

BE A PRIVATE INVESTIGATOR

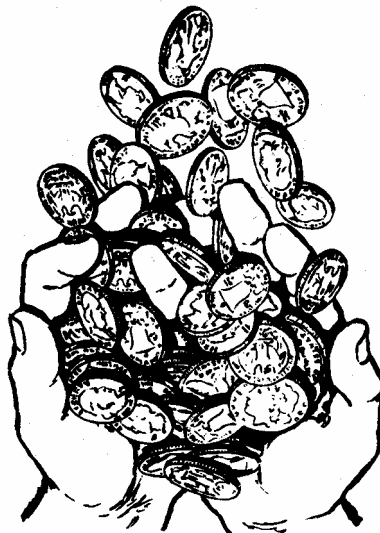
# HOW YOU CAN BE A PRIVATE INVESTIGATOR

***AND EARN \$100,000 A YEAR!***

BY

*EDMUND R. CIRIELLO*

3 SIMPLE STEPS TO WEALTH AND SUCCESS



# BE A PRIVATE INVESTIGATOR

## INTRODUCTION

by  
*Edmund R. Ciriello*

This 16 page booklet will prove how you can become a private investigator and earn **\$100,000** a year in less than 5 years. In it I have tried to give you an accurate and honest picture of the life of a successful detective and how you can become a part of this profession. It is not only financially rewarding, but mentally stimulating and open to all.

The purpose of this book and the training course is to explain and demonstrate to you that criminal investigation methods are based on simple, common sense facts which can be mastered by most people of average intelligence. It offers excellent opportunities to the trained person, male and female, young or old. It is for anyone who has ambition and desire.

Is that person you? Then perhaps you are ready to be an investigator. Though not dangerous, the profession offers thrills and excitement and allows its members to perform a vital service to their communities and countries. You can help people in your neighborhood and make a good living doing it!

This fact is well documented by hundreds of success story letters in our files from former students of the **Global School of Investigation**. With graduates in all 50 states and in over 85 countries, thousands of people from all walks of life have benefited from our training. So can you--if you make the effort.

I took my first home-study course in *How to be a Detective* when I was 14, created **Global** 25 years later, and have trained thousands of investigators since then. Hopefully, I will continue as a PI and the President of **Global** until someone wraps me in my trench coat and leaves me at the curb for morning pick-up.

**The keys to being successful are the desire to succeed and the knowledge found through training and experience. I can train you. I might even be able to motivate you, but I cannot make you do anything you do not want to do. It's all up to you.**

You will see that ordinary common sense and knowledge of the simple yet scientific process of crime detection, is easy to learn at home. Trained men and women find their work as varied, as stimulating and as satisfying as anything they have ever done. As you read these pages you will feel the excitement of real crime mysteries solved and you will begin to understand the value of good training and your natural desire to be an investigator.

Imagine yourself as a trained working detective. What a thrill you would get in finding the solution to one of these intriguing cases. Remember while you read this, at one time I stood where you are today - on the threshold of a satisfying career, eager to learn. Your first step is to open the door of opportunity now available to you.

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When you enter the private detective business *you* become a *celebrity*. Private detectives are so few in most communities that each is looked upon as a sort of hero with extra brain power to do things the average citizen cannot do.

And speaking of brains! There is no field that has greater and better opportunities for a woman than private investigations. A woman who is well-trained as an operative can be of immense value in any detective agency. Any woman who feels that she has the ability to meet the personal demands involved can obtain virtually the same assignments and command huge fees. Women can go places and do things no man can ever accomplish.

The need for private investigators who are honest and who respect law and justice has never been greater. I have been saying since the early 1960s that our profession will continue to grow every year. It has fulfilled that prophecy far more than even I expected!

**According to a Department of Labor study in 2009, the private investigation industry was one of the most interesting and fastest growing trades in the country. Today, more people are involved in private security than at any time in our past and have every indication of continuing far into the future.**

It is my hope that you will add to that growth with honor because there is no indication that the growth will slow. In fact, every indicator shows that the industry will continue to expand far into the future. 9/11 guaranteed it.

