhere in a word except as the first letter.

- bernst\*\*n: Finds the ei or ie spelling of the name.
- wom\*n: Finds woman and women.
- bank\*\*\*: Finds any word beginning with bank and which has no more than three letters after the k; will pick up banker and banking, but will not pick up bankrupt or bankruptcy.

#### Exclamation Mark

Use the Exclamation Mark (!) to replace an infinite number of letters following a word root. You can use only one ! in a word and it must be at the end of the word root.

- litigat!: Finds variations of the word litigate (litigator, litigated, litigation, litigating).
- acquil!: Finds variations of the word acquire (acquired, acquiring, acquisition).
- book!: Finds book or bookkeeper, but will not find book-keeper or book keeper because these are read as two separate words.

NOTE: Words that work best with ! are those that are unique in their truncated form. For example, if you search for fir! (thinking that you want to find "fired," "firing," or "fires"), your results will also include "first," "firm," etc.

For more information about this feature, call us toll-free at 1-800-447-2112, or email [customerservice@irbsearch.com](mailto:customerservice@irbsearch.com).

## FLORIDA HB 43

The Florida Legislature passed HB 43 on June 30, 2008. The bill states that the court will consider the source of funds used to post bail or procure an appearance bond when determining whether to release a defendant. They are particularly interested whether the funds, property, or collateral is linked to the alleged crime or any other criminal or illicit activities.

The bill states the following will be considered as well:

- offense charged
- evidence against the defendant
- defendant's family ties, length of residence in the community, employment history, financial resources, and mental condition
- defendant's past and present conduct
- danger which the defendant's release poses to the community
- if the defendant is already on release for another crime
- street value of any drug or controlled substance connected to or involved in the criminal charge
- probability of danger to victims
- other facts the court considers relevant
- whether the crime charged is in violation to or subject to punishment under chapter 874

This bill will go into effect October 1, 2008.

To read the entire bill, click [here](#).

## BEARING FALSE WITNESS

*Author: Rick Johnson, Rick Johnson & Associates of Colorado, Inc.*

[www.denverpi.com](http://www.denverpi.com)

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Every attorney knows the problem and its seemingly endless variations. Potential witnesses forget, misstate, fudge, twist, and lie...even when they don't intend to, but especially when they intend to. The problem isn't confined to adverse witnesses.

### The Friendly Deceiver

People forget. And when it turns out to be something important, they may tend to guess, even to the point of sounding convinced of their own misinformation.



People embellish. A trial, civil or criminal, is a significant event, maybe the event of a lifetime. Tweaking isn't confined to resumes and cocktail parties.

People can be embarrassed. Being present where they shouldn't have been, doing something they shouldn't have been doing, perhaps even just having to recognize their vulnerability. These are just a few of the reasons that people will tell "their own version of the truth."

People want to look good. They may try to obscure a critical detail in a statement that turns out to be a

critical error at trial.

### The Adverse Deceiver

It's not news that an adverse witness can be a committed obstructionist, but the most dangerous type of obstructionist is the adverse witness who appears cooperative. In criminal cases, police officers may have "extended" the truth in order to justify a search of a car without a warrant. Observing "furtive" conduct is virtually a cliché. Although under serious scrutiny, profiling still is a standard tool. In civil matters, the obvious problem is with outright lies, but perhaps more insidious, is information that can't be verified or that is partially true.

A typical example of the first is a resume with no dates, no contact information, or other supporting information. A typical example of the second is an individual's statement of being present at a particular time and place, but who is convincingly deceptive about the events or circumstances of interest at that time and place.

### The Expert Deceiver

Expert witnesses are not immune from the syndrome, although they can be much more sophisticated than the average witness. At the same time, the credentials they present usually are so extensive that a comprehensive testing of those credentials appears quite daunting. Still, when the president of a major software company can translate a job as an air force air traffic controller into piloting an F4 Phantom jet, as was reported by The Wall Street Journal, position and reputation is no substitute for verification. And, at deposition, it's already much too late.

### Putting The Truth To The Test

The nature and extent of information available before trial, particularly before a deposition, is critical to the search for evidence that can support or challenge a potential witness. Yet far too much reliance often is placed on the deposition, rather than on preparation for the deposition.

### Before The Deposition

A potential witness clearly may not have been the only potential witness. Others may have a different story to tell... providing they are identified, located, and questioned. An accident report or police incident report needs to be backed up by an interview with the investigator. An effort needs to be made to find follow-up reports and to interview follow-up investigators. Any claim made by a witness, friendly or otherwise, must be scrutinized for accuracy and sufficiency. Every potential weakness in every circumstance and in every statement must be exposed.



Anything taken at face value is a potential and serious mistake. It pays to challenge friend and foe alike. The only assumption to be made is that the other side is doing precisely that.

### The Deposition

A good deposition might best be described as a mini trial with the witness as the defendant. Armed with the information found during the pre-deposition investigation, the questioner is in the position of the prosecutor or at least a civil attorney on cross-examination. The style of the presentation may be friendly, even soft, but the witness must be tested. Style aside, questioners must be alert to pick up

and probe any inconsistency, no matter how small. It's more effective and useful to demolish a witness' credibility at a deposition than it is at trial. The result even may be a settlement offer that otherwise wouldn't have been possible.

### After The Deposition

Any new information obtained during the deposition and any adjustments in statements should be further investigated. Again, the point is to overlook no opportunity to strengthen your own position while weakening the position of the opposition. The best trial work takes place before trial. It should be considered to be the first best chance to prevail. A client deserves no less.

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## Conferences and Seminars

### UPCOMING EVENTS IRBSEARCH IS ATTENDING

- FAPI Annual Conference, September 18 - 20, International Resort & Spa, Orlando, FL, [www.myfapi.org](http://www.myfapi.org)
- PPIAC Annual Conference, October 2 - 4, Hotel Colorado, Glenwood Springs, CO, [www.ppiac.org](http://www.ppiac.org)
- AALPI Annual Conference, October 2 - 5, Mesa Marriott & Convention Center, Mesa, AZ, [www.aalpi.org](http://www.aalpi.org)
- Bail USA Convention, October 5 - 8, Hotel Contessa, San Antonio, TX, [www.bailusa.net](http://www.bailusa.net)
- CBAA Annual Convention, October 12 - 14, Harrah's, Lake Tahoe, NV, [www.cbaa.com](http://www.cbaa.com)
- NECOSIA Seminar & Trade Show, October 24 - 25, Crowne Plaza, Worchester, MA, [www.pimall.com/necosia](http://www.pimall.com/necosia)

*Please continue to visit our website to keep up to date with all the upcoming conferences and seminars IRBsearch sponsors and attends.*

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### CLOSING COMMENTS

IRBsearch continues to develop more products and services that benefit our customers. Whether you are a private investigator, process server, repossession or bail agent, or in the judgment recovery business, we strive to find new ways to support you and your business. As we continue to fulfill the needs within these professional industries, we welcome all comments and suggestions.

IRBsearch values all the relationships we have with both our individual clients and the various state associations within the industries we serve. We have a huge range of promotions, giveaways, and door prizes at conferences. We love to see our customers face-to-face so be sure to stop by our booth and say hello!

We welcome your feedback! If you have any comments or concerns about the contents of this newsletter, please share them by emailing us at [marketing@irbsearch.com](mailto:marketing@irbsearch.com).

