



**Kissimmee Police
Department
Kissimmee, FL**

Criminal Intelligence & Analysis

Processes, Protocols & Applications

December 11 - 15, 2017

presented by

Ken Sanz

Criminal Intelligence Practitioner, Author and Consultant



The Alpha Group

Professional Speakers and Trainers
Serving the Criminal Justice Community
We Turn Theory Into Practice™

About the Program

In these turbulent times of increasing demands on resources, the heightened sophistication of criminals, the rise of predatory gang activity and the multitude of illicit activities that threaten our communities each day, the need for a responsible, proactive approach for determining and gauging the risks posed by crime and criminals is of critical importance.

This one-week (36-hours) “hands-on” course shows you how to use the “intelligence cycle” to easily guide the transformation of your raw collected data into actionable intelligence.

Once trained, you will be able to recognize the hidden characteristics, protocols, and behaviors associated with complex criminal events; identify and link conspiratorial relationships and networks; discover the connections between criminality and finances; and effectively monitor, collect (covertly, overtly, and electronically), organize, and analyze data relating to a wide range of criminal endeavors. You will also learn how to develop, manage, support, and successfully conduct analyses using a variety of collation and graphic management techniques. This knowledge can then be applied to the more complex investigations of crimes committed by predatory criminals, criminal enterprises, gangs, and the criminal conspirators who engage in economic/white collar crimes, drug/narcotic and sex offenses, human and weapons trafficking, identity theft and fraud, counterfeiting, corruption, and serial crimes.

Skill-building exercises enhance the “learn-by-doing” nature of the program. Actual investigations and criminal intelligence missions are also examined to further an understanding of the methods and techniques taught in the class and to demonstrate their practical application in today’s criminal environment.

The course curriculum is based on training recommendations contained in the National Criminal Intelligence Sharing Plan (NCISP). The NCISP is the most widely accepted source of guidance currently available for intelligence operations and training programs that support law enforcement efforts to establish a capacity for intelligence-led policing. It is also POST certified in many states.

You Should Attend IF:

- You are a newly-assigned law enforcement or corporate intelligence analyst, or a narcotics, gang or vice investigator, intelligence officer or analyst assigned to a fusion center, Homeland Security detail, terrorism or other specialized task force either within or external to your agency
- You are an experienced analyst, officer or investigator who has received little formal training related to the criminal intelligence process and function
- You now—or may later—supervise analysts, officers, investigators, a task force, first responders or other personnel who would benefit from a coordinated approach to developing and supporting criminal investigations
- You are employed by a prosecution unit that prepares the types of cases produced by the personnel described above

Regardless of your previous experience with analytical methods, this course is for you. You can always do your job better when you apply fresh ideas and techniques. We’ve made sure our seminars give you exactly what you need to put you at your peak!

What You Will Learn

This course will provide you with an arsenal of techniques you can use to uncover hidden criminal activity; develop, organize and link disparate data; support emerging and on-going criminal investigations; and identify the relationships between people, organizations and criminal events as well as between finances, proceeds and assets.

You will learn what criminal intelligence is—and what it is not—and how its real-world application can benefit 21st century policing. You will also learn **how to produce** actionable intelligence, **how to apply** it to criminal investigations, **how to deliver** dynamic intelligence briefings and **how to present** your material in court proceedings.

Designed for all federal, state, municipal, and military intelligence officers and analysts, this course will demystify essential professional skills involving:

Operational Issues

- **Identifying and Defining What Intelligence is and What it is not**
- **The Mission, Objectives and Products of Criminal Intelligence and How it Benefits Today’s Policing Efforts**
- **The Differences Between Information, Investigation and Intelligence**
- **The 5-Step Process of the Intelligence Cycle**
- **Use of the Intelligence Cycle to Transform Information into Intelligence**
- **The Differences Between and the Products of Tactical, Strategic, Operational, and Statistical Intelligence**
- **The Language and Terminology of Criminal Intelligence**
- **Best Practices for Conducting Criminal Intelligence Collection Operations (28 CFR, Part 2)**
- **How to Recognize Latent or Cloaked Crime Characteristics**
- **The Nature of Repetitious Criminal Activity, Modus Operandi, Patterns and Trends**
- **How to Work Smarter, Not Harder! Methods for Enhancing Efficiency and Effectiveness**
- **How to Identify Criminal Conspiracies, Organizations, Partnerships, Networks, Structures and “Jobs”**
- **Guidelines and Protocols for Targeting and Monitoring Criminal Conspiracies and Threats**
- **Hypothesis Development and the Development of a Collection “Plan”**
- **Covert Collection Techniques**
- **Sources and Resources of information, Data and Criminal Intelligence**
- **The Creation and Use of Time Lines, Flow Charts, Link (Association) Charts and Matrices**
- **Communications Analysis: Analyzing Telephone, Text and Email Messages**
- **How to Prepare and Present Intelligence Briefings**
- **Using Word, PowerPoint and Excel in Graphic Analysis**
- **Hands-On, Skill-Building Exercises and Real-World Applications of Criminal Intelligence Analysis**
- **And much, much more**

