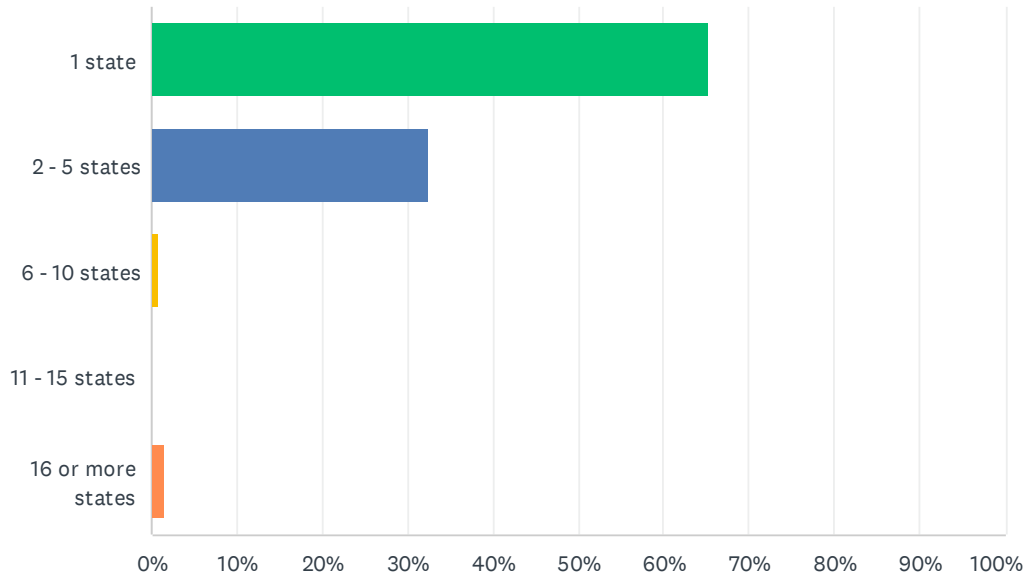


Q2 Are you licensed in more than one state?

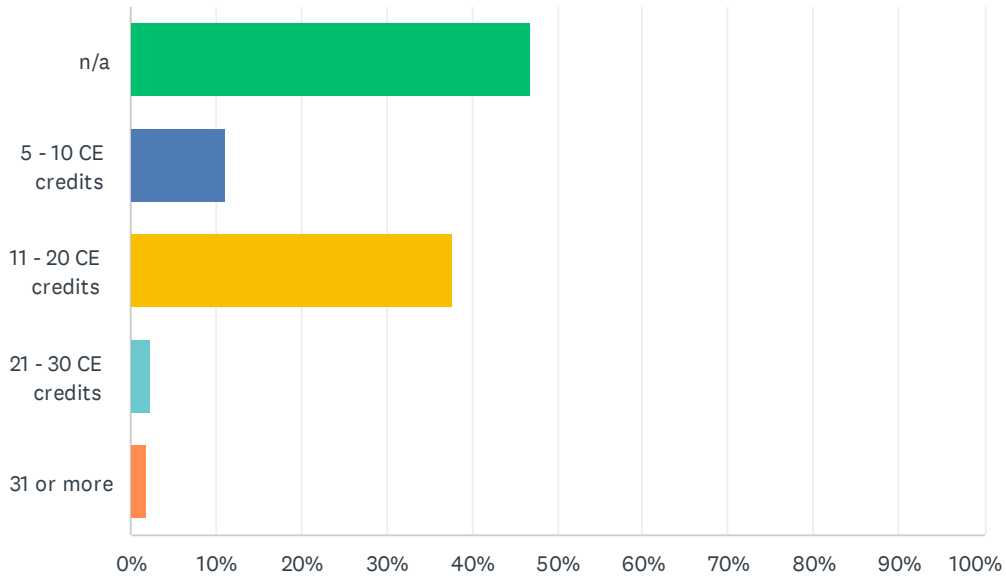
Answered: 213 Skipped: 3



ANSWER CHOICES	RESPONSES	
1 state	65.26%	139
2 - 5 states	32.39%	69
6 - 10 states	0.94%	2
11 - 15 states	0.00%	0
16 or more states	1.41%	3
TOTAL		213

Q3 Do you operate in a state that requires continuing education?

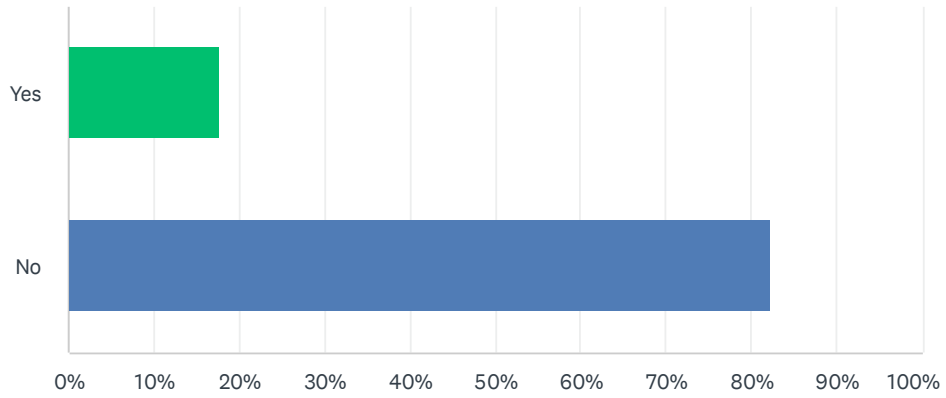
Answered: 215 Skipped: 1



ANSWER CHOICES	RESPONSES	
n/a	46.98%	101
5 - 10 CE credits	11.16%	24
11 - 20 CE credits	37.67%	81
21 - 30 CE credits	2.33%	5
31 or more	1.86%	4
TOTAL		215

Q5 Were you an intern before becoming a private investigator?

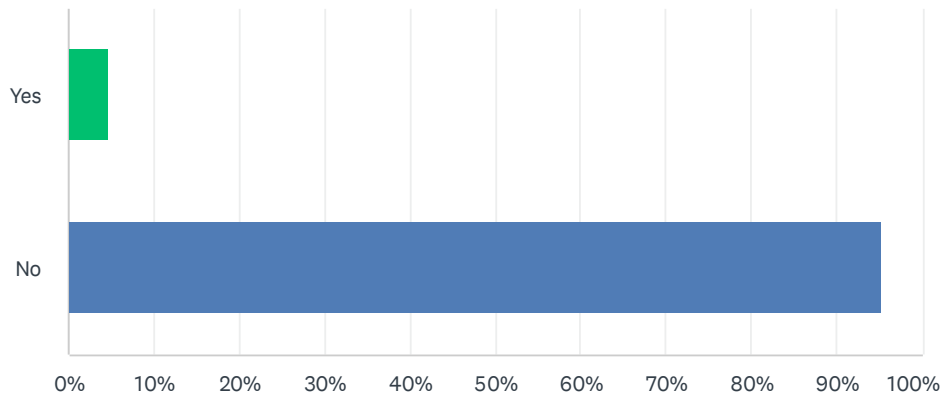
Answered: 216 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	17.59%	38
No	82.41%	178
TOTAL		216

Q6 Are you CURRENTLY a certified law enforcement officer?