I can say with great confidence that it is more than possible to earn over **\$100,000** per year if you use the methods related in this book and the training course. Some will make more, others far more. It will depend on how much time and effort you put into it.

**Read this book; consider the wisdom in it and the vast amount of experience behind it. You may find that if you really want to do this, then this book, along with some formal training, will get you to your goal. It is as simple as that.**

I know the material in it will be as rewarding to you as it has been to me. It took years to develop the “success formula” and I can honestly tell you that each word was written with the thought that *YOU* can build a successful career.

This is an opportunity for you to be part of an exciting new career that you will enjoy for the rest of your life. It changed my life and it can change yours.

My best wishes to those of you who enter what I believe to be the most rewarding and interesting profession in the world. Be honest and professional in all your dealings and you will succeed. That’s a promise.



# Step 1

## HOW TO START YOUR CAREER

Congratulations! You have decided to take the first step toward becoming a private investigator. Reading this book and the web site is your first step. It will give you a realistic picture of what it is like to be a PI and how you can actually become one from the comfort of your own home.

If you already have investigative experience you are on the second step but, if you are like most applicants who come to my office looking for a job, you have desire but no experience or training.

*No* one is too old, too young, or too disabled to be useful as an investigator. *Anyone can be a detective.* Each of us is a unique individual. Each has some talent or training from their current occupation that could be of value to a private investigator. You bring to the table some form of experience that you may need to successfully complete an investigation.

Add our training to your background and experience and you become a very valuable person to any agency. Whatever it is could be very useful to an investigation agency unless, of course, you are a career criminal!

There isn't a successful detective agency that doesn't use an immense amount of part-time help. I have in the past used persons with varying backgrounds from senior citizens to school dropouts, from truck drivers to salesmen, from housewives to nurses. The case determines the need and if a PI in your area knows about you and your background he or she just might call and put you to work.

Desire is the most useful attribute you can have, and the strength to pursue your dream. You would not be reading this book if you did not at least have an interest in becoming a private detective.

Like most professions or careers, you will begin at the bottom and move up as your ability increases. Some will move quickly, others more slowly but all must start somewhere and that is usually with a detective agency but there are many, many other places to begin your career.

This might be a good place to tell you why you must start out on the bottom before you can be an agency owner or self-employed as a PI. As I write this, 41 of 50 States require

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that you be licensed to work for yourself. In order to qualify for a license in any state, you must have 2 to 4 years experience before you can even *apply* for a license.

**Please don't misunderstand the license requirements. They have *nothing* to do with your going to work for Walmart or your local PI as an agent or for an insurance company. The license is *only* for those who are opening their own business and running advertisements in the Yellow Pages.**

Unless you have experience you should not even be thinking about a license. Forget everything you think you know about licensing and start thinking about finding a job, full or part-time. A license is the *last* step, not the first.

Even in States that do not require a license, you should not think about going into the business just yet. Just because you took drivers education in high school does not mean you are ready to enter a NASCAR race! Usually trying to be a PI without experience will either get you arrested for breaking a law or you will bungle the case so badly that no one locally will ever hire you again.

And yes, with a little training you *can* do some investigations for family and friends but that is probably not going to get you into a longtime business.

I assume you are reading this because you want to be a working PI and earn a good living, so do it the right way - the way I will teach you.

To obtain that first job will require some effort on your part. My first piece of advice would be is to go to any and all employment agencies in your area (including online) and leave an application for a job as an *investigator*.

And I do not mean your local government office where you collect unemployment checks! They are not going to help you. I'm talking about employment agencies that charge a fee for their service, which means *when* they find you a job; they get paid for the effort, sometimes paid by you, but often by your employer. Look in your Yellow Pages!

When a detective agency or other employer goes looking for an investigator, they usually contact an employment agency to do the looking for them. If you have a resume or application in their file they will find you. I know this because that is how I found my job with the Pinkerton's National Detective Agency in Chicago. It is the cheapest and most effective way of advertising your services to anyone interested in hiring a detective.

The second best method is a very brief resume or letter outlining your background including any formal training you may have in investigative techniques.