About Our Criminal Intelligence and Analysis Program

Law enforcement officials send their sworn officers and civilian personnel to our *Criminal Intelligence and Analysis* courses because of our proven ability to provide them with high-quality, performance-oriented training. Class exercises are based on real-world crime problems officers, investigators and analysts are expected to solve each day. As such, students return to their agencies with not only the knowledge of **what** they should do, but, more importantly, **how** they should do it. Skills are developed by instructors who are intimately familiar with criminal intelligence analysis techniques, and by the students' use of our **comprehensive, easy-to-understand course materials**. These elements contribute to the continued popularity of our *Criminal Intelligence and Analysis* training programs. Our success, however, comes from our achievement of one important goal: *We turn Theory Into Practice.*™

What Others Say About Our Training

"I have attended 4 of Ken's courses in investigation and criminal intelligence and I have never had a better informed and enthusiastic instructor than Ken in 45 years in local, state and federal law enforcement experience."

**Robert S. Gaiser, Lieutenant
Buckner Police Department**

"Having attended (and hosted) a number of Ken's classes, he is consistently on top of the intelligence game, and often ahead of the curve. He exudes professionalism."

**Detective Robert Holland
Sedgwick County Sheriff's Office**

"I have had the pleasure of attending two of the courses presented by Ken Sanz. Ken teaches secrets of not only conducting a professional intelligence mission, but how to keep it organized when it gets too big. Most of these tricks were skills that had taken years to develop through trial and error. If I had had Ken's courses early on in my career I would have had the shortcuts to have been successful early on."

**Detective Sergeant Sean Barnwell
Branson Police Department**

About the Crime and Intelligence Certification Program

All participants in the *Criminal Intelligence and Analysis* training course are eligible to have their coursework credited toward the attainment of a Certificate Award in Crime and Intelligence Analysis (CCIA) and their CCIA Credential. This program is sponsored by the California Department of Justice and the California State Universities. Students who complete all credential requirements will receive a certificate from California State University, Sacramento to verify their academic achievement. The California Department of Justice, in recognition of the University Award, will subsequently bestow the title of Certified Crime Analyst upon, and grant the credential to, all students who successfully complete the credential program. Please see the section in this brochure entitled "Continuing Education Units."

About The Alpha Group

The Alpha Group is comprised of professional speakers, trainers, and researchers who provide their expertise and practical experience to criminal justice, public safety and victim service organizations. The organization is widely recognized for its ability to provide training in crime and intelligence analysis, criminal investigative analysis, statement analysis, homeland security and terrorism analysis, threat assessment, criminal justice research methods and other such unique areas of law enforcement.

About Your Trainer

Ken Sanz began his law enforcement career in 1973 as an officer with the Tampa, Florida, Police Department and later



became a detective assigned to the Vice Control Bureau and the Organized Crime Unit. It was then that Ken began to focus on criminal intelligence in furtherance of an effort to thwart the aggressive emergence of organized crime cartels, gangs and various other criminal networks in the state. It was during this latter assignment that Ken was appointed as a consultant to a State of Florida Subcommittee tasked with drafting the