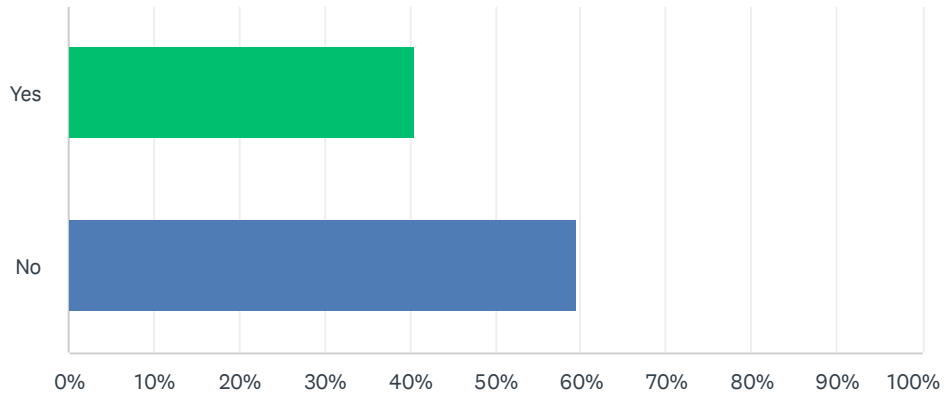
Answered: 213 Skipped: 3



ANSWER CHOICES	RESPONSES	
Yes	4.69%	10
No	95.31%	203
TOTAL		213

Q7 Are you a retired or previous law enforcement officer?

Answered: 215 Skipped: 1

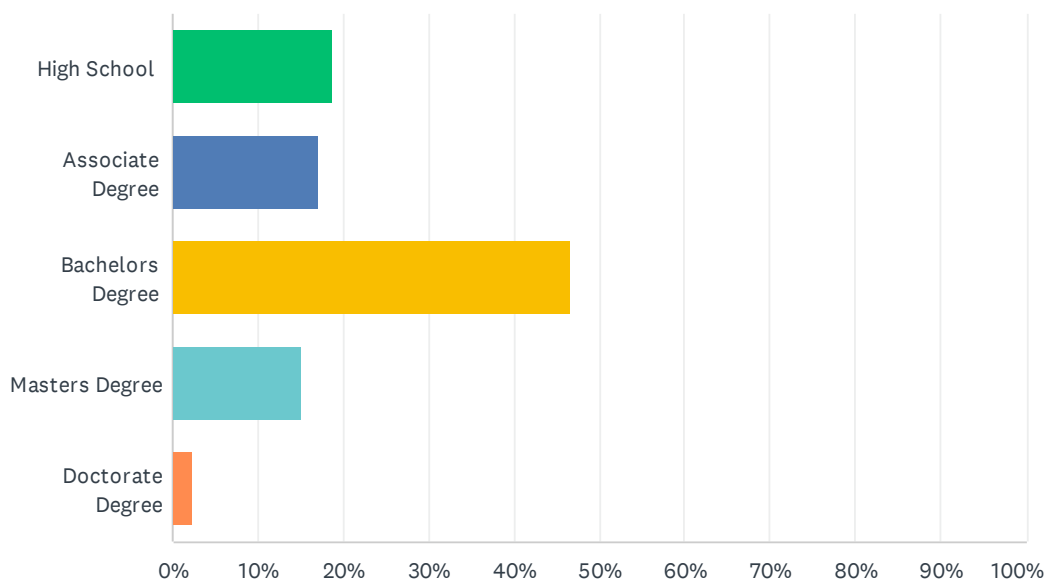


ANSWER CHOICES	RESPONSES	
Yes	40.47%	87
No	59.53%	128
TOTAL		215



Q8 What level of education do you possess?

Answered: 212 Skipped: 4

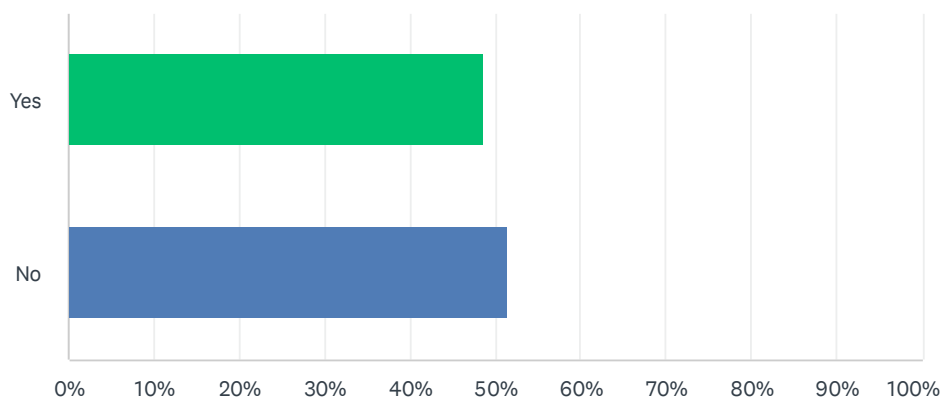


ANSWER CHOICES	RESPONSES	
High School	18.87%	40
Associate Degree	16.98%	36
Bachelors Degree	46.70%	99
Masters Degree	15.09%	32
Doctorate Degree	2.36%	5
TOTAL		212



Q9 Is your degree in Criminal Justice or a related field?

Answered: 208 Skipped: 8

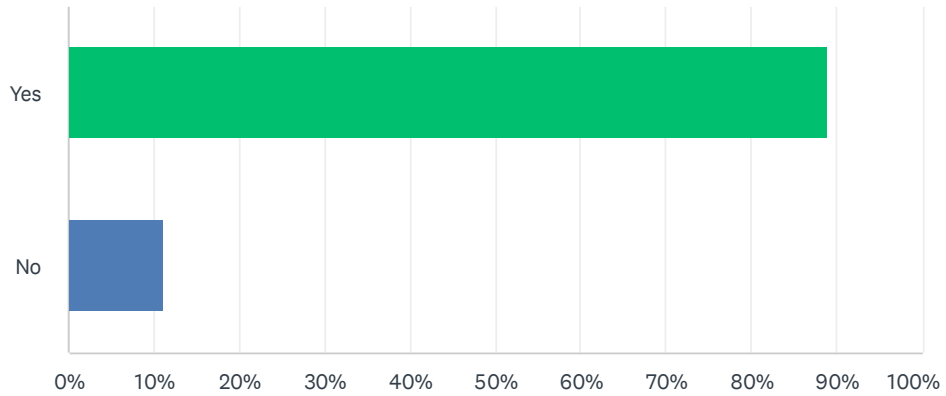


ANSWER CHOICES	RESPONSES	
Yes	48.56%	101
No	51.44%	107
TOTAL		208



Q10 Are you the owner of the PI company you work for?

