



PI AGENT TRAINING (PIAT)

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IF YOU WERE THE OWNER OF A PRIVATE INVESTIGATIVE AGENCY

WHAT WOULD YOU DO IF A CLIENT HAS NOT PAID THEIR INVOICE IN THREE MONTHS? YOU HAVE CALLED AND EMAILED EVERY MONTH A REMINDER THAT THE INVOICE IS OVERDUE.

A CLIENT WANTS YOU TO DO 3-DAYS OF SURVEILLANCE ON THEIR CLAIMANT. IN THEIR INSTRUCTIONS THEY SAY BREAK OFF AFTER 4 HOURS IF THE CLAIMANT IS NOT ACTIVE. **WHAT DO YOU SAY?**

YOUR PI ON SURVEILLANCE CALLS YOU AND SAYS, "THE **CLAIMANT LIVES IN A GATED COMMUNITY** WITH ARMED GUARDS AT THE ENTRANCE." **HOW DO YOU GET YOUR PI INSIDE THE COMMUNITY** TO VERIFY THE CLAIMANT LIVES AT THE ADDRESS THE CLIENT GAVE YOU?

YOUR CLIENT CALLS AND SHE IS UPSET. SHE IS NOT HAPPY WITH THE 4-DAY CASE SHE GAVE YOU TWO MONTHS AGO. SHE IS UPSET THAT IT TOOK YOU MONTHS TO START AND FINISH THE CASE. SHE IS ALSO UPSET THAT THE PI ASSIGNED TO THE SURVEILLANCE CASE HAS VERY LITTLE VIDEO OF HER CLAIMANT. **WHAT DO YOU SAY AND DO?**

ASK YOURSELF, "**WHAT WOULD JAMES DO?**" THIS IS SOME OF THE EXAMPLES YOU WILL FACE AS AN OWNER. **HIRE ME AS YOUR COACH.**