



IAPI NEWSLETTER

IOWA ASSOCIATION OF PRIVATE INVESTIGATORS

Editor/Publisher & Secretary

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JANUARY 2024 ISSUE

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President's Message

By: Carey Callaway

Hello, members!

I hope 2024 is off to a good start for everyone! At our conference in September the association Board welcomed three new members. David Henson (The Praetorian Guard Executive Protection Agency - Waukee) he'll be the South East Director, Brian Shock (Forensic Consulting & Investigations - Cedar Falls) will be the North East Director, and John Pringle (Asset Recovery Specialists – West Des Moines) graciously accepted our Treasurer position. They have already been an amazing asset bringing new points of view and ideas to the table. I thank them for serving the association and encourage you all to get better acquainted with them. To help with that, you'll find an article from John in this newsletter focused on The Great Iowa Treasure Hunt.

The board has been focused on developing more opportunities and better tools for association members to talk with and support each other. Our website redesign continues to be a priority and we plan to unveil our progress next month! In addition, we'll soon be sharing details for a spring networking opportunity to be held in May.

I'd like to remind everyone to use our Facebook group (enter **IAAssociationPIinc** in Facebook's search bar) for any non-secure communications for group members. Likewise, we encourage the sharing of any training opportunities, products, or other resources you find valuable.

I'd like to close by saying we heard you loud and clear when you said conference details were not available early enough last year. I'm happy to announce the 2024 conference will be held September 12th and 13th and we will be returning to the Holiday Inn & Suites Northwest in Des Moines. We are actively seeking presenters and would gladly consider any suggestions so send ideas our way. In closing, expect to see more outreach from the association this year as we strive to provide you and your business with valuable support.

Carey Callaway

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To contact your Officers or Directors,
please visit our website:

www.iowa-investigators.com

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Published Quarterly: January, April, August & November.

Pay for 3 issues and receive the 4th issue free.

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Contact the Editor for information.

Any advertising submitted shall include, in advance of publication, the appropriate fee as well as camera-ready artwork. All advertisements and claims made in such advertisements are the sole responsibility of the advertisers. The Newsletter welcomes submitted articles, notices and other information of interest to private investigators for publication. The items published in this Newsletter and opinions herein do not necessarily reflect the views of the Iowa Association of Private Investigators. The IAPI reserves the right to edit, or strike any submitted article or advertisement which it deems inappropriate.

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IAPI IS FINALLY ON SOCIAL MEDIA!

Do you have Facebook?

Make sure you add the page:

<https://www.facebook.com/IAassociationPlinc>

& join the group:

<https://www.facebook.com/groups/iaassociationpiinc>

or search with this username:

@IAassociationPlinc

Tap or click the icon's below and they'll take you there!



*Feel free to add your business page or personal profile's—either is accepted

2024 Annual IAPI Conference

BREAKING NEWS



**SAVE
THE DATES!**

MARK YOUR CALENDARS NOW!

WHEN: THURSDAY SEPTEMBER 12TH
& FRIDAY SEPTEMBER 13TH

WHERE: HOLIDAY INN & SUITES DES MOINES NW
4800 MERLE HAY RD. URBANDALE, IA

**SCHEDULE TIMES FOR THE CONFERENCE WILL BE
ANNOUNCED SOON!**

PLEASE NOTE:

BREAKFAST &
REGISTRATION BEGIN
PRIOR TO THE
CONFERENCE START TIME

THERE WILL BE A
NETWORKING NIGHT & IF
YOUR BUSINESS IS
INTERESTED IN
SPONSORING PLEASE
REACH OUT TO THE
BOARD FOR DETAILS

IF YOUR INTERESTED IN
SPONSORING AT THE
CONFERENCE WE HAVE
SPECIAL PACKAGES
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MEET OUR TREASURER

We're excited to announce that at last year's conference we appointed John Pringle of Asset Recovery Specialists, L.C. as our Treasurer.