And do not write it on the back of an envelope! As an investigator you will be required to write accurate and detailed reports and the PI that is reading your letter will not be impressed if you are writing in crayon! Make it as professional as you can even if you have

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to hire a word processing service. Again, look in your Yellow Pages to find one. Mail this to as many detective agencies as you can find within 30 miles of your home.

**Lesson 11** plus the audio **CDs** will teach you how to write a proper report that will mark you as a trained professional. This knowledge will help you write a good resume and make it easier for you to find a job as an investigator.

Follow up these letters with telephone calls and emails but do not make a pest of yourself. Just let the agency owner/manager know you are still out there willing and able to do any kind of investigation they are willing to assign you. Make yourself available and anxious to accept any assignment. Day or night! Sooner or later one of these agencies will use you and you'd better be ready.

You will have four distinct advantages over most people who they now use.

**First**, and most importantly you will have a Diploma from the oldest, most respected PI school in the world since 1973.

**Second**, your willingness to work long hours for little pay in order to gain experience, will keep your name on the top of their "call" list.

**Third**, your present background and experience will fit into cases involving persons with similar backgrounds.

**Fourth**, your sincere desire, dedication and eagerness will be a bonus.

You will already know something about the detective business as opposed to others who have no training. Who would you hire someone who has training or someone who just wants to play cops and robbers or carry a gun?

Another proven method of gaining experience is to go to work for any "big box" business in your area. Walmart, Target, Sears, etc. are great training grounds and they are always looking for store detectives. Low pay, long hours and sometimes a bit boring, but you must get on that first rung of the ladder in order to climb higher. And it's great experience as well as fun.

And don't forget to read the local Want Ads in your newspaper or online.

For those who are looking for a career change your situation is a little different. You can keep your current job and work as a private investigator part-time until you are ready to accept full-time work. Or you can bite the bullet and try for a full-time job as an investigator right now. It's your choice.

As a mature adult with a background of working in whatever field, any prospective employer will know you are capable of accepting responsibility. Showing them a sincere

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desire to work as an investigator will help them decide in your favor. It should not take long to quickly move up to the better paying positions that are available.

With the explosion in databases online, anyone can perform background and other types of investigations without ever leaving their home. I'd rather you worked out of your own home rather than my office. Most PIs feel the same way and if they know you can do this kind of work from your own home they will use you. This provides a great entry-level opportunity for anyone who has family responsibilities and cannot show up at an office every day.

This is a perfect job for mothers and fathers as well as single parent heads of households. If you have a computer or telephone, you probably can qualify for these positions. If you have some formal training you are ahead of most others looking for the same opportunity.

But the same rules apply. Let everyone in your area know you are available and that you do have some formal training (assuming you do enroll in our course). Let them know you were willing to spend your own hard-earned money to learn a new trade and that you are willing and eager to begin work to learn about the profession of private investigator.

**No one is more valuable to any employer than someone who truly wants to work, who looks forward to doing it and who has spent their own money to learn how to do it. These types of people are rare indeed and I am always on the lookout for them. Most other detective agency owners feel the same way I do.**

The investigator's job is to uncover information about the location, condition or activity of a person of interest. The type of investigators portrayed on television bear no relation at all to reality. The first rule of an investigator is stealth and discretion, not fast cars, sexy people and guns!

The type of investigations we are looking at focus on at-a-distance methods that can be done from any location. Once you have acquired some knowledge in how to conduct such investigations most private investigation agency owners will be delighted to sub-contract work out to you while they pursue the task of obtaining more clients.

You should personally contact a private investigator and offer your services as I mentioned above. But please, **do not** telephone them or show up in their office! Email or snail mail is the best method for that first contact. If the detective wants more from you they will tell you what to do next.

Years ago a young women contacted me and was invited to my office in southern California to tell me about her background. She had been a telephone solicitor for a mail order company. She wanted to try her hand at investigations and wanted to know if I could use her. With her background in sales I knew she had a "gift of gab," an ability to talk, so I decided to use her to make pretext calls to people I was investigating or trying to locate.

