

**PRIVATE INVESTIGATION  
AND SECURITY SCIENCE**

## ABOUT THE AUTHOR

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Dr. MacHovec has written other books, including *Cults and Personality*, *Interview and Interrogation*, *The Expert Witness Survival*, *Security Services*, *Security Science*, *Becoming Street Smart*, *Spiritual Intelligence*, *Light from the East*, two previous editions of this book, and articles in professional journals and magazines. He has created and conducted training programs at state and national conferences and workshops throughout the United States and Canada, has appeared on ABC-TV, CBS-TC, CNN, and National Public Radio, quoted in *USA Today*, *Psychology Today*, and *Newsweek*, and his writing has been cited in the books and articles of others.

His distinguished record of achievement includes the National Certificate of Recognition from the American Psychological Association, Division 12 (Psychologists in Public Service) and the 2002 Milton Erickson Award for Writing Excellence by the American Society for Clinical Hypnosis. Dr. MacHovec teaches psychology courses and continuing education workshops at local colleges and universities.

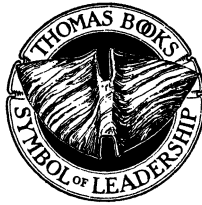
Third Edition

# PRIVATE INVESTIGATION AND SECURITY SCIENCE

A Scientific Approach

*By*

**FRANK MACHOVEC, PH.D.**



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*To*  
*John Ferguson, PI*  
*(1934–1998)*

**Begin with certainties and end in doubts.  
Begin with doubts and end in certainties.**  
**Francis Bacon (1561–1625)**  
*The Advancement of Learning*

## PREFACE

Private investigation and security services are honorable professions. Like law enforcement, private investigators and security officers “serve and protect.” But unlike law enforcement they are more involved in the personal lives of others and in the internal operations in business and industry. Private investigators and security specialists are society’s unsung heroes. Unnamed in the news media, they work largely unseen and unnoticed. For security providers that is the nature of their work, passing unnoticed as if invisible.

Without security services, society and the world would be weaker, more susceptible to crime and property loss. Security specialists can be proud of a heritage with deep historical roots in ancient civilizations and the earliest days of America’s settlements. Those who aspire to be investigators can view the profession with pride and be eager to share in it.

This book can be used several ways: as a textbook for formal courses, a training manual at detective and security agencies, for individual study to prepare for state licensing examinations or ASIS certification, an overview of security services, a refresher for veteran investigators and security specialists or a gift for those entering the field, or a token of appreciation for valued service.

Chapters are arranged in a planned sequence, moving from an overview to historical roots through an exploration of normal, abnormal, and criminal behavior to interview, interrogation, and report writing. There are 82 *Skill Builder* self-help exercises throughout the book to actively involve you, stimulate further thought, deepen understanding, and immediately apply what was learned. This makes it possible to practice skills in a neutral setting then apply them more effectively “in the real world.” References for further study are at the end of each chapter and in two appendices at the end of the book. There is an index for quick reference to the subject matter.

State law varies and should be consulted to further clarify how the material in this book can and should be lawfully applied. An attorney, law library, or other legal authority should be consulted to clarify any questions or concerns about court or legal procedures which also vary from state to state. Such checking of finer details is standard procedure for investigators and security specialists!

F.M.



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**PRIVATE INVESTIGATION  
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## Chapter 1

# WE NEVER SLEEP: SECURITY SERVICES ANCIENT AND MODERN

The detective enters other scenes to engross his mind  
and exercise his abilities as the world rolls on  
and humanity continues frail.

Allan Pinkerton  
*30 Years a Detective* (1884)

“We never sleep” was the motto of Allan Pinkerton’s *National Detective Agency*. He was an extraordinary man, before his time in security services. He and his agency apprehended pickpockets and shoplifters, bank and train robbers, con men in hotels and on river boats, burglars, forgers, and counterfeiters. His record of achievements is truly amazing, even by today’s standards. Over the years, investigation and security services have grown to meet the needs of post-Civil War America. As many have commented, 9/11 was an awake and alarm call for expanded and more effective protection of property and public safety. Today, there is a need greater than ever before for investigative skills to detect antisocial behavior, criminal, and terrorist activities. Security services share in the mission to “protect and serve” with local, state, and federal law enforcement.