Let's take a minute to learn about his career and background and you'll understand why he's a perfect fit for our treasurer position. For the first 20 years of his career, John Pringle worked for both the State of Iowa and the Federal government as a banking regulator. This included the examination and regulatory oversight of savings and loan associations in Iowa and four other states, with a focus on larger and more difficult S & L's. John then spent 20 years with Wells Fargo, retiring at the end of 2017. John's positions with Wells Fargo included business development, fraud, bankruptcy, compliance, and community reinvestment. In 2019 John created Asset Recovery Specialists, L.C., (assetrecoveryiowa.com) a company that reunites lost, abandoned, or forgotten assets with their owners: people, businesses, and non-profit organizations. These abandoned assets are held by the Iowa State Treasurer's Office, e.g. Great Iowa Treasure Hunt (Great Iowa Treasure Hunt - Iowa Unclaimed Property Official Website).



What are lost, abandoned, or forgotten assets, and why are they being held by the Great Iowa Treasure Hunt? They include bank accounts, stocks/bonds, refunds/overpayments, insurance proceeds, etc. that have been transferred by the original holder (bank, insurance company, etc.) to the Iowa State Treasurer's Office because the holder lost contact with the asset owner (due to an incorrect address, no contact by the owner, owner's death, etc.). After three years of no contact, Iowa law requires that holders transfer lost/abandoned assets to the Iowa State Treasurer's Office. The State Treasurer then holds the assets until the rightful owner/heir claims them.



What services are provided? The focus of Asset Recovery Specialists is very narrow: to recover lost and abandoned assets that are being held by the Great Iowa Treasure Hunt for people and businesses. The starting point is to obtain a list of owners from the Great Iowa Treasure Hunt. After slicing and dicing the lists, John focuses on contacting owners who appear to have \$50,000 or more in lost assets (amounts are not shown on the lists). The actual amount can be confirmed by requesting a claim form from the Great Iowa Treasure Hunt for an individual or business. John then attempts to locate the owner by phone, personal contact and/or mail to introduce himself, provide information about the lost assets and his service, and offers to make a claim for the assets on their behalf. Claims are typically submitted online. Identification documentation submitted must be sufficient for the Great Iowa Treasure Hunt to confirm it will be paying the correct claimant(s). Fees are based on a percentage of the claim amount paid, but cannot exceed 15%. Most claims are paid via a check, but claimants can have stocks/bonds transferred into an account for them to manage.

What are the biggest challenges with this service? The first challenge is finding the rightful owner. If the owner is deceased, the next of kin must be located with whom to begin the discussions. Second, owners of lost or abandoned assets can make a claim on their own at no cost, so they may not be interested in paying someone else to perform the service. Third, in today's times almost everyone has received bogus calls or phishing emails from perpetrators offering to provide money or services that are fraudulent. Therefore, people can be reluctant to move forward using an unknown third party. And last, one of the most perplexing challenges encountered is that some owners of lost/abandoned assets either do not want the assets, are afraid to take control of them or cannot deal with receiving a large amount of money.

So how does John's business methods and success effect those that he helps? The largest claim John has made was around \$316,000. Another successful claim in the amount of \$185,000 was for a client in her 90s. About three months after receiving the funds and making decisions on how to distribute the funds to her family, she passed away. It was particularly rewarding to get that claim finalized for her before she passed. While most PIs have clients who contact them to hire their services, John's business model is just the opposite: He must reach out to asset owners or their heirs to "sell" himself as a reliable and trusted source in which to get the assets (back) into their hands. This outreach process can be frustrating and time consuming. But a few successful claims can quickly overshadow those impediments.





To retain the years of industry knowledge of our organization, the Board has decided to bring back the Associate Membership! Any former member of the association relinquished their state license in good standing (retired, relocated, etc.) will be able to access all membership content for \$25 a year!

Our goal is to formalize a mentorship program with these members and continue to benefit from their contributions to our industry.

Associate Members will be invited to the annual conferences, and we are still working through the details of if or how they will be listed on our website.

Please reach out to anyone in your network who might be interested in this opportunity and watch for more announcements regarding this new member designation!

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