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Over the next few weeks she made pretext calls to several people to obtain information on credit skips and for background investigations. Her ability on the phone proved invaluable and she later went on to work for a large insurance company as an investigator.

Another part-timer I used was a young man who had worked as truck driver. I put him on trying to track missing people and he became quite good at it. Local PI agencies are on the lookout for people who can perform such checks from their own home on their own computer. The last I heard from him, he was working, full-time, for a trucking company as an investigator.

My point being that you must be open to any possible employment if you are to become a good investigator with the goal of opening your own agency someday. Get your feet wet. Get a job. Work for little or nothing if you must, but make the effort and sooner or later it will pay off. Many of my students have done the same thing.

The world is full of people who talked but never tried. Success comes to those who try, but most people are not prepared to make the effort or the sacrifices required to chase their dreams. You may be the exception and if you are, I look forward to watching you succeed.

**As Thomas Jefferson once said, “I’m a great believer in luck, and I find the harder I work, the more I have of it.”**

Here are just a few of the many who have changed their lives by taking the **Global** training program. You can find many more on the **TESTIMONIAL** page on the web site. Check them out! Find one near you and call them. They are real people with real jobs and were once exactly where you are today.

**Richard C...Rolling Prairie, IN.** “..working with the C.I.D. and the Military Police I’m amazed at the things I learned from GLOBAL. I haven’t even completed the course and am already getting calls. Thanks.”

**Susan T...AK and CA.** “I am earning over the \$100,000 a year and cannot thank you enough. Thank you for helping find the right place for me in life.”

**Lambert A...Stafford, TX.** “I have received the best training from GLOBAL. I recommend the school to anyone who wants to be a detective. I got a job as a PI after I graduated.”

**Roberta B...Jacksonville, AR.** “How can I ever thank you for the opportunity you have given me? Your training gave me the chance I needed to achieve my goals. You are the best and with every dollar I earn as an investigator, I think of you.”

# Step 2

## YOUR FIRST CASE

Let's assume you have followed my advice in the previous pages and are ready to go to work. With your new knowledge of how to conduct a proper investigation you will spend the next few years practicing your craft and gaining experience before you are ready to open your own business.

The first full-time job you are likely to be assigned is to work **undercover**. This is the perfect test for any new investigator. It will prove whether or not you have the ability to work on your own, unsupervised and get the results needed by your boss. It will make or break your career so get it right the first time.

**Surveillance** is the second most likely case you will be given, especially if the assignment is a part-time position. Both these assignments require that you work alone, unsupervised, to determine if you have what it takes to actually become a good investigator. It is a test you must pass if you expect to receive a second assignment. Do it right the first time or there may not be a second time!

Let me tell you about my first case with Pinkerton's National Detective Agency. It might give you some idea of what to expect as an investigator and how you might solve similar cases when you are assigned one. You will, of course, learn exactly how to perform this investigation in the **Global** training course, **Lesson 3**.

Pinkerton's assigned me to work in a Chicago candy factory that was experiencing losses the client could not account for. I "applied" for a job through normal channels and was hired as an order picker. The only person who knew the true reason I was there was a Vice President who had nothing to do with hiring new employees.

After several weeks on the job I was frustrated because I had not seen any evidence of theft. I was however, gaining weight from all the fresh roasted peanuts and candy that I had eaten on the job (which was allowed).

Meanwhile, I began to look for other ways the company might be losing inventory. Instead of trying to think like a thief, I tried to think like a bag of candy. How would I get out of the building if I were a bag of candy? If I wasn't being stolen, then perhaps I was getting out by mistake or accident. It was not until I watched the automatic bagging machinery that I became suspicious. The hair on the back of my neck was tingling!

The candy was weighed, dumped into individual bags, and then sealed as it moved down the conveyor belts. A direct-reading scale determined the number of pieces of candy that would be placed in each bag. Not by count, but by weight. On a hunch, I removed a

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bag of candy from one of the machines and counted every piece in it, then reported the quantity in my daily report.

The response was almost immediate and amazing. The company concluded that one extra piece of candy had been put in each bag on every loading machine. That one extra piece, multiplied by a hundred thousand bags each week, added up to a huge, hard-to-detect loss. I had hit the jackpot on my first assignment!