Answered: 216 Skipped: 0

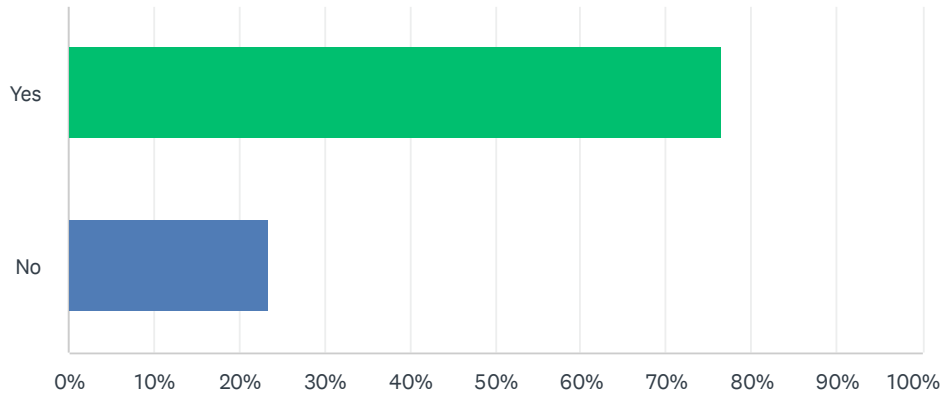


ANSWER CHOICES	RESPONSES	
Yes	88.89%	192
No	11.11%	24
TOTAL		216



Q11 Do you belong to your state association?

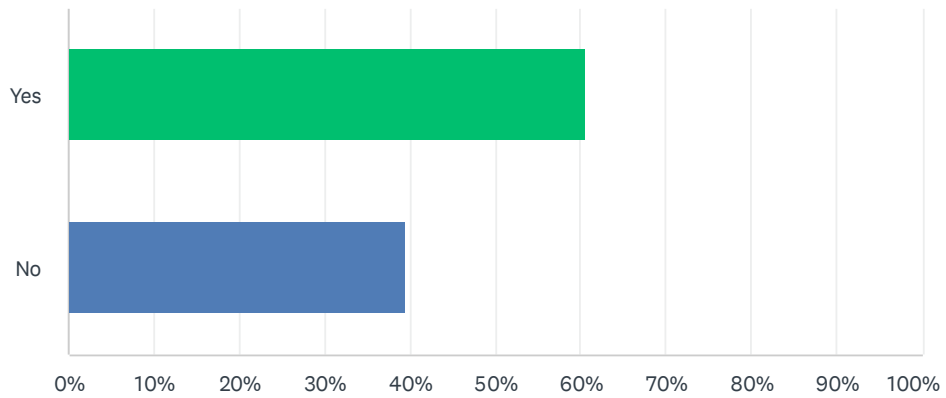
Answered: 213 Skipped: 3



ANSWER CHOICES	RESPONSES	
Yes	76.53%	163
No	23.47%	50
TOTAL		213

Q12 Do you belong to a national or international PI association?

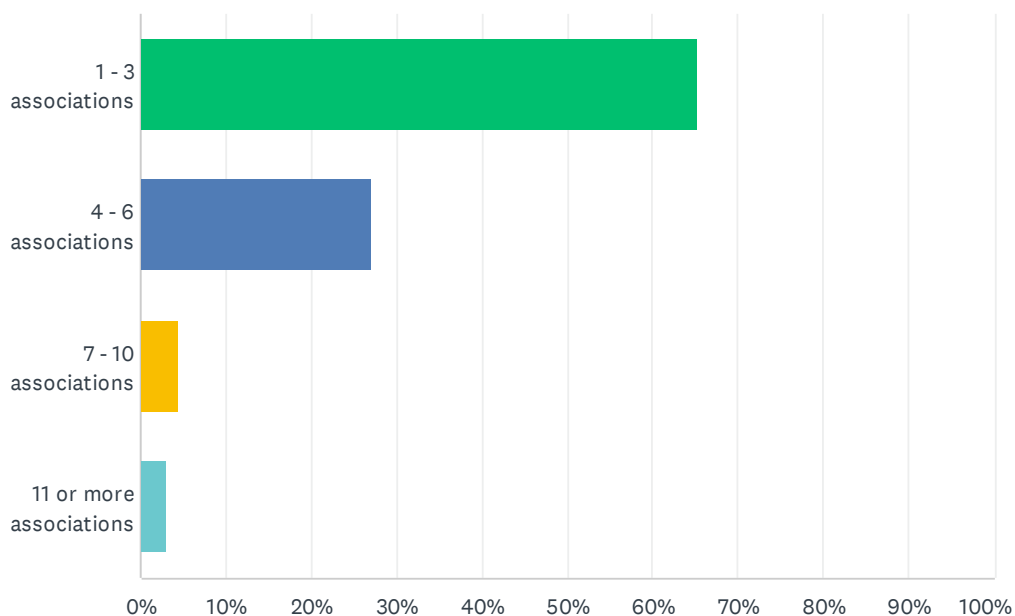
Answered: 216 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	60.65%	131
No	39.35%	85
TOTAL		216

Q13 How many PI industry associations do you belong?

Answered: 199 Skipped: 17

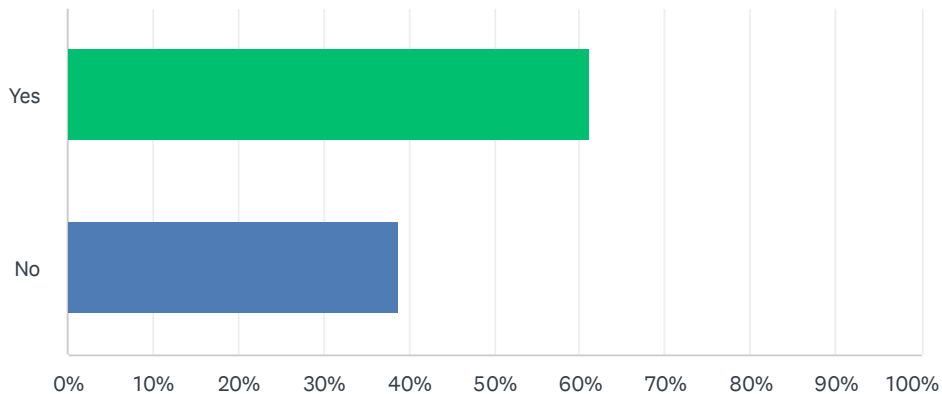


ANSWER CHOICES	RESPONSES	
1 - 3 associations	65.33%	130
4 - 6 associations	27.14%	54
7 - 10 associations	4.52%	9
11 or more associations	3.02%	6
TOTAL		199



Q14 Does your household derive the main income from your employment as a private investigator?

