



INSIGHT • INNOVATION • EXPERIENCE



Lie-spotting and Evidence Gathering

Frank A. Wisheart, MBA, CPA/ABV, CFE, CVA
Director
Business Advisory Services



SCHNEIDER DOWNS

INSIGHT ■ INNOVATION ■ EXPERIENCE



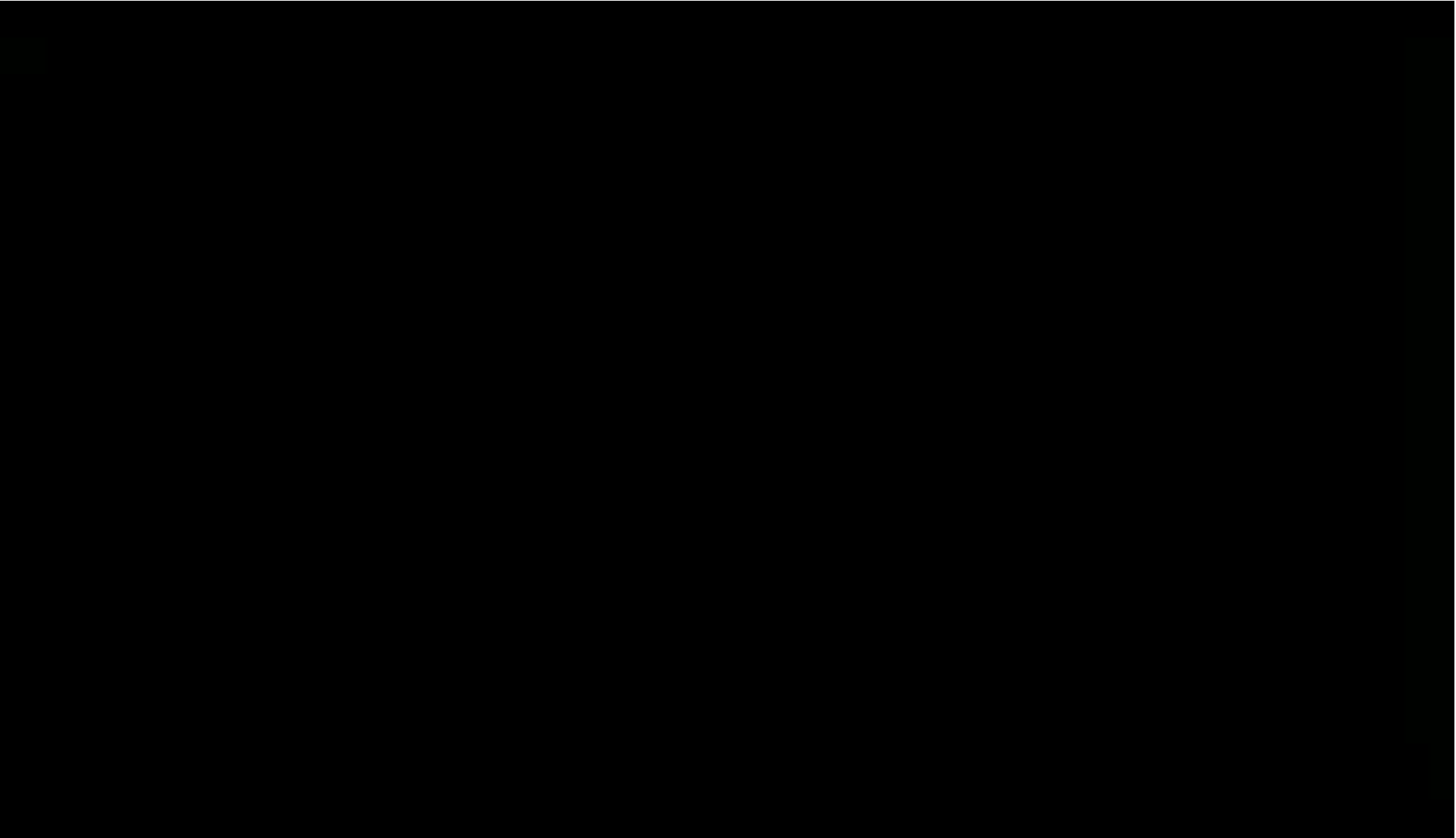
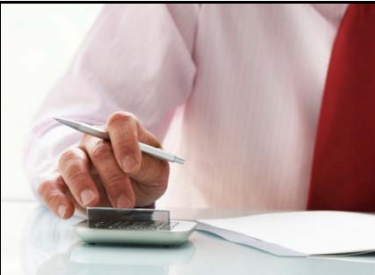
Overview