The second kind of case you may be assigned as a new investigator is a surveillance, moving or stationary. This is usually assigned to people applying for a part-time position mostly to find out if you can follow instructions as well as the subject.

Doing a surveillance will test your skills both as a driver and a detective. Following another vehicle around town can only be learned by actually doing it. Once you have been taught the proper and legal ways to accomplish this, (**Lesson 4, plus a video and a CD**) it will take practice to become proficient at it. I'll give you just one example of what can be accomplished with enough imagination, training and experience.

My client, a Hollywood attorney, needed proof that the subject was not as injured as he proclaimed and the insurance company my client represented needed filmed evidence of the man's activities to prove he was lying. The problem was the subject lived in a house high in the Hollywood Hills and rarely could be seen leaving the property.

His house clung to the side of the steep hill and after cruising the area for some time I found a house perched above his with a commanding view into his backyard. Renting the house was impossible but after I met with the owner, he agreed to a daily fee for the use of the house.

After several days and nights watching the subject from our vantage point, we obtained enough film footage to counter his claim of severe injuries. Needless to say our client was delighted as was his client, the insurance company. They saved thousands of dollars from this one frivolous claim and provided years of steady income to my agency as well. Everyone involved, except the fraudulent claimant, benefited from this surveillance.

These are the kinds of cases you will face everyday as you gain experience toward having your own PI business. But what fun it can be! Chasing the bad guys and catching them breaking the law is something everyone should experience just for the thrill of it.

Being paid for having fun has to be the best job in the world. It is why we get up early in the morning, or in the middle of the night, to practice our craft. And to think someone even pays us to do it!!

**Now comes the final step toward your earning \$100,000 a year. Read it carefully, it could change your life!**

# Step 3

## Opening your own agency

After a couple of years of working as a PI you will be ready to open your own agency. Let's assume you have passed the state's written test if they have one and you have paid all the fees required. You are now ready to hang out your "Open for Business" sign. (Lesson 26 contains *all* the information you will need when you are ready to open your own business.)

**Unlike most detectives on TV and in novels, private investigators really do get paid for their work! Your fee for doing investigations can range from \$40 to \$400 an hour. Assuming a 40 hour week, you would work about 2,000 hours a year. To earn \$100,000 a year you would have to charge only \$40 per hour plus expenses! How much would you earn if you charged \$100 per hour? Or \$200 an hour? Or \$400 an hour?**

It is estimated that it takes at least two years to establish a clientele in a new business. In order to establish a strong, dependable clientele, you are going to have to be your own best investigator and also a salesman to sell your service.

Most people realize that the best marketing or promotion you can have is word of mouth, when you don't even have to advertise because clients are seeking you. Clients come to you and say, "I want to hire you because I heard about what a tremendous job you did on the Miller case, how your report was timely and to the point and your prices were reasonable."

Yes, the best marketing is word of mouth, but many investigators, especially those just starting out, obviously have not had the opportunity to establish a wildly successful reputation. That's why you need to implement the other elements of marketing.

The classic elements of a traditional marketing plan include advertising in trade papers and magazines as well as the Internet, brochures, direct mail, media relations, etc., to make people aware of your existence and to convince them to use your services.

In this section we'll offer you some tips along the way, but basically you must have an idea about how you want to run your business. You're going to be ethical, cost-effective, responsive, honest and good or you won't.

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If you've decided you're going to be rude and crude, then there's not much sense pursuing the rest of the items here, because although they may help you land a client or two, they will never help return a client to you.

If you are a lousy private investigator, this will not turn you into a good private investigator. But I'm assuming you would not be opening an agency unless your skills are good, your motives true and your integrity intact.

The actual list of people who will hire you whether or not they are in your own city is quite small and specialized. You will need to pursue your marketing efforts with letters, literature, phone calls, contacts, etc., but it would be an enormous waste of money to advertise on television or in newspapers if your clients cannot be found there.