Answered: 214 Skipped: 2

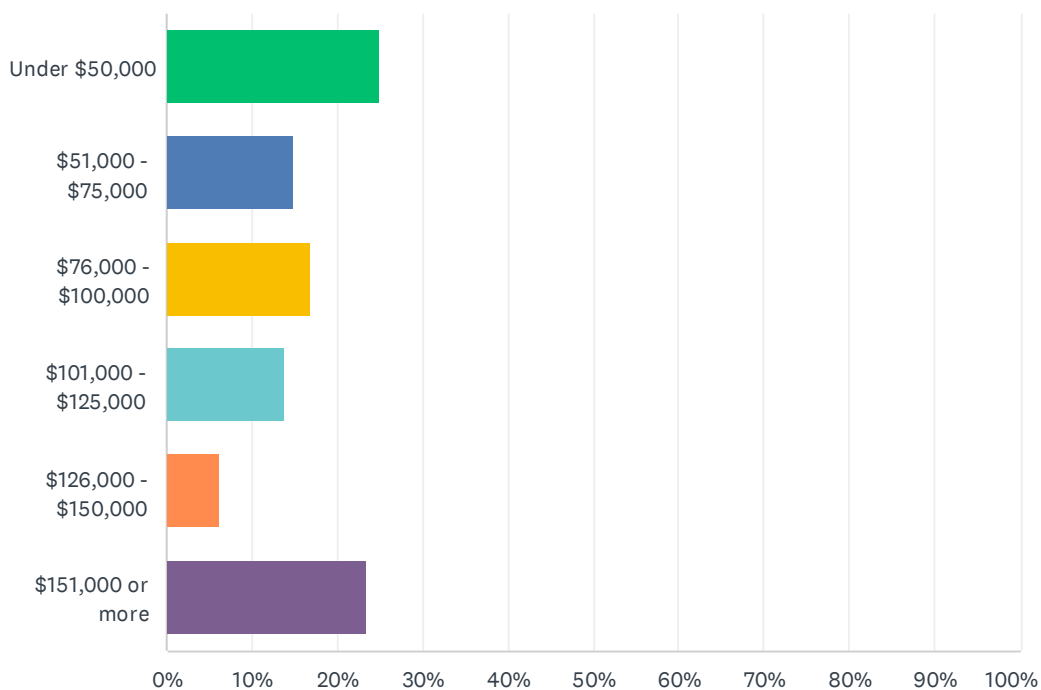


ANSWER CHOICES	RESPONSES	
Yes	61.21%	131
No	38.79%	83
TOTAL		214



Q15 What is your yearly level of income from your PI employment?

Answered: 209 Skipped: 7

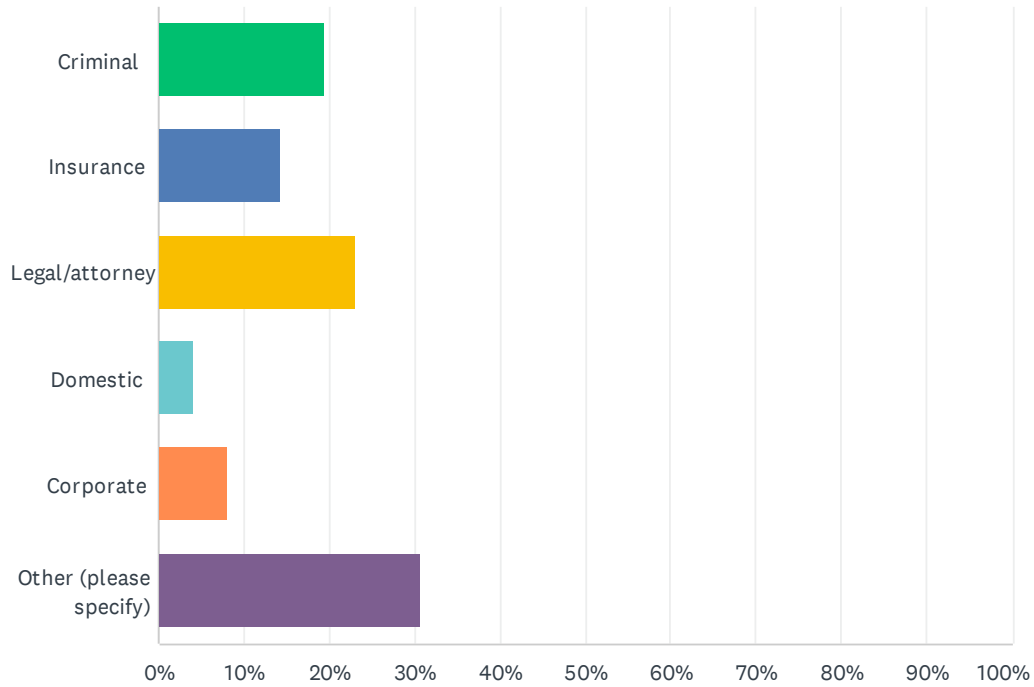


ANSWER CHOICES	RESPONSES	
Under \$50,000	24.88%	52
\$51,000 - \$75,000	14.83%	31
\$76,000 - \$100,000	16.75%	35
\$101,000 - \$125,000	13.88%	29
\$126,000 - \$150,000	6.22%	13
\$151,000 or more	23.44%	49
TOTAL		209



Q16 Do you specialize in one type of case?

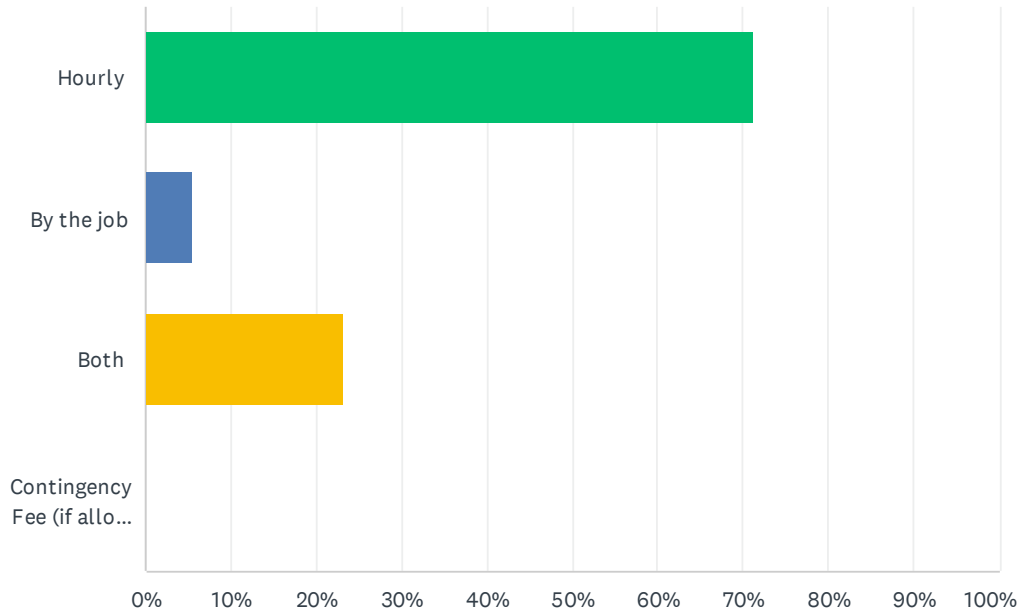
Answered: 195 Skipped: 21



ANSWER CHOICES	RESPONSES	
Criminal	19.49%	38
Insurance	14.36%	28
Legal/attorney	23.08%	45
Domestic	4.10%	8
Corporate	8.21%	16
Other (please specify)	30.77%	60
TOTAL		195

Q17 Do you bill by the hour or by the job?