- Getting a Clue
- Finding Evidence



SCHNEIDER DOWNS

INSIGHT ■ INNOVATION ■ EXPERIENCE





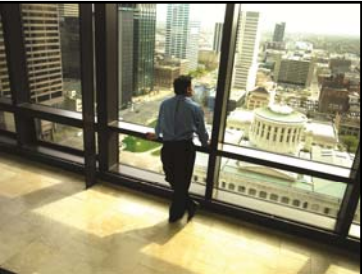
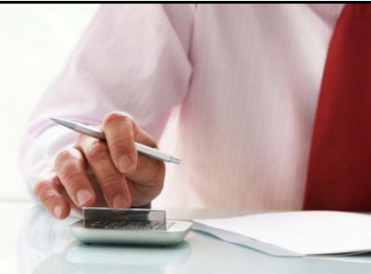
Getting a Clue – Deceptive Speak

- Calibrating verbal and behavioral responses for the truth
- Lack of self-reference
 - Failing to say “I” did something
 - Speaking in third person
- Switching subjects and objects
- Changing verb tense
 - Historical vs. present
- Answering questions with questions – indignant responses
- Oaths of truthfulness
- Microexpressions
- Avoiding answering the question
- Lack of detail



SCHNEIDER DOWNS

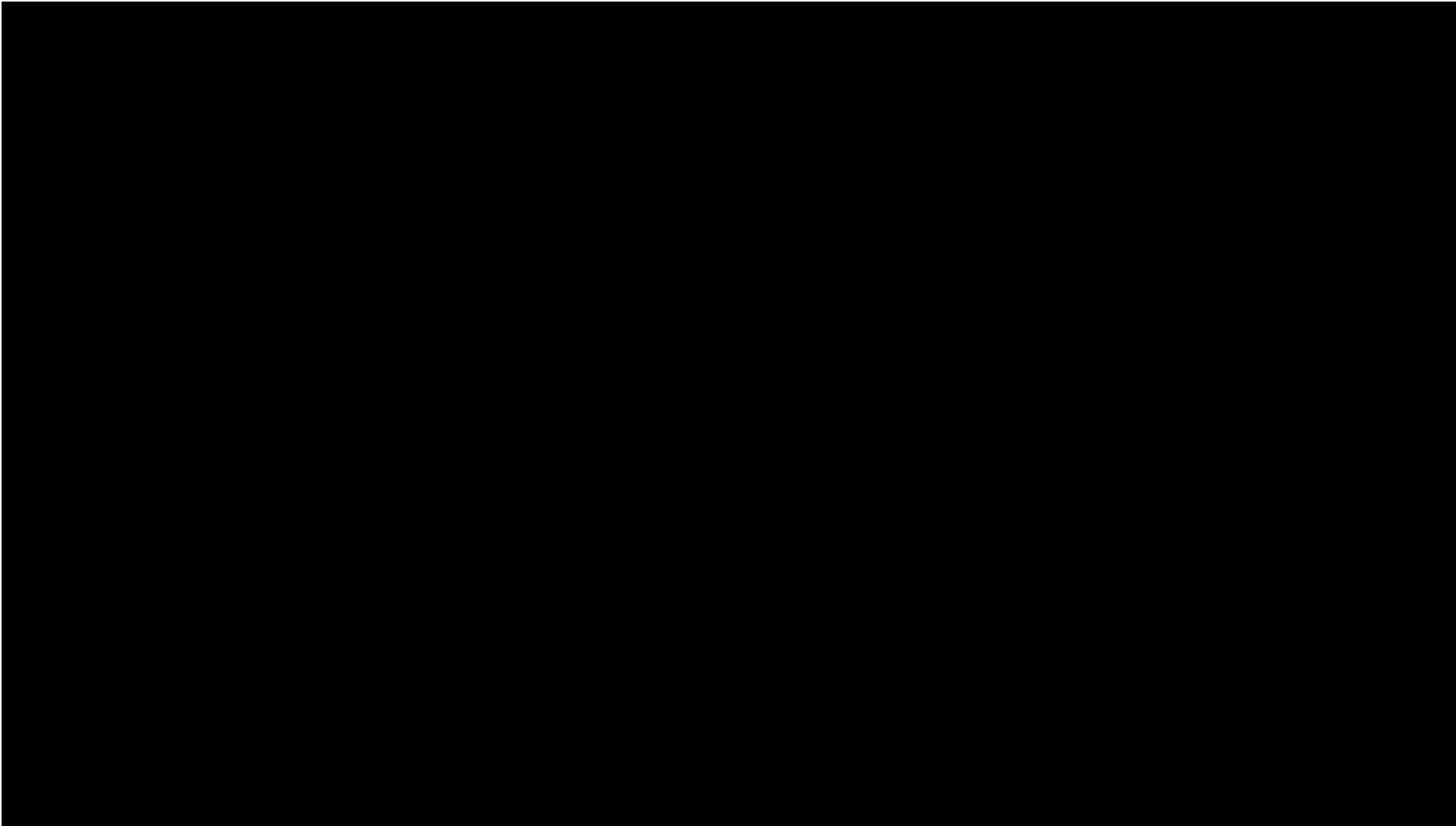
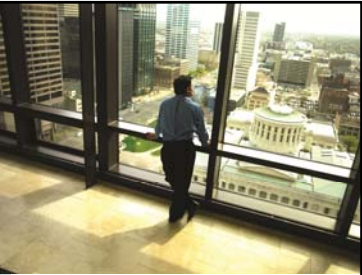
