

Tape 16 – Mike Enlow

The next gentleman I am going to introduce to you is, in my opinion, the best private detective in the United States. I hired a local private detective agency to investigate someone I was having trouble with here in the Florida Keys and after a period of two and a half months, they came up with nothing. Mike wanted to meet me, and he said is there any way I can prove to you what I can do, and I told him about that situation. What he came up with in about two and a half hours was about 40 times what they did.

This man has some of the most sophisticated information and surveillance and I can't tell you what all else. You may wonder how this applies to marketing, but this is a man who can save your ass. The best way to cure a problem is nip it in the bud before it starts. The other thing is that after it started, you can get something done. There is nothing more powerful than taking care of litigation. There is no way that anybody can run their business without running afoul of some of the scumbags on earth, but human nature is extraordinarily weird. I mean, you are going to offend people who think you ripped them off no matter what you do. I send out a lot of dollar bill letters. I got a bitch call from a guy who was furious. No, it was a letter, actually, he sent back. He said your letter said I'm attaching a nice, crisp one dollar bill and mine was wrinkled and smudged, you fraud. He just went on and on and on. What can I say? A guy gets a buck and it's not in the condition that he wants it.

People are going to distrust you. People are going to be dissatisfied no matter what you do, but that's not the main thing. There's just also a bunch of scum, a bunch of thieves, a bunch of slime bags, a bunch of con men, people that aren't for real, and there's all kinds of other situations like your children can be kidnapped. They can run away from home. I've had a lot of personal experience with this man, and I believe this guy is the expert. There ain't nobody been up on this stage yet that didn't know what they're talking about and in the field of private investigation, this is my man, the top expert. Please welcome Mike Enlow.

Pauline: Gary announced in a personal situation that we had recently that it took Mike three hours to find the person we were looking for. It took him 20 minutes to locate the person we were looking for.

Mike: Gary was on the phone the other two hours.

Pauline: Yeah, and he couldn't call back to tell me where this person was. Twenty minutes it took him to find him.

Mike: I was going with just the name. Okay, first I had prepared for about an hour and didn't look like I'm going to have that much time because I got another meeting. I'm not catching a plane out, but I do have another meeting.

The first thing I want to say is that the giving that you all have done here today always manages to come back to you. I'm a giving person. I been giving and giving for many years. I've given – in fact, I earned my millions and I've turned it right around and put it back into the soil, you might say, giving over and over and over. It never has failed to return to me many, many times over. It's suntill doing that even today. I have a meeting shortly that I think's going to even quadruple anything I've ever done in my life. I want to tell you, you've made a very good investment.

I'm going to tell you a brief story. I'm going to try to make it brief. It's a long story, so have to condense it somewhat as to how I got into the private investigation business. At 17 years old, I become angry with my mom and dad and I ran away from home with two pair of jeans and two t-shirts. I quit school in the last part of the tenth grade. I went to south Louisiana, went to work in the pipe yards

rolling pipe, which is a very tough job for a little 150 pound guy. I did that for a while and I was working and staying at what's called a labor camp. That's where they give you a greasy bunk bed to sleep on with a bunch of winos. After you get paid at the end of the week, you wind up with like \$30 a week to survive on. It went like that for three or four weeks and I got fed up with it and I was to the point of no return. I said I've got to do something and I went to a bar called the Naughty Night, and at the Naughty Night, I met this beautiful naughty little girl. She was 16 years old and I was 17. Suddenly I become the criminal of south Louisiana and got thrown in a bayou jail for contributing to the delinquency of a minor.

I'd always heard that you never ask for a court-appointed lawyer because they just don't do the job for you. I told the judge I didn't want a lawyer. I would study the law and defend myself. Well in Louisiana, they have what's called the old Napoleonic Law and if you don't file a motion for a speedy trial, you don't get one. Three months passed as I was studying law books, fighting for my food, and trying to survive in this bayou jail.