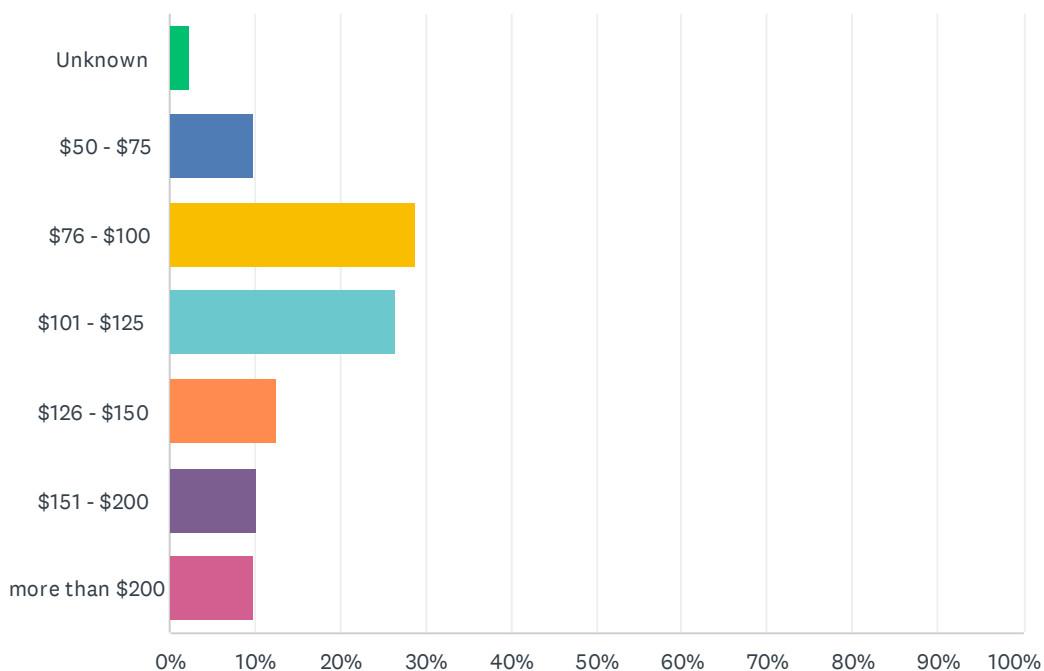
Answered: 216 Skipped: 0



ANSWER CHOICES	RESPONSES	
Hourly	71.30%	154
By the job	5.56%	12
Both	23.15%	50
Contingency Fee (if allowed in your state)	0.00%	0
TOTAL		216

Q18 Do you charge the client an hourly rate of-

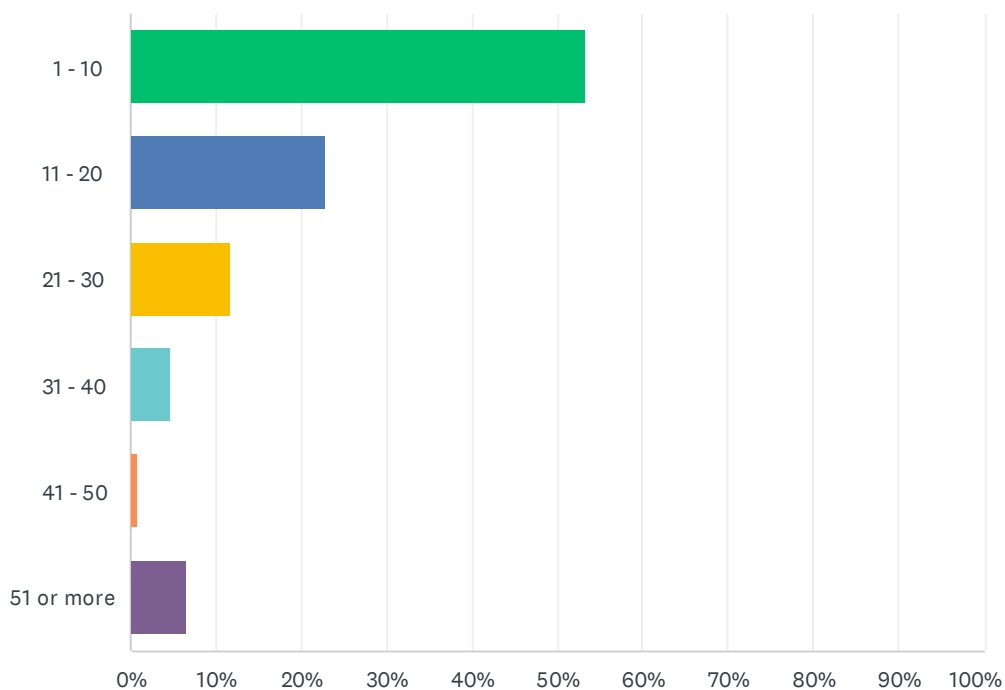
Answered: 215 Skipped: 1



ANSWER CHOICES	RESPONSES
Unknown	2.33% 5
\$50 - \$75	9.77% 21
\$76 - \$100	28.84% 62
\$101 - \$125	26.51% 57
\$126 - \$150	12.56% 27
\$151 - \$200	10.23% 22
more than \$200	9.77% 21
TOTAL	215

Q19 How many cases do you typically work per month?