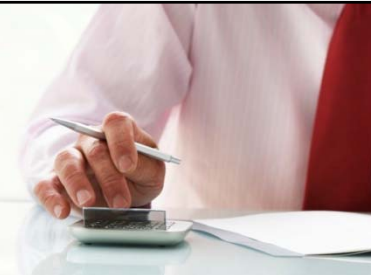
INSIGHT ■ INNOVATION ■ EXPERIENCE





SCHNEIDER DOWNS

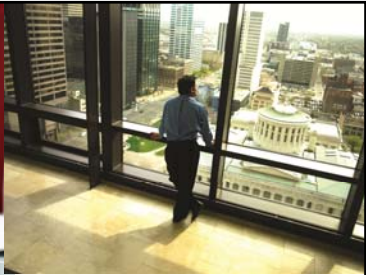
INSIGHT ■ INNOVATION ■ EXPERIENCE





SCHNEIDER DOWNS

INSIGHT ■ INNOVATION ■ EXPERIENCE





Finding Evidence - Hidden in Plain Sight

- Google Advanced Search/images
 - Use options to narrow choices
 - www.video.google.com – includes YouTube videos in its search
- www.corporationwiki.com
 - Matches names to corporations
- www.youopenbook.org
 - Search public Facebook updates
- www.yauba.com
 - Secure searches for sensitive information
- www.publicrecordcenter.com
 - Centralized public records search
- www.archive.org
 - The Wayback machine