I wrote the district attorney letter after letter after letter telling him look, I'm a good guy. I know I have long hair and I haven't cut my hair, but that hasn't been my priority. I said but I have done no wrong. Well, it went for months. Three months passed, and one day I was reading and I discovered I could file a writ of habeas corpus to the clerk and they would produce me before the courts and they'd have to show just cause as to why they were holding me in jail. I filed a handwritten writ. They produced me before the court, and needless to say that the dad that had pressed the charges didn't show and I was excused from the charges and released, but I asked the judge that day, I said, "Your Honor, may I ask the district attorney a couple of questions," and he says, "Sure, go ahead, son." I said, "Well, Mr. DA, did you get my letters?" He said, "Yes, I received your letters." I said, "All 13 of my letters?" He said, "Yes, sir, I received your letters." I said, "Didn't you read them? I told you I was innocent. I'd met this young girl. She was married, going through a divorce. She's 16. I'm 17." He said, "Well, you know, that's just too bad." I said, "Well, let me just tell you this, and Your Honor, this is not a threat. This is a promise. I'll be back here defending poor, innocent people like myself who've been wrongfully accused."

I studied law as hard as I could with everything I had in the areas of criminal defense law. Seventeen months later, I become the investigator for the public defender's office. When I walked in there with a clean-cut haircut and a suit on and looked at that guy, he liked to have passed out. For seven months' study, I fought him tooth and nail to defend everything from a bad check case to murder, and I put him through the mill. He learned a very valuable lesson, and that is when someone says I'm innocent, maybe you should investigate. Maybe you should look into it. That launched my career because shortly thereafter, all the lawyers began to make a big joke and I become recognized as the thorn in the side of the district attorney. Before long, everyone was wanting cards from me and my business cards were passed out and I had my own practice going.

It was not long after that that word got around to a company called Security Technology that I was doing such a wonderful job in investigations that I might be a good investigator for their work, which was undercover investigations on off-shore rigs. I would get calls like on a Monday. They'd say, "Mike, this is so-and-so, a company. We need you off-shore next Tuesday on Kima rig number 136 or Penrod rig 136 out of Kima, Texas, and you'll have to be a certified welder." I would have to go and I'd have to hustle and I'd have to learn to be a certified welder, so right now, I'm a certified welder in both pike and sheet metal work. I'm certified as a foreman. I've been a hot pipe insulator and I've been certified in so many areas – electrical, plumbing – that I could quit today and find a job, I can assure you.

I went on to do my investigative practice until 1982 when the oilfield began to go south of Louisiana and I had to take a part-time job selling life insurance which I detested, but I also learned there that investigating and selling tie hand in hand. They do fit hand in hand. What I would do in selling life insurance – and incidentally, I broke a world record for the life insurance company I was working for. I would study the obituary columns and find the names of all the relatives of people who had recently passed away and I would get their names, go right to a criss-cross, trace them down, get their addresses, go in and meet them, and then I'd say, "Oh God, I'm so sorry to hear about your loss." You didn't know, and you go in, and I was selling like 52 life insurance policies in two and a half days. I broke a world record for that company. I learned that investigating and selling does tie hand in hand.

I'm going to share with you some of the ways that investigative knowledge can help you in sales and in marketing. For example, we've been talking about how you can use a full page newspaper story like Brad and Alan put together except – well, okay, and let's say you want to do that and you want to mail that to that party or to that person. How do you get their home address? Wouldn't that make a greater impact? There are ways. We are linked right now with 600 private detectives from coast to coast all over the United States and in several foreign countries. If you were one of our subscribers, if they were with me, you could call and we can get in touch with an investigator and have an assignment underway for you in a matter of hours anywhere in the country. We're also linked through online communications through databases and our computer systems to where if you give me just your name and state, I can package up a file that thick on you in no time, in about 48 hours. In the information age today, it's critical that you know how to obtain information, where that information is, and the shortcuts to doing so.

As my practice grew over the years, and it grew to the proportion that now I'm involved in investigations in 23 states this very minute. I was on the phone the day that y'all didn't see me here. I was on the phone from eight in the morning until two in the afternoon instructing my investigators on what I wanted done. They're like a lot of conventional marketing people. They have conventional investigative techniques that they use, and if you don't stay abreast of it, you wind up running up a big bill for your clients. I've always believed in getting the job done and moving on to the next ones. I've never been short on work. I like to get the job done and move right along.

I'll give you an example of how you can shortcut investigations using creativity. Now what is marking and selling, anyway? Is it not creativity? We have to be creative. Is that right? Okay, I want everybody here to look at your hands. Look at your hands. Everybody look at their hands. You got two hands, right? You got two feet. You got two eyes, and you got two ears. That means anything anybody on this planet has done or can do or has ever done, you, too, can do. If you tell me there's a nuclear bomb heading this way and you get me to that space shuttle, by God I'm going to get out of here. I'm going to figure out a way to get out of here. Anything anyone else can do, you, too, can do with the instruction.