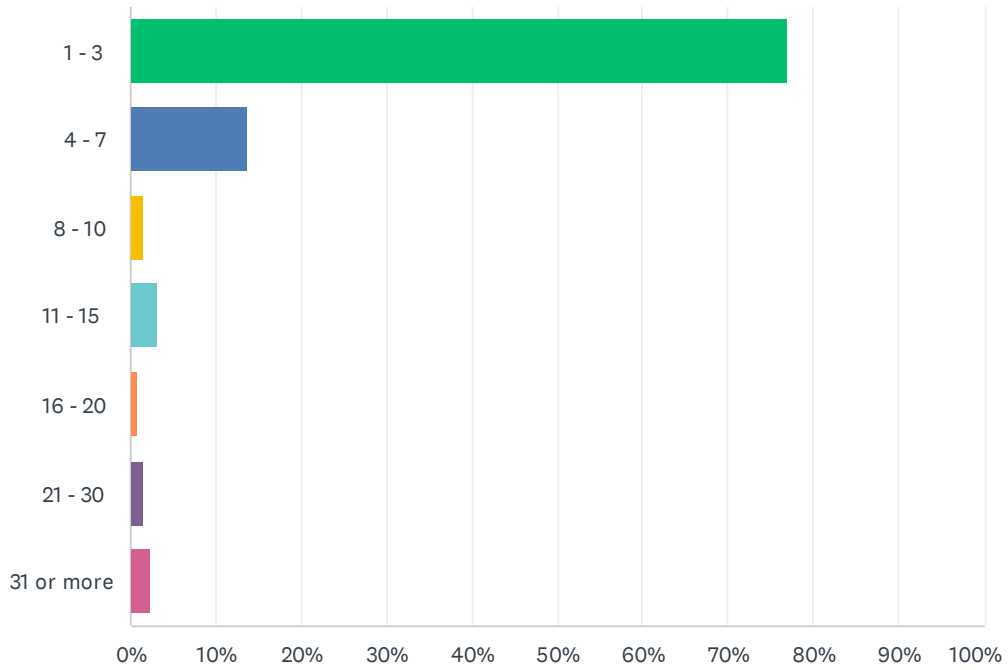
Answered: 214 Skipped: 2



ANSWER CHOICES	RESPONSES	
1 - 10	53.27%	114
11 - 20	22.90%	49
21 - 30	11.68%	25
31 - 40	4.67%	10
41 - 50	0.93%	2
51 or more	6.54%	14
TOTAL		214

Q20 How many licensed PI's are there in your company?

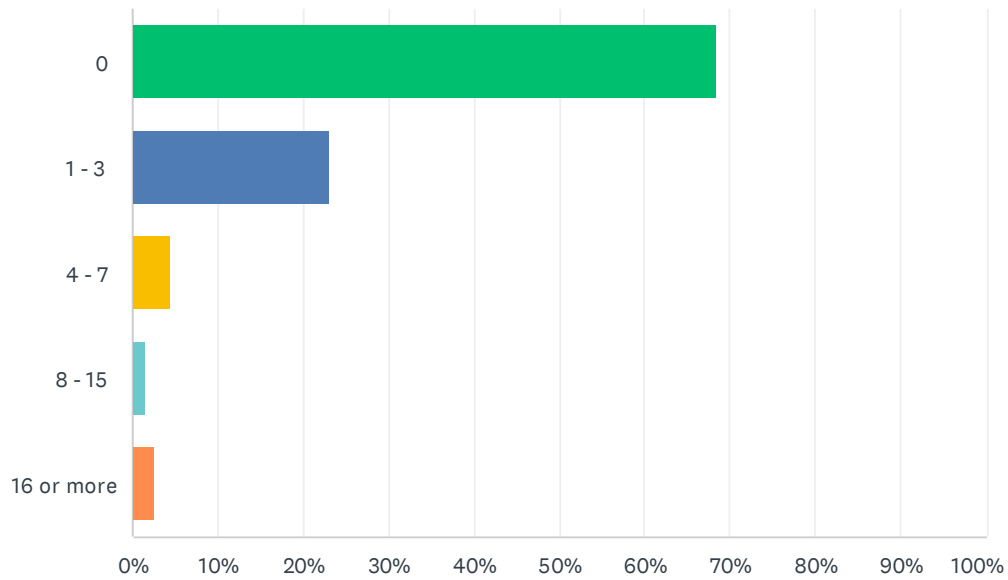
Answered: 213 Skipped: 3



ANSWER CHOICES	RESPONSES	
1 - 3	77.00%	164
4 - 7	13.62%	29
8 - 10	1.41%	3
11 - 15	3.29%	7
16 - 20	0.94%	2
21 - 30	1.41%	3
31 or more	2.35%	5
TOTAL		213

Q21 How many support staff (non-licensed PI's) work in your company?

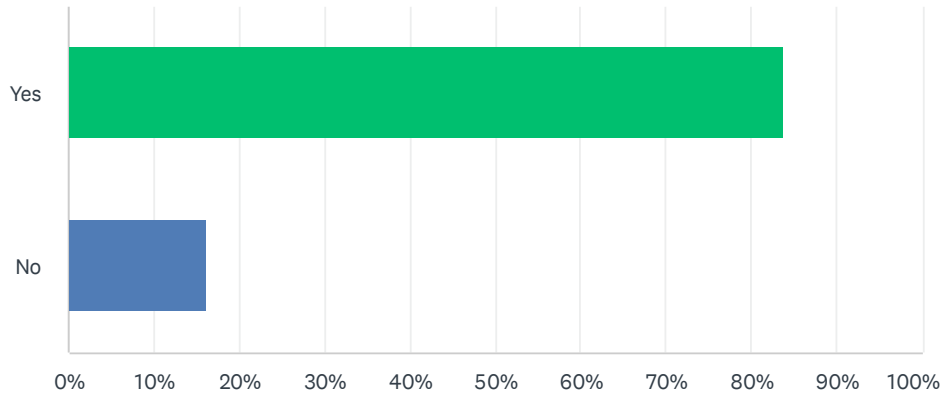
Answered: 199 Skipped: 17



ANSWER CHOICES	RESPONSES	
0	68.34%	136
1 - 3	23.12%	46
4 - 7	4.52%	9
8 - 15	1.51%	3
16 or more	2.51%	5
TOTAL		199

Q22 Does your state regulations allow you to work for more than one company at a time?

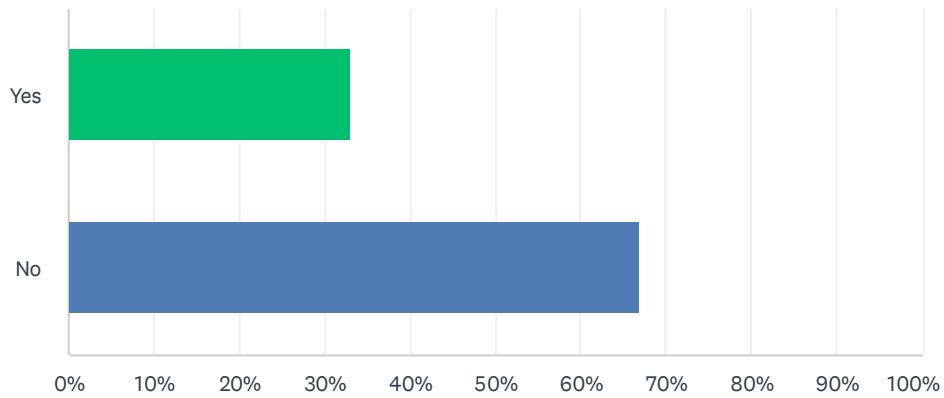
Answered: 204 Skipped: 12



ANSWER CHOICES	RESPONSES	
Yes	83.82%	171
No	16.18%	33
TOTAL		204

Q23 Do you use an online case management system?