INSIGHT ■ INNOVATION ■ EXPERIENCE



More search help : Google search basics - Web Search Help - Mozilla Firefox

File Edit View History Bookmarks Tools Help

http://www.google.com/support/websearch/bin/static.py?hl=en&page=guide.cs&guide=1221265&answer=136861&rd=2

twisheart@gmail.com | My Account | Sign out

Google New Features Search Stories Playground More Help

Web Search > Help articles > More search help

Tips for searching

Basic search help

More search help

Search results options

See advanced search tips in action! Learn more. Hide

More search help

The [Basic search help](#) article covers all the most common issues, but sometimes you need a little bit more power. This document will highlight the more advanced features of Google Web Search. Have in mind though that even very advanced searchers, such as the members of the search group at Google, use these features less than 5% of the time. Basic simple search is often enough. As always, we use square brackets [] to denote queries, so [to be or not to be] is an example of a query, [to be] or [not to be] are two examples of queries.

- Phrase search ("")**

By putting double quotes around a set of words, you are telling Google to consider the exact words in that exact order without any change. Google already uses the order and the fact that the words are together as a very strong signal and will stray from it only for a good reason, so quotes are usually unnecessary. By insisting on phrase search you might be missing good results accidentally. For example, a search for ["Alexander Bell"] (with quotes) will miss the pages that refer to Alexander G. Bell.
- Search within a specific website (site:)**

Google allows you to specify that your search results must come from a given website. For example, the query [iraq site:nytimes.com] will return pages about iraq but only from nytimes.com. The simpler queries [iraq nytimes.com] or [iraq New York Times] will usually be just as good, though they might return results from other sites that mention the New York Times. You can also specify a whole class of sites, for example [iraq site:.gov] will return results only from a .gov domain and [iraq site:.iq] will return results only from iraq sites.
- Terms you want to exclude (-)**

Attaching a minus sign immediately before a word indicates that you do not want pages that contain this word to appear in your results. The minus sign should appear immediately before the word and should be preceded with a space. For example, in the query [anti-virus software], the minus sign is used as a hyphen and will not be interpreted as an exclusion symbol, whereas the query [anti-virus -software] will search for the words 'anti-virus' but exclude references to software. You can exclude as many words as you want by using the - sign in front of all of them, for

Microsoft PowerPoint - [...] More search help : Go...

