

# Locates – Simple and Complex

Presented by:

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## A Day in the Life...The Hard Way...

*You just received a call from your attorney service telling you they were unable to serve a witness with a deposition subpoena because the address is bad and your deadline to serve is fast approaching.*

**\$\$**

You run a quick search on LexisNexis or WestLaw and you find an address for the witness that is reporting “valid” since 2009. You send that address to your attorney service and instruct them to try it.

**\$\$ + TIME**

*A couple days later you receive another call letting you know the second address you provided them is also bad.*

**\$\$ + TIME + SSS**

So you set aside what you're doing, grab the other file and look over your database report and pick another address from the list that looks like it could be the one.

**\$\$ + TIME + SSS + TIME**

*And this scenario repeats itself for another 2 weeks and the last day to serve runs.*

**2 X (\$\$ + TIME + SSS + TIME)**

Now you have to re-notice the deposition with a new date and you still don't know where the witness is living.

**Unhappy Client, Unhappy Partner**



## A Day in the Life...A Better Way...

- Ask yourself 3 Important Questions?
  - 1) How important is this person to the case?
  - 2) Considering their degree of relevance, determine your budget for finding them.  
\*Remember how much time you spent the last time!
  - 3) Will they be easy or difficult to locate?
    - Never forget that there are only two types of skip traces:
      - **Easy ones and Difficult ones.**
    - **Key:** *Work the easy ones and let an expert handle the hard ones. It will save you time and money.*



## Track'em Dano

Sometimes tracking down a missing person can be as simple as visiting any one of the free telephone directory sites such as InfoSpace ([www.infospace.com](http://www.infospace.com)) and during other times you'll have to spend a quarter (and up) to visit a pay database. InfoSpace offers traditional searching by name and also reverse search (enter a number and find a name). It can also display an individual's neighbors.

Accurint.com ([www accurint.com](http://www accurint.com)) is an inexpensive people finder and investigative background database. Search with any clues you have about a person (by name or reverse search, by social security number, address or phone number) whom you are trying to find. PI's use Accurint via IRB.

Search Systems ([www.searchsystems.net](http://www.searchsystems.net)) links to over 31,000 free (and some pay) searchable public record databases. These links are browseable by jurisdiction or by keyword.



## Keep Current with News and Alerts

If you want to find recent news about a specific company, a product, a person, or any subject or event –you need to search a variety of domestic and international sources together. Where to look? Google ([www.google.com](http://www.google.com)), Yahoo! ([www.yahoo.com](http://www.yahoo.com)) and Microsoft’s new “Bing” ([www.msn.com](http://www.msn.com)).

To keep ahead of your client, Google’s News Alert feature (<http://www.google.com/alerts>) allows you to automatically monitor your search by configuring search items, select basic or comprehensive information, frequency and your email address. You will then receive an email alert every time there is any new information about your subject.



## Databases

- Pay sites
  - Lexis Nexus
  - ChoicePoint/AutoTrack
  - IRB Research
- Free sites
  - pipl.com
  - Zabba/Intelius Free/\$39.95
  - PeopleFinders Free/\$39.95
  - BRB Publications – Free Research Section



## Social Networking Sites

- The “Big ones, everybody is on!”
  - Facebook 
  - MySpace 
  - Flickr 
  - Twitter (use it like a search engine) 
  - Blogs 
  - Classmates.com 
  - wikiPedia



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