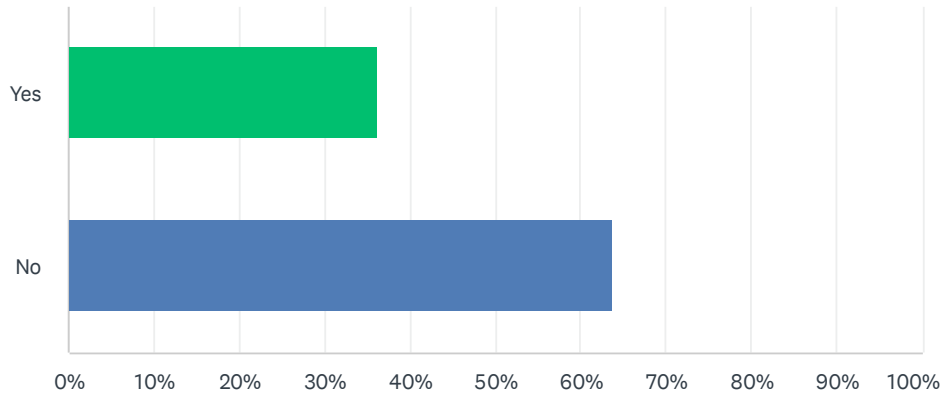
Answered: 215 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	33.02%	71
No	66.98%	144
TOTAL		215

Q24 Do you use an outside payroll processing company?

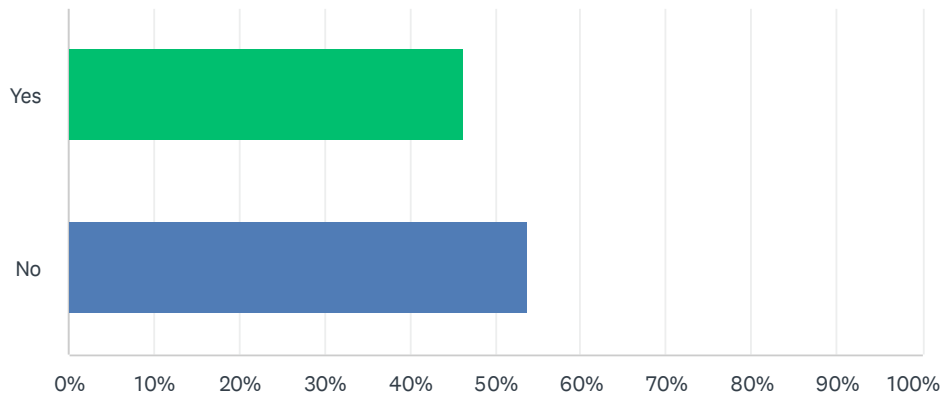
Answered: 215 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	36.28%	78
No	63.72%	137
TOTAL		215

Q25 Do you have a physical office outside of your home?

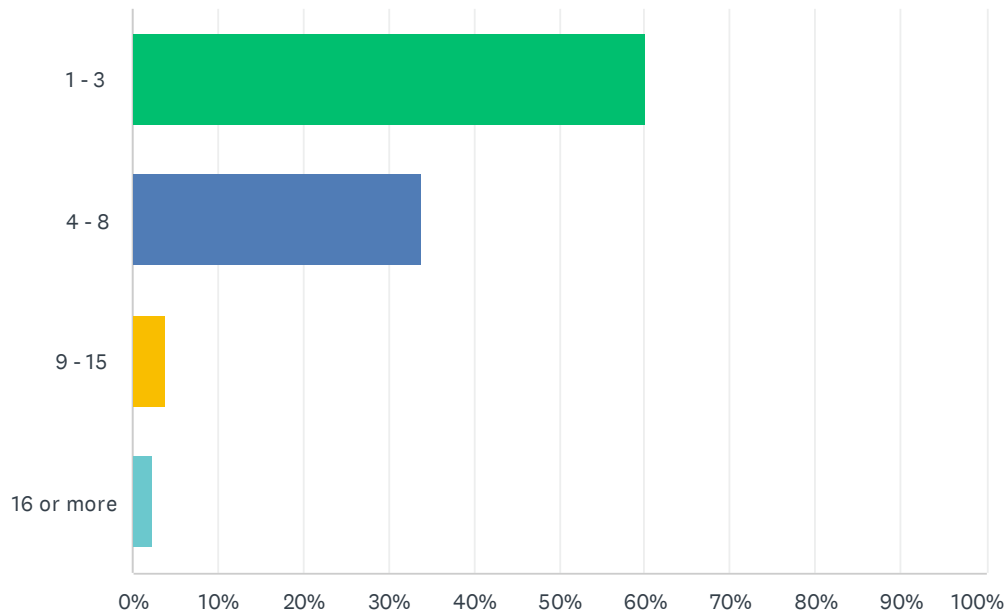
Answered: 216 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	46.30%	100
No	53.70%	116
TOTAL		216

Q26 How many industry databases do you subscribe to and use?

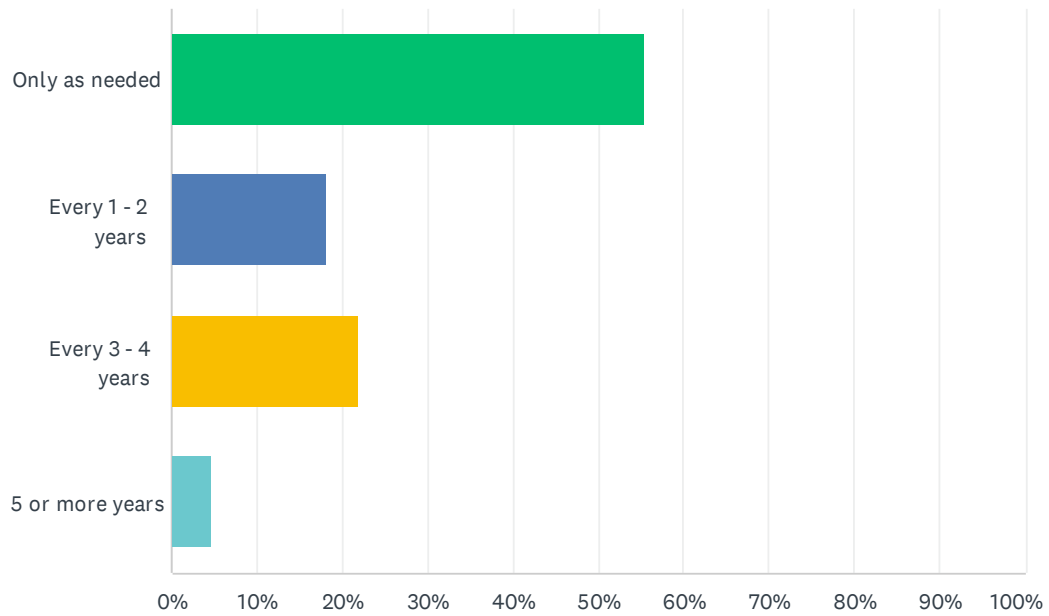
Answered: 213 Skipped: 3



ANSWER CHOICES	RESPONSES	
1 - 3	60.09%	128
4 - 8	33.80%	72
9 - 15	3.76%	8
16 or more	2.35%	5
TOTAL		213

Q27 How often do you upgrade computers, cameras, etc?