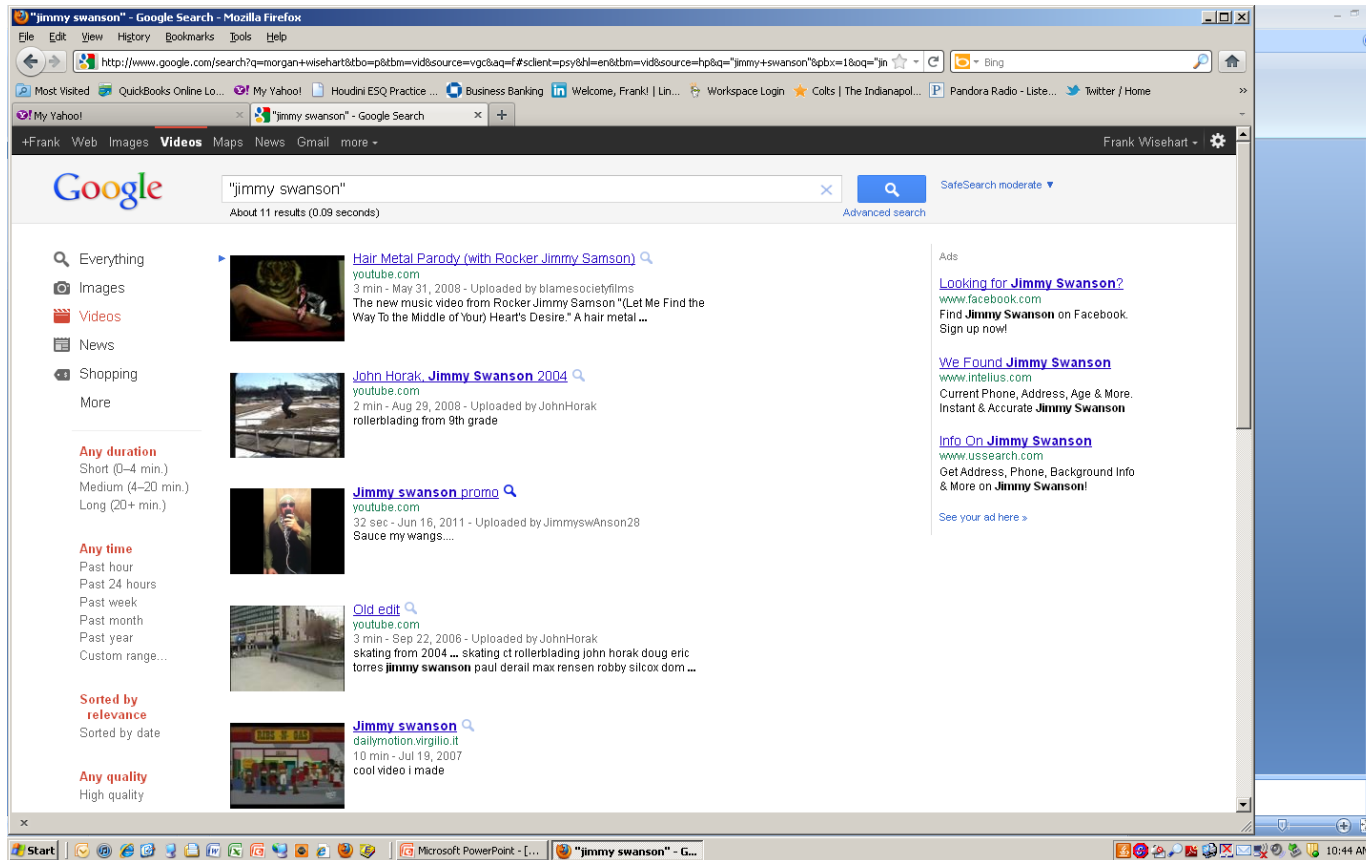
10:42 AM



INSIGHT ■ INNOVATION ■ EXPERIENCE

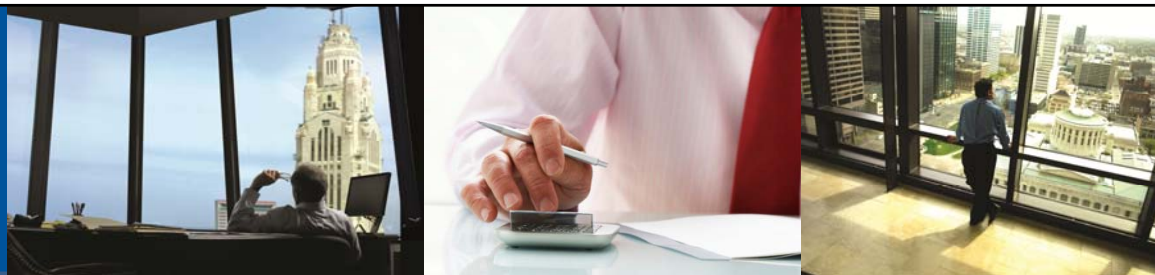


www.video.google.com example:





INSIGHT ■ INNOVATION ■ EXPERIENCE



www.corporationwiki.com Example:

Dental Board, Ohio State Company Profile - Located in Columbus, OH - Mark T Armstrong, Mindy Franks, Evelyn Efyffe - Mozilla Firefox

http://www.corporationwiki.com/Ohio/Columbus/dental-board-ohio-state/64223791.aspx

corporationwiki

Home People Companies States

Ohio > Columbus > Dental Board, Ohio State

Dental Board, Ohio State

Updated 3/10/2011 - This profile of Dental Board, Ohio State was created using data from Dun & Bradstreet

Company Reports from Dun & Bradstreet

View Criminal History Did You Know Criminal Records & History Are Available Online? InstantCheckMate.com

Download Google Chrome A free browser that lets you do more of what you like on the web www.google.com/chrome

AdChoices

Officers

- Mark T Armstrong
 - President
- Mindy Franks
 - Secretary
- Evelyn Efyffe
 - Secretary
- Kathy Carson
 - Officer
- Michael T Flugge
 - Officer
- Heidi Massaro

Connection Visualizer - Click an icon below to explore!

