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What's New at IRBsearch

NOW AVAILABLE - MOTOR VEHICLE DRIVING RECORDS



Obtain instant access to motor vehicle driving records from the states of AL, DE, FL, IL, IN, IA, KS, ME, MN, MS, NE, NC, RI, SC, TN, UT, VT, WV.

Detailed driving history reports--also referred to as motor vehicle driving reports, or MVRs--are now a part of our licensing search options. Reports may include accidents, suspensions, and violations. Reports are available for some states in either a 3-year or 7-year review. The cost for a report is \$7.00 plus the corresponding state fee.

To gain access to driving records, customers must sign an MVR agreement with IRBsearch. This signed document acknowledges customers have read and understand all applicable state and federal laws; reports cannot be used by any permissible purpose as defined by the Fair Credit Reporting Act and must follow the Driver's Privacy Protection Act. [Download Agreement](#)

NOW AVAILABLE - CANADIAN PHONE NUMBERS

The NEW Canadian Phones search delivers quick access to more than 12 million Canadian phone records. Simply click on the Canadian Phones link from the main menu of the IRBsearch product to begin searching. Increase contact rates and improve your skip tracing efforts with direct access to data that helps you locate people quickly and easily. Pricing for Canadian Phones search is 40 cents per hit.

NOW AVAILABLE - EMAIL ADDRESSES

The IRBsearch Email Address search, with reverse email address search capabilities, provides an additional point of contact for your subject. Pricing for the Email Address search is 50 cents per hit.



BUSINESS SEARCH AND REPORT ENHANCEMENTS

The Business Search and Report feature on IRBsearch gives you access to information about businesses and their assets. In addition to the data already available to you, you can now select the following NEW fields in the report: IRS 5500, Watercraft, and Aircraft.



Search results for businesses will now roll up to the entity level—similar to the display for Advanced Person Search. We have also added variations on addresses, phone numbers, and company names as well as a list of executives of the business and parent company names.

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

Webinar Schedule

NEED IRBSEARCH TRAINING?

The IRBsearch Fall/Winter 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 schedule below.



Date:	Time:	Topic:
November 19	4:00 PM EST	Best Practices
December 5	4:00 PM EST	Popular Searches
December 11	4:00 PM EST	Advanced Search Techniques
December 17	4:00 PM EST	Best Practices

All times are Eastern Standard Time.

Go to irbsearch.webex.com to sign up today!

Did You Know?

FORECLOSURES SEARCH

Our searching capabilities allow you to combine specific information such as: Social Security Number, last, first, and middle name, company name, city, state, and zip code.



Foreclosure records vary from state to state, returning the



following information: plaintiff(s) and defendant(s) name, defendant(s) Social Security Number, site address, deed type, and recording date.

For no additional charge, you can run the following Foreclosure report returning the following information: case number, filing date, document year, number, book, and page, date and amount of loan default, auction time, date, and location, opening bid, final judgment amount, lender, trustee, title company, attorney, subdivision name, land usage, parcel number, year built, current land and improvement, living and land size, and legal description.

For more information about this feature, call us toll-free at 800.447.2112, or email customerservice@irbsearch.com.

In the News

THE PRIVATE INVESTIGATOR AND THE PRESS

Author: Daniel J. Warner, Fort Myers, FL

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The Journalist: The journalist is neither your friend nor your enemy. He or she just wants the story. The best you can hope for is that he or she will be professional and have a sense of fairness.

What is news? News is something happening, not some theory. News is something happening that affects the lives of the journalist's readers, listeners or viewers. News is people who are expected to behave well behaving badly (a politician on the take or involved with a prostitute; a guard sleeping on the job as a burglary takes place). News is ordinary people doing extraordinary things (a guard saving a life; a person starting a security company in his kitchen and building it into a multi-million dollar operation). News is extraordinary people doing ordinary things (an heir to the British throne becoming a foot soldier in a war zone; a former Army officer making people safe at a ballgame). News is about people. Sell the humanness of your business. How it makes people's lives better or safer. What about cold cases being solved by PI's or PI's leading or participating in searches for missing persons?



So what should you, the Professional Investigator (PI) be doing?

1. Be prepared. Do all that you can to avoid having your first contact with the press come during a crisis. That means:
 - a. Learn the media outlets in your market area.
 - b. Learn the beat writers or broadcasters that cover your area of interest (business, police and fire beats, etc)
 - c. Get to know them. Invite them to lunch. Offer yourself as an expert in your area of expertise, becoming a source they can call if they have a story involving that subject and need an expert to quote. Stay in touch. Compliment them on a good story.
 - d. Send out news releases regarding a new client or a major story.

Now, when trouble comes, you hopefully will have a friend in the newsroom; someone who know you and trusts you.

2. Get ahead of the story.
 - a. If there is trouble, get your oar in early. Let the press know your side before someone

- else has painted you in a bad light.
- b. First impressions are hard to erase. If you do get trashed, call immediately and offer your side, your point of view. Tell the reporter that you have a fresh, different perspective that will make his story better.
 - c. Don't let false impressions linger. They have a way of becoming legends, true or not, and of growing in magnitude. If something is just plain wrong, get it corrected or it can haunt you for years. Go up the hierarchy in the media outlet if necessary. If the reporter doesn't fix it, go to an editor.
 - d. Do it with professionalism and courtesy, but do it.
- Never:
 - Say "no comment." Tell the truth. "I don't know anything about that, so I can't say anything." "This is in litigations so I can't talk right now." This is really my client's business. I can't speak for him." Indicate that otherwise, you'd love to talk. "No comment" comes across as hostile and tells the press and public you are trying to hide something.
 - Get angry, shout or argue with the reporter. Remember, he has the last word.
 - Go off the record. Every reporter has a different definition of what that means. And when you get into a conversation, when you are on the record and when you are off becomes a fuzzy line. It is tempting to "try to make the reporter understand" so that he will "see the truth" or "be on my side." But it is naive. The reporter's interest is in getting a story, not in understanding or, believe it, taking sides. Good reporters don't want to go off the record either. Never assume anything is off the record. It isn't.
 - Relax when you think the interview is over. Good reporters like to lure you into a comfortable, safe mood while they continue to take notes or keep the tape rolling. In that regard, they are like you, the PI.
 - Begin an interview without preparation. Anticipate the tough questions. Know how you are going to answer them. If you can stall the interview long enough to get your head together and to gather your facts, do it.
 - Lie. The lie will kill you. Every time.

[Read More >>](#)

Mr. Warner originally gave this presentation at the 2008 Intellenet Conference in Sorrento, Italy.

Conferences and Seminars

UPCOMING EVENTS IRBSEARCH IS ATTENDING

- PICA Annual Conference, November 14 - 16, Casa Sirena Hotel, Oxnard, CA, www.pica-association.org*
- PBUS 2009 Winter Conference, February 16 - 19, Flamingo Hotel, Las Vegas, NV, www.pb.us.com*
- TALI Mid-Winter Conference, February 27 - 28, Irving, TX, www.tali.org
- FAPPS 2009 Annual Conference, March 26 - 28, Rosen Plaza Hotel, Orlando, FL, www.fapps.org

* Indicates IRBsearch seminar

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

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.

