



ARIZONA
ASSOCIATION OF
LICENSED
PRIVATE
INVESTIGATORS
FOUNDED
1974

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**AALPI
Board of Directors
Meeting
June 16, 2012
Following Seminar
Cantina Laredo
7361E Frank Lloyd
Wright Blvd.
Scottsdale, AZ**
[map it](#)

**AALPI Members
Welcome**

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AALPI Chronicle

Volume I, Issue III

May-June

A Message From AALPI's President .



Dana Young

Our legislative luncheon in March was a great success. Representatives from the investigative, process serving and security guard industries, who had participated in the legislative process, explained to the group what happened with industry-related legislation this year and what our goals for proposed legislation are for the coming legislative session.

We are dedicated to the preservation and expansion of our industry, and although most of this work is done by dedicated volunteers, this is an area in which your membership dues really make a difference. Our volunteers are indispensable, but we do need help to pay for lobbying and getting the word out within our own and related industries. Last year we formed alliances with related industry associations. Our hope is that together we will have a strong enough voice to make the needed changes in our industries.

Our experience in March at Cantina Laredo was such a good one that we decided to hold our June educational event there, as well. Our quarterly educational event for June features Michele Stuart, whose excellence as a speaker and

educator is well known. Michele has become a popular speaker at national conferences, and we are fortunate that she is one of our own. Michele's seminar, which provides two hours of CE credits, will teach members many methods of mining the internet for information that the average user doesn't know exists, much less knows how to find. You'll walk away from this seminar a more effective skip-tracer and an all-around savvy internet sleuth. This is the only place you'll ever see Michele for the mere price of lunch. Michele, THANK YOU for your continued support.

You have consistently said that you want more opportunities to network with other investigators, as well as to attend educational events that will keep you up-to-date on ever-changing technology and legal developments. These quarterly meetings are our answer your requests.

I would like to hear from members in other parts of the state who would be interested in co-hosting one of these events. Please contact me if you are interested in doing so, as we would like to begin planning next year's meetings as soon as possible in order to make planning easier for everyone.

We are in need of volunteers on our various committees. Any of you who have even a small amount of time to spare, please consider volunteering to further our common goal of making our industry stronger than ever. Volunteers are needed on the following committees: Unlicensed

Activity Action Committee, Legislative Committee, Membership Committee and the Marketing Committee. If you have a particular area of expertise that you think would be useful, or even if you just want to be more involved, **PLEASE CONTACT ME** at (480) 535-6620, extension 700.

As both your AALPI President and as the investigation industry representative on the DPS Board, I am always available. Whether it's a suggestion, a problem or an industry question, my line is always open and I would love to hear from you.

We are hoping to bring members another benefit in the form of discounts on industry-affiliated products. Our good friend, Bill West, of Amis Insurance is working with us to offer insurance discounts to AALPI members. We hope to have many more discounts available by September, so watch for announcements in *The AALPI Chronicle*, on the website and on the listserv.

It's going to be an active year. I hope to see all of you at the June event, and to hear from members interested in volunteering for a committee or hosting a member event outside the Phoenix area.

Dana Young
AALPI President



Pat Cote Practices What He Teaches

There is an oft-misquoted maxim from George Bernard Shaw that “He who can, does. He who cannot, teaches.” Patrick Cote is living proof that even time-honored maxims coined by brilliant playwrights are not always true. Judging by the expanded role he takes on with the criminal defense attorneys for whom he works, Cote is every bit as good at doing as he is at teaching. The current Vice President of AALPI's Board of Directors has had a long career of doing *and* teaching. In fact, by the time

Cote arrived in Arizona for the second time in his career, in 2006, the East-Coast native had already had a distinguished career in law enforcement.

He could have relaxed a bit in Arizona, teaching courses and developing curricula for the University of Phoenix, but also leaving himself time for the leisure activity he loves: fishing. But, for the owner of Cote Investigations & Associates, LLC, relaxation is not a high priority. He doesn't get to fish much, but the fact that “there is never a dull moment” in his work, seems to more than make up for it.

A friendly, unassuming man who easily puts a stranger at ease, Cote lends credence to another favorite maxim: You can't tell a book by its cover. His soft-spoken nature belies the hard-boiled image that the media is so fond of associating with the ranks of the police hierarchy, many of which Cote has held during his career.

During his 18 years with the Bristol Police Department in his hometown of Bristol, Connecticut, Cote – armed with an Associates Degree in Police Science, as well as a B.S. and an M.S. in Criminal Justice Administration and Criminal Justice Management, respectively -- moved through the ranks from detective to sergeant to lieutenant and finally to captain. He left Bristol to become Chief of Police for the Somersworth (New Hampshire) Police Department, and from there became the Chief of Police in Florence, Arizona.

His first stay in Arizona lasted only a couple of years before he moved on to become Director of Public Safety for the Fort Lupton (Colorado) Police Department. In 2000, a move to Sanford, North Carolina saw Cote become a licensed private investigator for the first time. At the same time, he became an Instructor for Central Carolina Community College, teaching criminal justice courses.

Then Delgado Community College in New Orleans made him an offer he couldn't refuse, and Cote moved to The Big Easy where he eventually became Director of Public Services for that school. During his tenure at Delgado, Cote oversaw a 40 hour program designed to prepare students for a career in Private Investigations. Promoted to Coordinator of the Criminal Justice Program, he developed a 33-hour certificate program in Homeland Security and Emergency Management.