### A HERITAGE TO HOLD HIGH

It’s customary for every profession to have a founder, usually referred to as its father who symbolizes the mission, ethics, and principle of the

profession. Security services date far back in history. In *Genesis*, the oldest book of the *Old Testament*, God questioned Adam about eating the forbidden fruit. Was this the first interrogation and confession? The snake that tempted Adam and Eve is the Bible's first reference to evil. That kind of ancient interrogation is typical of many suspects today who deny personal responsibility. Adam blamed Eve who blamed a snake who was not represented by counsel!

There are many ancient references to security services. In *Ezekiel* (3:17) in the *Old Testament*: "Son of man, I have made you a watchman." An honorable beginning for an honorable profession! In *Kings* (9:17): "A lookout standing on the tower saw Jehu's troops approaching and called out." *Isaiah* (21:8) aptly described the security services mission: "Day after day, my Lord, I stand on the watchtower and every night I stay at my post." In the *New Testament*, Jesus is quoted referring to personal and property security. Protecting property is in *Luke* (12:39): "If the owner of the house had known what time of night the thief would come he would have kept watch and would not have left his house be broken into." An ancient reference to personal safety and falling asleep on duty is in *Matthew* (26:40) when Jesus said to the apostles: "Couldn't you keep watch with me for one hour?" and "the spirit is willing but the body is weak."

A worthy candidate for *Father of Security Services* arrived with the Dutch settlers on the *Mayflower* on a cold November day in 1620 on the coast of what was called northern Virginia and now Massachusetts. It was a foreign land totally unknown to them, and several exploring parties were sent from the ship before deciding on a permanent location. They wore body armor and carried muskets and swords. The man who led them began his military career as a drummer boy in the British army and rose "through the ranks." He became acquainted with the Puritans in Holland, when Britain was an ally to the Dutch in its war with Spain. He decided to join them in their quest for religious freedom in the New World. His name? Myles Standish.

One of the first things the *Mayflower* pilgrims did was to appoint Myles Standish captain and "superintendent of defenses." He designed defenses and treated with Native American tribes. He led exploring and military missions. It was said he was "an iron-nerved Puritan who could hew down forests and live on crumbs." In 1628, he rescued colonists trapped in an Indian attack but the colony's chaplain complained to the governor when Standish displayed the Indian chief's

head. This may be the first instance of a affective security technique overridden by political sensitivity! There were no other Indian attacks. For nine years he was Treasurer for the colonists and for 29 years he was on the Governor's Council, evidence of his management skills. In 1635, he drove French traders away and in 1653 at age 70 he commanded defenses that prevented a Dutch invasion.

Myles Standish (1584–1656) is an ideal candidate for father of security services. He had to cope with terrorist attacks, hostage taking, negotiate treaties, maintain security, serve as a consultant to the government, and represented the colony in England. He led effectively in the field and managed as well in the home office, a worthy role model. By the way, John Alden was a close friend who married Priscilla Mullens but there is no evidence he proposed to her for Myles. Standish married in 1623 and had seven children. Longfellow's *Courtship of Myles Standish* was written 200 years later and may have put a spin on the truth. The Alden and Standish families were always close and their descendants often intermarried.

A worthy candidate for *Father of Investigative and Detective Services* also arrived in the New World, but in 1823. He was a 23-year-old newly married Scottish immigrant and the son of a police sergeant, but unlike his father he chose to learn to be a barrel maker. He and his wife looked forward to settling in Quebec but their ship was caught in a storm and crashed on the coast of Nova Scotia. They lost all their possessions, all but what they wore. Hearing of job opportunities in Chicago, he and his wife left Canada. He opened his own barrel-making business and it prospered. One day, he rowed to a small island looking for a source of wood. It was uninhabited but he noticed paths through high grass. A counterfeit gang was a big problem but no one could find where it operated. He suspected the island might be linked to it and consulted with the sheriff. They set up a stake-out and apprehended the gang. He was offered and accepted a deputy sheriff position and discovered his true calling. His name? Allan Pinkerton (1819–1884), a name that came to symbolize fine detective work.

Pinkerton was appointed a detective in 1850, the first in Chicago and in the nation. He later started his own detective agency and became an expert at undercover work. Unlike other agencies he set regular hourly rates and agreed expenses which became standard procedures in the field. Before that, detectives would take a percentage of recovered money or goods. Pinkerton also specialized in undercover work. When