State's "Racketeer Influenced and Corrupt organization (RICO) Statute." In 1982, Ken began his service as a Special Agent with the Florida Department of Law Enforcement. Until his retirement in 2007, Ken was actively engaged in the investigation of transnational crime syndicates operating in North and South America, the Caribbean nations, Asia, and Western Europe. As a result of his experience, Ken is an internationally recognized expert in the analysis and investigation of domestic and international criminal enterprises, gangs and extremist organizations. Ken has served as a consultant on criminal intelligence matters for many law enforcement agencies and has held the position of Chairman of the Central Florida Organized Crime Intelligence Group and President of the International Association of Asian Crime Investigations. He is also a member of the International Association of Law Enforcement Intelligence Analysts and the Organized Crime Committee of the International Association of Chiefs of Police. Having pursued a dual major in Political Science and Criminal Justice at the University of South Florida and now as a Certified Instructor by the Florida Criminal Justice Standards and Training Commission, Ken has instructed for many city, state and federal law enforcement agencies, academies, colleges and universities throughout North America, Europe and Asia. He has also coordinated intelligence seminars for INTERPOL in Lyon, France, and for the joint US/People's Republic of China Organized Crime Conferences on Asian Organized Crime held in Beijing. Ken has also worked with the International Criminal Investigative Training Assistance Program (ICITAP) to develop Criminal Intelligence Training Standards for the municipal and national police services in Columbia, South America.

Course Times

The course begins at 0800 on Monday, December 11, 2017 and concludes at 1200 on Friday, December 15, 2017. Course times are from 0800-1700 Monday through Thursday and from 0800-1200 on Friday.

Tuition Information

Tuition is \$595 per person for the one-week (36 hour) program of instruction. It also includes:

- All in-class course materials.
- A copy of *Criminal Intelligence and Analysis: Processes, Protocols and Applications* by Ken Sanz. Used extensively throughout the class, this comprehensive manual provides a reproduction of Ken's PowerPoint slides as well as copies of templates, graphics, charts, practical exercises, sources of information and supplementary reading materials authored by a number of leading authorities on criminal intelligence.
- A Bonus CD with textbooks on criminal intelligence and analysis; criminal intelligence guidelines, standards, protocols, policies and procedures; assessments of future forecasts and trends; studies and briefing papers on crime, terrorism and threats, investigative aids and resources; charting software; and links to open source research sites.

These are more than reference materials...they're the "silent partners" you'll take back to your job to help you increase your knowledge and strengthen your skills.

- An impressive certificate of graduation that will be presented to you upon completion of the course.

PLEASE NOTE: Tuition does not include lodging, meals, transportation to and from the meeting place, parking, items of a purely personal nature (pens, pencils, paper, etc.)

Earn Continuing Education Units

(Optional)

You can receive 3.6 Continuing Education Units (CEUs) from California State University, Sacramento, upon successful completion of this course and the submission of a directed learning project. These units may be applied to your Certificate Award in Crime and Intelligence Analysis (your CCIA credential). A modest registration fee made payable to the University is charged for this option. For additional details or to apply for these units, please contact The Alpha Group at (909) 989-4366.

Registration Information

Reserve your seat now! Ken's courses fill quickly and seating is limited. To register for the course, please contact the Alpha Group and request the registration form. Payment must be received no later than November 22, 2017. **Make checks or money orders payable to The Alpha Group.** Please send the registration form and your remittance to: Diana, The Alpha Group, PO Box 8, Montclair, CA 91763. You may also register by phone by calling Diana at (949) 600-5196, or by emailing it to: crimecrush@alphagroupcenter.com. For credit card payments, please call The Alpha Group at (949) 600-5196.

Substitutions And Cancellations

Anyone can substitute for you. If this becomes necessary, please call and let us know. If you need to cancel and you contact us no later than November 22, 2017, we'll refund your tuition, less a \$25.00 per person processing fee. The tuition is nonrefundable for any cancellations made after November 22, 2017. The Alpha Group reserves the right to substitute speakers should the featured presenter become incapacitated or otherwise unavailable. In the unlikely event that the course is cancelled, the Alpha Group's liability shall be limited solely to the refunding of tuition payments.

Course Location and Hotel Accommodation Information

Please contact the course host for course location and hotel accommodation information. The host is Kissimmee Police Department, Metre Lewis, 8 North Stewart Ave. Kissimmee, FL 34741. You may contact Metre by phone at (407) 847-0176 ext. 3256 or by email at mlewis@kissimmee.org.

Is this Course Tax Deductible?

Skill-building and professional development programs such as the *Criminal Intelligence and Analysis* course are usually tax deductible. Check with your financial advisor to verify applicability of the tax law to your particular situation.

For Additional Information

If you have any questions or need additional information about the *Criminal Intelligence and Analysis* course, please contact Steve Gottlieb, Executive Director, by telephone at (909) 989-4366, or by email at crimecrush@alphagroupcenter.com. You may also write to us at The Alpha Group, P.O. Box 8, Montclair, CA 91763.



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