Layout: View Large Format | Circular | Tree | ISDM | Efficient Sugiyama | Compound FDP

Angie's List Local Rating Read Local Ratings & Reviews. Find Reliable Roofers in Your Area! www.AngiesList.com/Roofers

View Criminal History Did You Know Criminal Records & History Are Available Online? InstantCheckMate.com

Duquesne College - OH & KY Get info on our Medical Coding Institute. More info. Start today! www.DuquesneCollege.com

Online Public Schools, Tuition Free. Roll over to Discover K12 Today

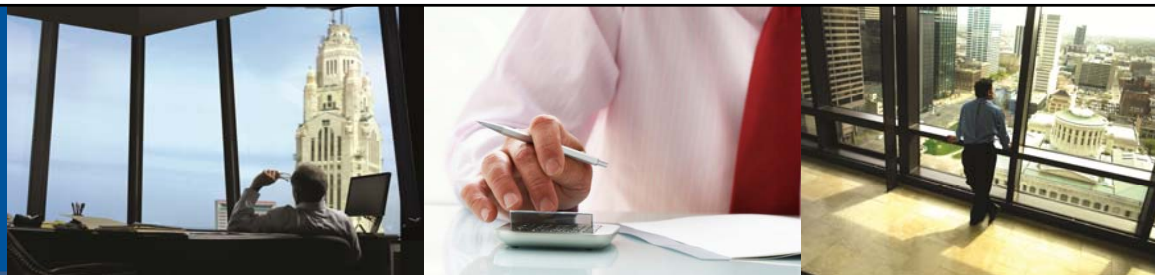
Riverview Dental-Craig A Slack DDS Get A Healthy & Glittering Smile. Call For Cosmetic Dental Services.

Connect via Meebo

Start | Calendar - Micr... | Dental Board... | iTunes | Microsoft Powe... | Presentations | Document1 - Mi... | 3:43 PM



INSIGHT ■ INNOVATION ■ EXPERIENCE



www.publicrecordscenter.com example:

Ohio Free Public Records, Criminal Records And Background Checks - Mozilla Firefox

http://www.publicrecordscenter.com/ohiopublicrecord.htm#CF

Background Check Portal Public Records Blog People Search Engine

Ohio Statewide Public Records	Ohio Public Records by County	Ohio Public Records by City and Town
<ul style="list-style-type: none"> Ohio Asset Search Search government agencies open to the public to find assets of companies, corporations, or individuals. Ohio Bankruptcy Records Search Conduct a bankruptcy search through public records to find individual or corporate bankruptcy filings. Ohio Business & Corporation Search Find active and inactive corporations by name from the Ohio Secretary of State. Ohio Court Records Direct access to Ohio courts online; from district and county to Supreme courts. Ohio Criminal Records Search for felony or misdemeanor criminal charges by requesting records from the Ohio state repository. Ohio Death Records Online resource for finding free death records in the Ohio Dept. of Health. Ohio Public Record Expungements Information and resources to assist in expunging criminal records state and nationwide. Ohio Judgments and Liens Find judgments, liens and UCC filings of any individual in Ohio. Ohio Driving Records Access online forms from the state DMV to request a drivers license, complete registration and more. Ohio Death Row Information about Ohio death row inmates from the Ohio Dept. of 	<p>Adams County County services and information. Adams County Divorces, Lawsuits, Criminal Records Search Adams court records, criminal cases, and dissolution of marriage and other civil matters. Adams County Property Tax Adams county real estate tax levy information and property search. Adams County Record Expungements Learn how to expunge your Adams county criminal history.</p> <p>Allen County County services and information. Allen County Divorces, Lawsuits, Criminal Records Search court records, criminal cases, and dissolution of marriage and other civil matters for Allen county. Allen County Court Records Allen county case inquiry court records search. Allen County Property Search Search for properties on the Allen county auditor's page. Allen County Record Expungements Learn how to expunge your Allen county criminal history.</p> <p>Ashland County County services, departments and information. Ashland County Divorces, Lawsuits, Criminal Records Search court records, criminal cases, and dissolution of marriage and other civil matters. Ashland County Common Pleas Court Records Public access to computerized court records in Ashland county. Ashland County Property Search Property search and reports from the Ashland county auditor. Ashland County Sex Offenders and Predators List of offenders through the Ashland county Sheriff's office. Ashland County Record Expungements Learn how to expunge your Ashland county criminal history.</p>	<p>Akron</p> <ul style="list-style-type: none"> Alliance Anderson Ashland Ashtabula Athens Aurora Austintown Avon Lake Avon <p>B</p> <ul style="list-style-type: none"> Bainbridge Balville Barberton Bath Bay Village Beachwood Beavercreek Beavercreek Township Bedford Bellbrook Bellefontaine Bellevue Berea Berkshire Bethel Bexley Blue Ash Boardman Rowling Green Bristol Broadview Heights Brook Park Brunswick