In 2003, while still at Delgado Community College, Cote became a Course Developer for the University of Phoenix, Online. Having been approved to teach all courses in the undergraduate program, as well as most in the graduate program leading to a Masters Degree in Administration of Justice and Security, he taught approximately 150 of the five-week, online courses – both graduate and undergraduate -- in Criminal Justice Administration.

In addition to his schedule of online courses, Cote taught face-to-face courses (also known as ground courses) in Metairie, Louisiana, and Tucson and Phoenix, Arizona. Recognized as a subject matter expert, Cote was instrumental in developing courses in The Administrative Process, Court Process, Security and Principles of Investigation. The face-to-face courses met one night a week for five weeks, so that position required some travel between Arizona and Louisiana.

Following Katrina, he and his wife were ready to say goodbye to New Orleans. That's when they decided to come to Phoenix for the second time in Cote's career, settling in Casa Grande.

Becoming a private investigator was not part of Cote's plan at the time. One of his students, who turned out to be a Legal Assistant, asked for his opinion regarding certain aspects of a case on which she was working with her attorney-employer. Cote ended up consulting with the attorney on the case, who was so pleased with his assistance that he suggested the latter obtain a private investigation license so that they could work together on a regular basis.



AALPI's Pat Cote

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Member Profile: Pat Cote

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He did so, but intended at first to do investigations on only a part-time basis. But, as Cote says, once that Pandora's Box was opened, it took on a life of its own. One thing led to another, and before he knew it, Cote had two full-time careers. Needless to say, careful scheduling is crucial.

The average criminal trial lasts about three weeks, though they can go on much longer. On average, Cote spends in the neighborhood of 60 to 100 hours on a criminal defense case. Unlike many criminal defense investigators, Cote sits in on most of the trials, using his perspective to develop strategy with defense counsel and to develop questions that defense counsel may have overlooked. He's even been involved with jury selection.

"They (the defense) know that the prosecution holds all the cards. They try to level the playing field by using me." This statement is not made in the vein of boasting – Cote is a humble man. The fact is, after a career spanning some 40 years, spent between the "real world" of law enforcement and the more theoretical world of academia, the man is well-qualified to "level the playing field."

If he had to give up one or the other, which would he choose? "I don't like to think in those terms. I wouldn't want to give up either."

Any plans for retirement? Cote chuckles and says, "They're going to have to carry me off the job." It looks like the only fishing this P.I. is going to do on a regular basis will be for answers.



AALPI Gets New Telephone No. (480) 535-6620

It's now easy to reach board members with just one number. Board members voted at the April 28 meeting to implement a new telephone service, known as Grasshopper, which will allow members to reach any board member by calling a single telephone number. Each member has their own extension which, when dialed, rings at their respective offices.

Dana Young, ext. 700
 Pate Cote, ext. 701
 Robert Ware, ext. 702
 Dan Jones, ext. 703
 Van DiCarlo, ext. 704
 Matt Brooks, ext. 705
 Marri Bernier, ext. 706

Chronicle Calls for Reader Input

After a three-year hiatus, this marks the third issue of the *The AALPI Chronicle* to be published since being resurrected at the beginning of this year. Our goal is to provide a forum where members can voice industry-related concerns, stay up-to-date on issues affecting our profession, learn about other members, find opportunities (business, continuing education, professional services), check on past and upcoming events and generally get news of interest to the private investigative and allied legal industries.

The AALPI Chronicle is emailed to members on a bi-monthly basis. Please bear with us as we ease into a regular distribution schedule, compile a reliable mailing list, set up ongoing features and smooth out the inevitable kinks, technical and otherwise. We aim to have the newsletter in your inbox by the first day of the second month covered by each issue.

A regular feature from the past that we've revived is the "President's Message" column, a letter from AALPI's president that will discuss matters of current interest to the investigative and legal communities, in general, and to our association, in particular.

We intend to profile a member in each issue. This month, you can read about Patrick Cote, Vice President of AALPI's Board of Directors, and owner of Cote Investigations and Associates, LLC. Is there someone you'd like to see profiled in an upcoming issue? Email us your suggestions.

We also plan to run a regular feature that looks back on AALPI's history and early days. Last month featured a first-person account of AALPI's founding in 1974 by founding member Robert Ware, currently Secretary of AALPI's Board of Directors. This month, an article on Larry Webb, AALPI's first president, looks at the founding of the organization from a different perspective.

A how-to article on a topic of interest to our readers is being considered as a regular feature, as well. Again, we invite you to share your ideas, or even to submit articles (all articles are subject to approval by the editors and may be edited for clarity and space considerations). Topics might be technology-oriented or they might deal with case management, report writing, getting high-quality video during a surveillance, or tips and tricks for some aspect of background investigations. The possibilities are endless. We would love to hear your input.

Whenever possible, we'll include reviews of new software, equipment, websites, and books. If you've tried a product that's new on the market, come across a new website that investigators would find useful, or read an industry-related book that you thought was great, by all means, share it with the readers of *The Chronicle*.

If there's a topic that you feel needs to be addressed, tell us about it. You can even volunteer to write it. We also are open to letters from readers. If they're interesting and relevant, we'll publish them.