If you want to get the most of your cases from the general public, then you must advertise in the Yellow Pages, and you may even want to consider television or radio ads. But TV ads are a buckshot, expensive way of trying to reach the limited number of people who will give you business.

### **Here is just a partial list of the types of cases you may want to undertake:**

Accident Investigations

Industrial

Backgrounds

Child Custody

Criminal

Divorce

Fraud

Legal

Financial

Employee Theft

Extortion

Undercover

Store Detective

Missing Persons

Electronics

Surveillance

Bodyguard

Bail Enforcement

Auto Repossession

*...and much, much more.*

For example, if you intend to work exclusively for insurance companies, you may never want to advertise anywhere, not even in the *Yellow Pages*.

Carve a niche. This has to do with the kind of investigation you intend to do for a living, as well as the kind of investigations you do not intend to perform.

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If you've read other marketing materials, this is referred to as establishing your USP, or Unique Selling Position. It's Cadillac versus Ford. Both are automobiles that will get you from point A to point B, but both have special features for a special type of audience, and market selectively to their target audiences. And it works. Even if you can't afford a Cadillac, you are aware of its reputation, its cost, its resale value and more. And even the average person will not confuse a Cadillac with a Ford.

And that's what you need to strive for! Don't let your potential clients confuse you with other private investigators! You're the Cadillac of the investigation business; you're worth every penny they pay you because you're better than anybody else. Or, you're the Ford of the investigation business! You're economical, reliable; you get the job done without unnecessary flair or expense.

The beauty is that you can decide right now what your position will be. The more you can distinguish yourself from the other investigators, the better your chances of landing the business you want and need.

Identify a need and fill it. If you're focusing your marketing efforts on lawyers, what do they need in a private investigator that you can fill? Do they need someone to frequently travel around the state? Is that you? Do they need someone willing to accept a batch of assignments at a group rate? Can you do that, and are you willing to do that?

Are you focusing your marketing efforts on the general public? Do they need someone who specializes in locating missing persons? Is your city the marriage capital of your state where you could clean up doing premarital investigations at a low advertised rate and still make a good living doing it?

Focusing on business? Are there a lot of high-tech and/or research facilities in your area that are concerned about industrial espionage? Do they need someone who will conduct frequent and economical checks and sweeps for electronic bugging devices? Do you want to do this kind of work? Do you have the necessary equipment to do it? Are you willing to lower your unit cost per search and offer volume discounts?

The decisions are, of course, yours. It's been said that the ideal way to make a living is to find something you like to do and then get paid for it. However, just because you enjoy sweeping offices or private homes for bugging devices doesn't mean that there is a big demand for it in your area.

If you live in a bedroom suburb, primarily residential area, you could get rich by doing domestic cases. You then need to ask yourself if you are willing to focus on domestic cases because it's important that you continue to live where you are living. After all, you really don't mind doing them, or, do you want to become the best known counter surveillance investigator in the nation, and you're willing to move anywhere and do whatever it takes to achieve that goal?

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**Decide, pursue your dreams, fill a need and be successful.**

Accept credit cards for payment. It contributes to the ease of use issue and may make you accessible to someone who otherwise may not have the funds to hire you.

And if you are thinking of establishing your niche in the market as the low cost investigation agency, just be sure you think that option through completely. This can work well if you can truly achieve significant volume and make the kind of profit you expect. But a pricing philosophy needs to be fair to both you and your clients, and there is something to be said for pricing yourself a bit above the ordinary.

Those of us in the public relations business know that *perception is reality*, and if the pricing strategy suggests to your clients that you are a bit above the ordinary, that's what they will think you're worth. You still have to deliver the goods.

Since written investigative reports are an integral part of this business, you will need to be able to communicate in writing as well as verbally. **(Lesson 11 plus a CD)** In fact, writing reports may be as important as actually doing the investigation. If you cannot clearly write one, you will have problems keeping clients who may know you only through your reports.

There are a number of sources from which you can solicit business: trial lawyers, insurance companies and corporate personnel departments.

**Yellow Page** advertising may be a good way to get private clients for collections and marital work (about 25% of the private investigator's work). You may be able to speak at meetings, (attorney associations, security shows, etc), or present seminars or workshops on specialized topics such as pre-employment screening. And do get on the Internet with your own page as soon as possible.