Microsoft PowerPoint - [...] Ohio Free Public Reco...

10:39 AM



INSIGHT ■ INNOVATION ■ EXPERIENCE

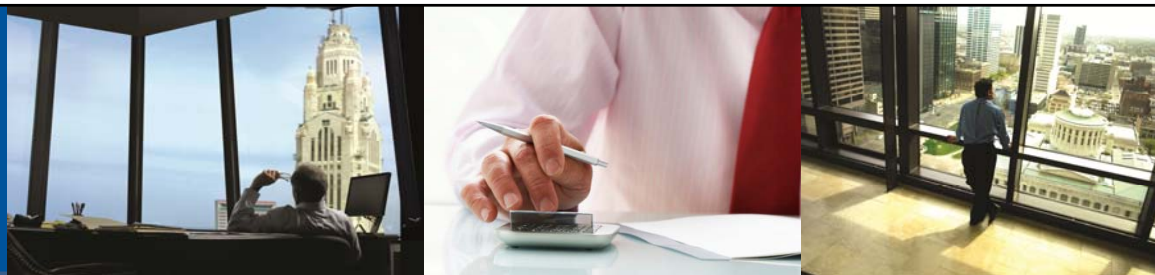


www.icerocket.com example:

The screenshot shows a Mozilla Firefox browser window displaying the Icerocket Blog Search results for the query "jimmy swanson". The browser's address bar shows the URL: <http://www.icerocket.com/search?tab=blog&q=jimmy+swanson&af=0&dr=0&>. The search results page features a sidebar on the left with navigation options like "Today", "Past Week", "Past Month", and "Sort by language". The main content area displays a list of search results, including a post titled "State's Office Stereo – Mark McGuire, Le Galaxie, Nirvana, Dan Le Sac vs...." published 5 days ago by State Staff. The post text includes a quote: "... it'll be another few years before this lot decide to throw in the towel. The track itself is kind of an elegy for Grohl's childhood friend **Jimmy Swanson**, who died of an overdose in 2008. It resonates thanks to a mournful guitar riff combined with Grohl's melancholy vocals in the lyrics: "I should ...". A sponsored advertisement for "Jimmy Swanson" is also visible on the right side of the page, with the text: "Looking for Jimmy Swanson? Find Address, Phone #, & Email: www.PeopleSmart.com". The Windows taskbar at the bottom shows the Start button and several open applications, including "jimmy swan...", iTunes, Microsoft PowerPoint, and Presentations. The system clock indicates the time is 3:51 PM.



INSIGHT ■ INNOVATION ■ EXPERIENCE



Wayback Machine Enron Example – August 16, 2000:

Enron | Awards & Achievements | Executive - Mozilla Firefox

File Edit View History Bookmarks Tools Help

http://web.archive.org/web/20000816003416/http://www4.enron.com/corp/inside/exec.html

bar louie columbus ohio

Most Visited QuickBooks Online Lo... My Yahoo! Houdini ESQ Practice ... Business Banking Welcome, Frank! | Lin... Workspace Login Colts | The Indianapol... Pandora Radio - Liste... Twitter / Home SOI Tax Stats - Corp...

