

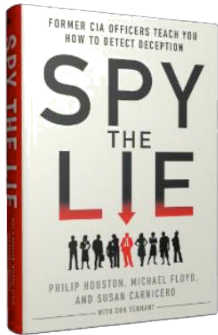
Sponsored by the Williamsburg Police Department

Contact Sgt. David Jay, 757.220.2331



Learn how to *Spy the Lie* and *Get the Truth*

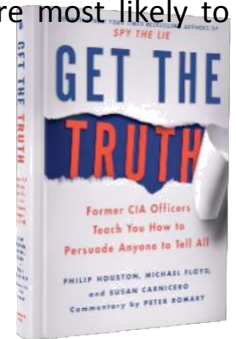
Offered by Phil Houston, CEO of QVerity, Inc., and based on the *New York Times* bestsellers *Spy the Lie* and *Get the Truth*, October 4th & 5th will be the final opportunity in 2018 to obtain this training in person. This two-day training program, sponsored by the Williamsburg Police Department, consists of three core modules: **Detection of Deception**, **Strategic Question Formulation and Delivery**, and **Direct Elicitation**. The program is applicable to any industry, and has proven to be of significant benefit to a wide variety of corporate and public-sector enterprises.



The **Detection of Deception** course is a proprietary, interactive module based on proven intelligence-gathering techniques, and is designed to teach participants to detect deception in all forms of communication. All behaviors that participants are taught to recognize are cross-cultural and gender-neutral, so these techniques are effective in all parts of the world. Participants learn to identify verbal and non-verbal behaviors indicative of deception or lack of confidence, enabling them to focus on areas of concern during their interviews. Participants also learn how to incorporate their detection of deception skills into their existing interviewing and information-collection styles and methods.

The module on **Strategic Question Formulation and Delivery** focuses on improving the participant's information-collection skill level. The module teaches participants how to better prepare and strategize for professional encounters, and how to formulate questions that are most likely to achieve success in obtaining the information being sought. Participants are also taught how to create an environment that is conducive to information collection, and how to project a professional demeanor that facilitates the disclosure of information.

Our **Direct Elicitation** module is an advanced class that further develops a participant's ability to collect accurate information. The course provides participants with a low-key means of gathering information from an interviewee who lacks candor or is unwilling to divulge certain information. The participant learns a non-coercive, responsible approach that maintains cordiality and a positive impression of the encounter.



QVerity's training operation is staffed by former U.S. intelligence officers who are recognized worldwide for their experience in providing training in information-collection methodologies for government agencies, law enforcement entities, premier investment firms, and private corporations. QVerity's methodology was developed by Phil Houston, whose 25-year CIA career was highlighted by

his service as a senior member of the Office of Security. The scope of Phil's work has covered criminal activity, personnel security, and key national security matters, including counter-intelligence and counter-terrorism.

Virginia Department of Criminal Justice Services (DCJS) "APPROVED" for in-service credit.

TUITION: \$595 for 2-day training with Phil Houston, and a copy of *The New York Times* bestseller *Spy the Lie*

DATE: Thursday-Friday, October 4-5, 2018

VENUE: Stryker Center, 412 North Boundary Street, Williamsburg, VA 23188