



*My View*

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## ***HELLO FROM CHICAGO***



I'm here in Chicago having just presented TIP at the International Association of Chiefs of Police Conference. I spoke to a meeting of the presidents of the Police Chiefs Associations from each of the states. Chief Dave Maggard, the president of the California Police Chiefs Association gave me a great introduction.

Because I only had ten minutes to speak (after lunch), I decided I needed to use an approach which would hopefully touch the police chiefs' hearts and get their attention. So I decided to use more of a "fire and brimstone" approach than I normally do. I hammered away at how they owe it to their residents to provide this program in their communities. I also read a powerful quote from one of our clients which I had just received that morning. It seemed to work. There seemed to be lots of interest in TIP, and certainly we have a number of leads to follow-up on.

Once again, I saw how our reputation is dependent on the reputation of our local affiliates. The police chief of Henderson, Nevada (served by our Southern Nevada Affiliate) was in the audience and said some very nice things about TIP.

You are all familiar with our plan to start five affiliates in the next five years. We're off to a good start! I'll keep you informed.

Wayne Fortin, Founder  
What do you think? Contact Wayne @  
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