My Yahoo! Enron | Awards & Achievements | Execut... x +

INTERNET ARCHIVE waybackmachine

4 captures 16 Aug 00 - 12 Apr 01

JUL AUG DEC 16 1999 2000 2001

Close Help ?

Home Inside Enron Products & Services Newsroom Investors Work @ Enron Contacts

Executive Inside Enron

Home > Inside Enron

Inside Enron "Leaders and Innovators"

Inside Enron

Back to Inside Enron

Print this page

Awards & Achievements

Corporate

Executive

Environmental

Search

Go!

Site Director | Site Index | Advanced Search

Around the World

Select a Region -

Business Units

Select a Business -

Additional Resources

Home Credit Union

Enron Investment Partners

Go to Online Marketplace Services

Ken Lay

Top 25 Managers, 1996 and 1999
Business Week named Enron Chairman and CEO Ken Lay as one of the top 25 managers for 1999. Ken was recognized in 1999 for establishing Enron as the leading U.S. marketer of electricity and natural gas and for "taking Enron into the red-hot communications industry" where Enron is developing an intelligent network platform to facilitate online business and building a market for trading bandwidth, "just as Enron pioneered the trading of energy using innovative financial contracts." Ken also was named a top manager by *Business Week* in 1996.

The 50 Best CEOs, May 1999
Financial Intelligence listed Enron Chairman and CEO Ken Lay one of the top CEOs in America. According to the journal, Ken's leadership, inventiveness and business philosophy have allowed Enron to evolve from a small natural gas company in Houston into one of the world's largest integrated electricity and natural gas companies.

Lifetime Achievement Award, 1998
The award was presented to Ken Lay at the 26th Annual Energy Daily Congress dinner on December 3, 1998. Ken was cited by the nominating committee for his "unmatched vision, strategy and courage" in the energy industry. The committee noted that Enron's influence "has changed the face of the energy industry for the better, reducing the cost to consumers and providing innovative solutions to complex problems." In accepting the award, Ken credited "a lot of very creative, bright people who work around me."

[Back to top](#)

Texas Energy Pioneer Award, 1998
The Texas Railroad Commission named Ken Lay the recipient of its award for the leadership and contributions he has made to the State of Texas, as well as to national and global energy communities. In being nominated for the award, Ken was cited for his outstanding contributions and innovations in natural gas that have improved and enhanced Texas' leading position in the natural gas industry.

Horatio Alger, 1998
Ken Lay was selected as one of 10 Americans to receive the award in 1998. The Horatio Alger Award recognizes a lifetime of achievement and community service. Since 1947, the award has honored Americans who triumph over adversity, inspire success and help others realize their full potential. The award is named after Horatio Alger, Jr., the author of more than 100 books that inspired young people from the post-Civil War through the early decades of the 20th century.

Texas Business Hall of Fame, 1997
Enron Chairman and CEO Ken Lay was inducted into the Texas Business Hall of Fame for his outstanding contributions to the energy industry. The merger between InterNorth and Houston Natural Gas in 1985 allowed Ken to position Enron as the leader in the natural gas industry. He led Enron to renegotiate its gas supply contracts and to be responsive to a rapidly evolving market environment in natural gas and electricity. Over the years, Ken's leadership and creativity have helped Enron become a global energy leader.

Start

Calendar - Microsoft... Enron | Awards & ... iTunes Microsoft PowerPoin... Presentations

3:38 PM



INSIGHT • INNOVATION • EXPERIENCE



Questions?



INSIGHT • INNOVATION • EXPERIENCE



Thank you!

Frank Wishart - fwishart@schneiderdowns.com

Work Phone: (614) 586-7118

Cell Phone: (614) 791-2100

41 S. High Street, Suite 2100

Columbus, OH 43215