Now I publish a newsletter, *Inside Secrets* that gives you that instruction step-by-step in how you can solve your own cases. As I was fixing to, I'm going to give you a shortcut example of just how easy it can be to solve a case. I had a client who called me. He owned a mobile home dealership and he was a local client from Mississippi where I live and he knew I was making good money, but he didn't have any idea I was charging \$5,000 non-refundable retainers when he called. As a favor, I told him I would try to solve his problem, but I had to do so in a quick way because I'm busy. I said, "Well, give me the name of your employee who you think is selling trade secrets. Also, I want you to give me the name of the person to whom you think he is selling these trade secrets or these names of people that are looking at mobile homes." He gave me those names.

For five consecutive days, I called each of those two parties at home after five at the same time, 6:00, about. I would count the rings to see how long it took for them to answer the phone. The first guy would answer on the fifth ring. The other guy was answering on an average of the third ring. Now we all have the ability to get three-way calling in our homes. It's not a problem these days. It'd cost you a dollar and a half a month. So I called the first guy. It rings twice. I pushed the flash button and I dialed the other guy real quick. It starts ringing. I pushed the flash button again and suddenly they answer the phone, "Hello?" He said hey. They go to chatting. Me? I'm a third party on the call. They think they called each other and they begin to spill it, boy, and he's giving away leads and they're going wild on this, right? That's how you do it. You have to get the job done.

Give you another one. I like telling my stories because some of them are kind of funny. I remember a lady that called me from Birmingham, Alabama and she had hired – her and her husband were going through this bitter divorce and child custody battle. He decided to take the law into his own hands and take the child and skip the state and he ran away and hid under an alias name. She had the local law enforcement people involved and since he had crossed state lines and she could prove it, she managed to get the federal government involved. They were all working on the case for over a year, and I think she had hired two or three other private detective agencies. She calls me, and I'm the good Samaritan I've got the soft heart and tears just melt me. The lady calls me and she's begging, "Please help, please help me." So I took the case.

I started the traditional type of investigation and tracked the guy down through online computer sources and through some other leads we had, and I found him hiding in north Little Rock, Arkansas. I jump in the car and I haul it up there. On the way, I'm almost there, I get on the phone and call the local people and I say, "Can you teletype in a copy of the warrant and have it meet me at such-and-such a location to pick this guy up?" Well, when I get to the apartment where he's supposed to be, there's a note on the wall and the apartment's pretty much vacated. It says, "Ha ha, Mr. PI, you missed me." That killed me. It hit something inside of me. What happened is one of the cops knew the guy and they tipped him before I got there, but you see, that's what really made me mad. He messed up. He did what the DA did. He made me angry because he insulted me.

What did I do? I go home and I lay awake at night wondering how am I going to get this guy? There's got to be a way and I thought about it at night for several nights. Then it hit me. It clicked. I took two tape recorders. Anybody here know what an induction pick up is? It's a little suction cup you stick to the telephone and you can record phone calls? Well, I took two of those, and I took one and put it into a tape recorder and recorded me a good, long dial tone. I unplugged it and plugged it into another recorder where I could record my telephone call. I picked up the phone and I called his mother. I tracked the number on his mother. She answers the phone. I said, "Hello, is this Mrs. So-and-So?" She said yes, it is. I said, "Are you the mother of Suzanne?" "No, I'm the grandmother. What's wrong?" I said, "Well, ma'am, this is Dr. Kincaid I'm trying to get in touch with the mother. Hello? Hello?" I pushed the button on this one and she got a dial tone when I put the phone over it. Mother assumed she got disconnected and she went to dialing. You'll never guess who Mama dialed. That's right, and all it took was counting the pulse tones, decoding the number, tracking the number to Macalero, New Mexico and having him picked up the next morning. A case can be solved just that simple.