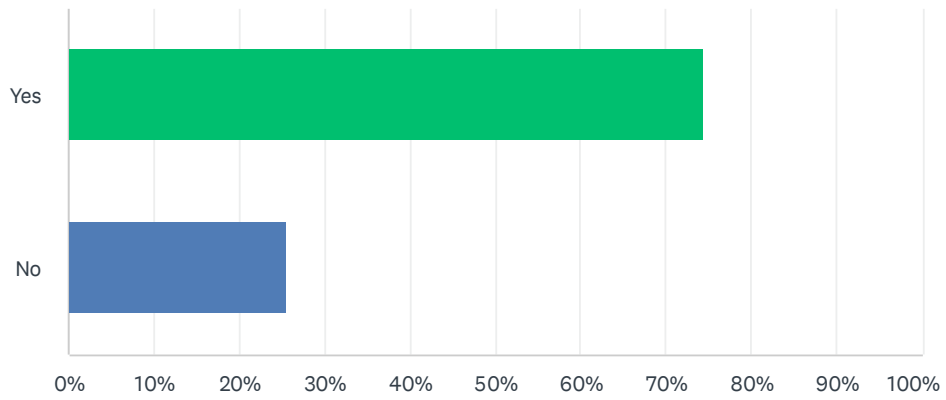
Answered: 215 Skipped: 1



ANSWER CHOICES	RESPONSES	
Only as needed	55.35%	119
Every 1 - 2 years	18.14%	39
Every 3 - 4 years	21.86%	47
5 or more years	4.65%	10
TOTAL		215

Q28 Do you subcontract work to other PI's?

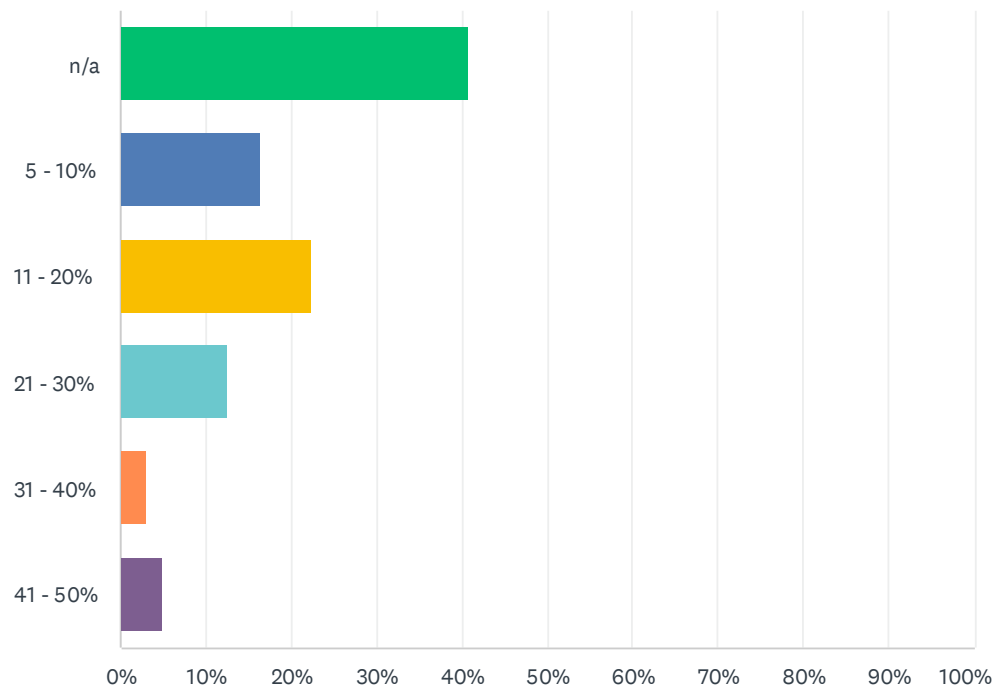
Answered: 215 Skipped: 1



ANSWER CHOICES	RESPONSES	
Yes	74.42%	160
No	25.58%	55
TOTAL		215

Q29 If you do subcontract work for other PI's, do you offer a discounted rate?

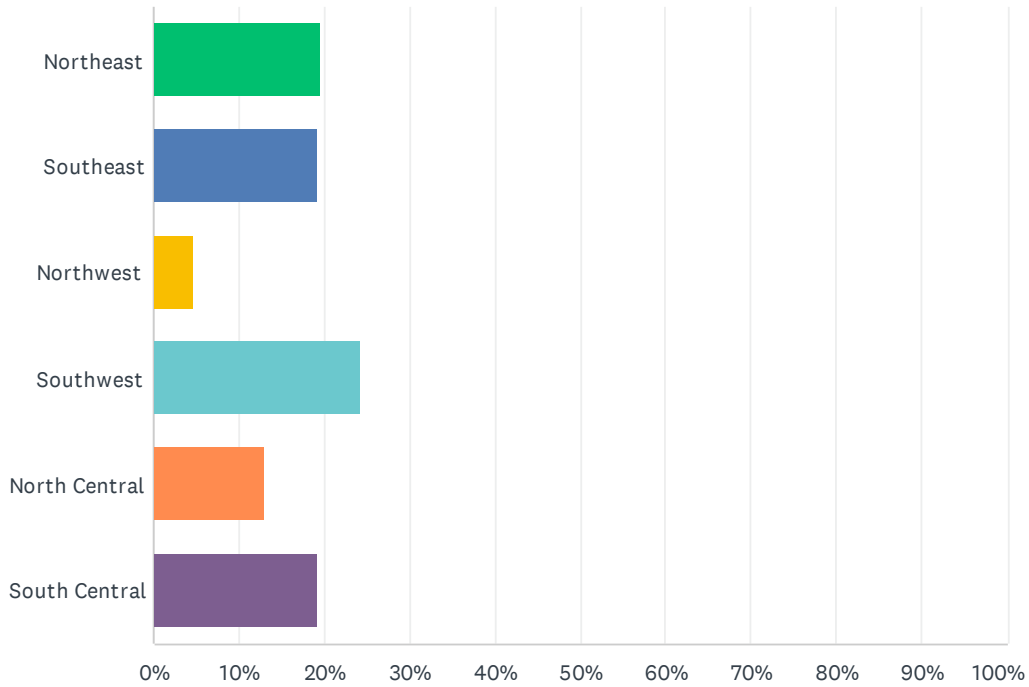
Answered: 206 Skipped: 10



ANSWER CHOICES	RESPONSES	
n/a	40.78%	84
5 - 10%	16.50%	34
11 - 20%	22.33%	46
21 - 30%	12.62%	26
31 - 40%	2.91%	6
41 - 50%	4.85%	10
TOTAL		206

Q30 What region of the U.S. are you in?

Answered: 214 Skipped: 2



ANSWER CHOICES	RESPONSES	
Northeast	19.63%	42
Southeast	19.16%	41
Northwest	4.67%	10
Southwest	24.30%	52
North Central	13.08%	28
South Central	19.16%	41
TOTAL		214