Get your name in the news as often as you can. Make people aware of your services. Join the local civic and business groups and let people know who you are and what you can do for them. Network with other PIs all over the world. Let others know you are out there and ready to help them.

Join detective associations. (There are many listed in the training course). As a graduate of **Global** you will belong to one of the largest and most exclusive detective associations in the world. With members in over 85 countries, and in every state in the U.S., membership is open only to **Global** graduates and they are always ready to help you.

You should have some form of a 24-hour telephone answering service. Again, as a professional, you should not have mates, children, or friends answer the phone. If they must, it should be prearranged that they answer with the agency name, followed by "May I help you." It is preferred that a 24-hour answering service is retained to answer the phone when the investigator is out of the office.

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If an answering machine must be utilized, ensure that the outgoing message is done in a professional manner. A preferred message would be "You have reached the ABC Investigation Agency. Unfortunately, we are unable to answer our phone at this time." (For security reasons, never say no one is there or that you are out of town.) Instead use, "If you will leave your name, date, and time of call, and a brief message and I'll get back with you." Again, always present yourself as a professional.

When a potential client comes to you, he or she normally has a problem that they are hoping you can solve. If they are angry, upset, and depressed, your first task is to comfort them. However, always remain professional. Don't get involved with taking sides in hopes a potential client will hire you because you sided with them.

The career of a private investigator can be exciting and prosperous. Never lose sight of the fact that you are in business to help people who have problems. Always be fair with your clients and **NEVER** compromise your position as a professional or the honorable profession of private investigation.

Experience and reasoning are the two most important qualifications you need if you are considering starting up and operating any business. If you lack either you will most likely fail. But do not be discouraged. The **Global** course was designed to provide you with enough knowledge to gain entry into the private detective business. After you have put in your time, and learned how to put your training into real-world use, you should be able to open your own agency.

## A FINAL WORD

**J**ust as you need all the facts to solve one of your future cases, you now have all the facts you need to reach a decision about your future. Do you truly want to be a private investigator? Do you want the prestige, income and reputation of being a private eye?

If you are just beginning your working life, or looking for a career change you have in your hands the key to your goal of becoming a private investigator. Now you must turn that key to enter that life.

When I started in this business, nothing like this book, or course and the training it provides existed anywhere. It was much more difficult to enter the profession then but those of us who had the desire followed our dream and found success. Today, following your dream is much easier but it still requires your effort.

The steps you need to take to achieve your goal are clearly laid out here but only you can connect the dots. In a very short time you can be on the road to becoming a private investigator but that all important first step must be taken by you.

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**Global** helps to fill the needs for such trained personnel and have been doing so since **1973**. The **Global** Diploma opens the door to high-paying positions for you as it has for thousands of others worldwide.

The prime objective of **Global** is to prepare you for a position in the field of investigations and, if you choose, leading up to your opening your own detective agency. Your desire to learn is a powerful force. Coupled with thorough, practical, up-to-date training, it makes an unbeatable combination.

Only you can decide where you will be in the future. You now have the key to a better one in your hands and a simple phone call or email will unlock the door to a better future. **Global** will help you achieve your goals and improve your life. This book has shown you how **you** can become a private investigator. The rest is up to you.

You are 43 Lessons away from becoming a private investigator. In a short time you can be well trained in the art of detection and well on your way to your first job as an investigator. And don't forget to read the **Sample Lesson** on the website.

**Enroll today** and start learning everything you need to know about how to be a private investigator. You could be a working PI in a very short time and making over **\$100,000** a year within a reasonable time.

I hope this little booklet has given you some insight into the workings of real private investigators and that it has answered most of your questions. If not, please contact me by phone or email. I am here to help you achieve a goal.

## MY GUARANTEE TO YOU.

**Remember, there is no risk to you. My unconditional guarantee allows you time to look over the course and if you decide that it is not for you, just return it for a full refund. My name and reputation is on every page and if you are not pleased with my efforts, I will gladly refund your all of your money, no questions asked.**

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