Another slick one, let me tell you this. This is a warning for all of you, any of you that are in litigation, any lawyers in here? Any lawyers? C'mon, fess up. Okay, no lawyers. Okay, let me tell you this. In litigation, and I have seen this and I have caught this happening many times in litigation. You go into the deposition and you sit down, you're talking, you're with your lawyer, you meet him and y'all are counseling. You're going through litigation. He's taking you to depo. During the deposition at some

point, they'll take a break and the opposing counsel will often leave his briefcase on the table, locked. The reason for that is they will often have concealed micro-cassette recorder just playing away, and he walks away from the table. He comes back and says, "Ah, I think I'm going to go grab a cigarette." He goes down to the car and he listens to all the things that your lawyer said don't say or do say. He comes back and you're knocked out of the water. Beware of that in negotiations of any kind because it happens all the time.

Back to the full page thing. By the way, if you're going to do a full-page mailing, a tear sheet mailing, like we were talking about, like Brad and them have used and Gary's recommended so many times, it's very common that sometimes you'll want to mail that directly to their home addresses. I have a secret number that very few people know about and it's mostly used by private detectives. It's a 900 number that you can dial and get, from a phone number, an address or from an address you can get a telephone number and you can get the seven nearest neighbors' names, addresses, and telephone numbers. That's a very handy thing to have if you're investigating.

Okay, another benefit of being your own investigator. What are your competitors doing? Who are your competitors, first, and what are they doing? You can locate every company that's a competitor to you with a simple online computer research we can do in our office, like, in a flash, and we can give you all the names and addresses of every company that's competing with you. Then you can inquire about their product. They can mail you their copy. I see a few smiles out here. Are you not short-cutting and saving yourself thousands and thousands of dollars in advertising? You're learning what's working and what's not working, right? You sure there's no lawyers in here? How 'bout federal cops?

Okay. I recently suffered the loss of a very dear friend. He was one of the greatest sheriff detectives I've ever known in my life, and he was shot in the chest with a shotgun the day that Eric and Andrew was coming through Louisiana and Mississippi. It was a very sad thing, but I dedicated that month newsletter to him and I explained and showed my audience how you can install a seeing stun gas alarm system. Trust me, this system's been proven time and time again. There was a rapist that once went in a house and tripped the seeing stun gas alarm system He left his pants and wallet and ran. There wasn't very much to catching up to this guy. In fact, there was another case she told me when the police arrived, there was scratching at the windows, begging, please let me out of here. Basically seeing stun gas is similar to tear gas and it will protect your assets and protect your home. We can buy units or get you set up with units, cover up to a 20, 30,000 square foot building, and it will stop your burglary absolutely cold. It's a very, very good investment.

Audience

How many states is it legal in?

Mike: There are a few that's giving some problems about it, but -

Audience: (Inaudible)

Mike: No, it's being used in California.

Audience: (Inaudible)

Mike: Okay, I'm not a lawyer, thank God.

Audience: (Inaudible)

Mike: No, sir, it does have a warning device that will activate in – you've got 20 seconds from the item you hear the alarm or the buzzer to cut it off. Yeah, you would need to do that. They also make a four-canister unit in case you're out of time and you have one in your home. Someone comes in, they hit it one night, it releases. They think they can go back the next night. They got a big surprise, because they can't.

There are a lot of you that might have collection problems, you need to trace down, locate assets or collect money from people who have scammed and conned you. Has anyone in this room ever been conned or scammed out of any money? C'mon, let me see it. Yeah, I know it. All of us have. All of us have. In fact, I had a deal that went out on a 900-number project and I trusted the people and turned it over to them completely. They went on with months and months and months and months of testing and all this over. Shortly thereafter, I sent a Western Union telegram to over 600 private detectives to send me newspapers from all over the United States and I pegged down \$54,000 worth of advertising. I don't know if that was testing over a three-month period. I say they didn't, but anyway, I didn't pursue it. It wasn't worth my time. I just don't do business with them anymore.

Okay, are any of you in litigation? I've got a number of clients in here, several of which I already talked with outside today and shown them some secrets to winning litigation. Lawyers try to win your case from their desk. I'm a private detective but I'm also a certified legal investigator. My specialty is in litigation. Some of you may've seen the case of Byron De La Beckwith. He's the guy that was accused of assassinating Major Edwards back in 1962. I'm working in his case, unfortunately, court-appointed on it. It's something I have to do, but anyway, my specialty is in litigation.

