



**FBINAA**  
FBI National Academy Associates, Inc.



**SPEAKERS BUREAU**

<b>Name</b>	Joe Koenig
<b>NA Graduate</b>	122 <sup>nd</sup> Session
<b>Company/Agency /Organization</b>	KMI Investigations LLC
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<b>Cell Phone</b>	(616) 366-5856
<b>Topic of Presentation</b>	Communication Skills
<b>Title of Presentation</b>	Getting the Truth
<b>Length of Presentation</b>	90 minutes
<b>Presentation Objective</b>	<ul style="list-style-type: none"><li>• Recognize and interpret partial truths.</li><li>• Understand the importance of proper question structure to ascertain the whole truth.</li><li>• Acquire the truth through proper questioning and analysis.</li></ul>
<b>Presentation Description</b>	Getting the truth is not easy. We learn at an early age to tell partial truths to avoid telling complete lies. Precise communication prevents and uncovers partial truths. Imprecise communication nurtures deception. Developing special skills will help find the truth. The attendee will learn these skills through lecture and examples.
<b>Speaker Bio</b>	Joe retired from the Michigan State Police after 26 years and has 40 years of investigative experience in both the public and private sectors. He was lead investigator on the James R. Hoffa case, and was directly involved in investigations of homicides, organized crime, financial crimes, illicit narcotics, and public corruption. He is Past President of the Michigan FBI National Academy Associates. Following his law enforcement career, he

worked as national manager of a large insurance company and as an AVP in Internal Audit for a large bank. He now owns and operates KMI Investigations specializing in financial fraud investigations. Joe is a CFE, FCLS, and FCLA. He holds a BS in Accounting from Wayne State University, and a Masters in Public Administration from Eastern Michigan University where he was a member of the Phi Kappa Phi Honor Society. He recently authored a book entitled, "Getting the Truth," Principia Media.

**Additional  
Comments**

Lecture will be based on the book, "Getting the Truth."