

# Statement Analysis® Interviewing Techniques

Learn how to detect deception  
in a verbal and written statement

Statement Analysis® is the process of examining a person's words to see if the subject is being truthful or deceptive. Even though people may lie and withhold information, their words will betray them. People will always phrase their statement based on all their knowledge. Therefore, their statement will often contain information they did not intend to share. The key to detecting deception is to know what to look for in a person's statement.

In this training, Mark McClish will share his techniques on how to analyze a verbal and written statement to detect deception. He will also provide insight on how to obtain additional information from a statement. By using excerpts from today's headlines, Mark gives a presentation that is current and interesting. After attending this training, you will begin to observe things in a verbal and written statement that you never noticed before.

## MARK McCLISH

Mark McClish is a retired Supervisory Deputy United States Marshal. From 1990 through 1999, he taught interviewing techniques at the U.S. Marshals Service Training Academy. During this time, he conducted research on deceptive language and developed the Statement Analysis® techniques to determine if a person is lying or telling the truth.

After retiring from the Marshals Service in 2009, Mark started Advanced Interviewing Concepts. His company provides interviewing skills training and offers assistance in analyzing statements. Mark has appeared on numerous television and radio programs. He is the author of the books *I Know You Are Lying* and *Don't Be Deceived*.

## WHO SHOULD ATTEND

This training is designed for anyone who wants to improve their interviewing skills. These techniques can be used in an investigation, in a legal proceeding, when listening to a 911 call or when examining a written statement. This training is open to interviewers from all fields: law enforcement, loss prevention, law, security, social workers, human resources, etc.

## THE TECHNIQUES

Statement Analysis® is the most accurate way of detecting deception. Polygraphs limit you to asking "Yes" or "No" type questions. Body language techniques can be hard to recognize and require interpretation. With the Statement Analysis® techniques, you never have to guess or infer. This is because people mean exactly what they say.

Statement Analysis® is a registered trademark of Mark McClish

This one-day Statement Analysis®  
Interviewing Techniques class  
is being hosted by the  
Hendersonville Police Department

### Location

Hendersonville Police Department  
630 Ashe St.  
Hendersonville, NC 28792

### Date and Time

March 28, 2023  
8:00 a.m. – 5:00 p.m.

### Cost

\$150

For those organizations sending three or more participants, the cost is reduced to \$125 per participant.

### Registration

To register for this training, go to [www.StatementAnalysis.com/seminars](http://www.StatementAnalysis.com/seminars)

### Participants Will Receive

- A Statement Analysis Workbook
- A certificate of completion

### Contact Information

For directions, hotel or other information please contact:

Captain Dale Patton  
Hendersonville Police Department  
828-697-3047  
dpatton@hvlnc.gov

## Registration Process

You can register online for this training at [www.StatementAnalysis.com/seminars](http://www.StatementAnalysis.com/seminars)

- Choose the training location from the list.
- Fill in your registration information.
- Provide a purchase order # if you have one.
- Print a W-9 if you need one.

## Payment Options

After registering, you will have the option to pay online with a credit card, by PayPal or you can pay by mail with a check. You can also call us 252-364-5375 and pay with a credit card.

Upon completion of the process, print your invoice/receipt.

## Confirmation

When you have completed the online registration, you will receive an email confirming your enrollment in the class.

## Questions

If you have any questions regarding registration for this training, please call us at 252-364-5375.

## Lunch

Each day there will be a one-hour lunch break. Participants are responsible for their own meals.

## What people are saying about this training.

“This is a fantastic class. The knowledge I have taken from this course will make me a better interviewer.” – Investigator M. Garrison

“Mark takes deception detecting to the next level.” – Detective T. Peak

“Mr. McClish's statement analysis course has proven to be a very useful tool. I am far more competent in conducting background investigations.” – Investigator J. Scott

“A wealth of information in a short period of time.” – Detective J. Robbins

“It's amazing how much information can be hidden in words. Mark, thanks for opening my eyes and mind.” – Investigator T. Garsztko

## Contact Information

Advanced Interviewing Concepts  
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**For more information on the Statement Analysis techniques, visit our website at [www.StatementAnalysis.com](http://www.StatementAnalysis.com)**

# Statement Analysis<sup>®</sup> Interviewing Techniques

**Learn the most accurate way of determining if someone is lying.**

**Training on detecting deception coming to your area.**

**Presented by  
Advanced Interviewing Concepts**