I do work with you in helping you first locate the person who scammed you or conned you and took you for your money. Secondly, helping you in proving and obtaining all the necessary elements of proof to pursue litigation, locating hidden assets necessary for you to recover your money, and then trying to find remedial action that would prompt the courts to award you punitive damages and sometimes awards you much more money than what you lost. I've done that successfully many, many times. If any of you are in litigation, I've told my secretary and Dwayne, my manager, to get with you and from 6 o'clock this evening until 10, I will take 30-minute sessions and I'll demonstrate for you some of the things that you can do to recover your money. That'll help a lot of you.

I'm going to have to cut it short because I've got an appointment here in five minutes. I do the *Inside Secrets* newsletter. It's published right now throughout the US, Canada, and six foreign countries. Gary Halbert's been a tremendous benefit to me in helping me. By the way, Gary don't tell the whole truth. Gary's my dad. 1958, he was traveling through Mississippi. He met up with my mom. He won't tell the whole story. He keeps coming off with this thing that I'm just this great private eye. He won't tell everybody he's my dad. Okay, I'm waiting for my inheritance.

Okay, what I'm going to do on the newsletter, I told Gary that I would like for everyone here to see the value of my newsletter. I didn't have the time I would've liked to have had to show you some of the ways that information service people, any of you that are in the information business, my newsletter is a must. I can show you how to find out the supply and demand statistics of potatoes in China in 1963 on June 8. I can get you any statistical data you need through our online capabilities. I write monthly. I show you other information providers that help you to gain the information you need to write the best possible copy. Again, I show you ways to get your competitors' copy, see what's working here and there. There's a lot of things my information product will help you, but my newsletter sells for 195 a year. How many of you got the pass-out that we had on the front table? Everybody here? Anybody that didn't get it? Okay, Renee, would you and Dwayne, are y'all pass around to those that did not get it. I

don't know how many we have left but we'll try to get it around to everybody.

Audience: (Inaudible)

Mike: It says leading PI tells all. Okay, actually it's this one. It's blue and white. I learned something from one of the marketing guys. He said never print blue on white. Well, I wanted it that way. You know why? I'm out of toner in my copier and I was running late. Nah, it makes you scrutinize it a little harder, maybe. What I told Gary that I would be willing to do is offer limited consultation this afternoon to those of you that are having some problems and might need some assistance in locating, tracing, collections, whatever the case may be. Dwayne will take down your names and set up those appointments.

The newsletter only sells for 195. Any sales that come from this event, I'm contributing 20% to the American Red Cross and also, I am also going to do something that I haven't been doing. I'm not offering the back issues of my newsletter normally, but I'm going to throw in the back issues of the newsletters since it began in November of last year and I have a two hour and thirty-five minute video that is absolutely crammed packed with James Bond shortcut tricks. It's really good.

Audience: (Inaudible)

Mike: Yes, I'm going to throw in the book, *Darkness to Light*. I did a book. I'm sorry?

Audience: (Inaudible)

Mike: I'll throw in the book, video tape, and the back issues, so you're getting much more than anyone else would get normally.

Audience: Who do we talk to?

Mike: Dwayne, my manager, or Renee, and there's an 800-number you can call on there and order, even.

Audience: (Inaudible)

Mike: Yes, at the seminar. Be sure and do specify that you called from the seminar. Yes, ma'am?

Audience: (Inaudible)

Mike: We have two or three new ones in the works now. We have one called *Fishing Lines*. I bet y'all caught that one. *Fishing Lines*, you know the lines you need to fish for information. *Fishing Lines* is coming out. I also have another book I'm working on right now, it's a book titled, *How to Know if Your Child Is on Drugs*, and it's how to know. It's not another symptoms book but it shows you forensic techniques that will let you know without a doubt. You can't remedy any problem until you get to the problem. You got to prove the problem exists.

There's so many ways, though, that I can show you that I have used this information that I have and have access to to market my services and my company throughout the world that I wished I would've had much more time and I don't, but that's okay. If you get the newsletter, we'll get a lot of good stuff there and I will open myself up to consultations. I do like to talk to new subscribers. It's growing very rapidly and I'm excited about that and I talk to as many subs as call my office. In fact, I threatened to fire one of my secretaries if she asks who's calling because I like to talk to everybody. That's one of the

reasons I'm late on my newsletter sometime, you guys, because I like to talk to everybody and I like to solve the problems, and there's just the one of me. I do my very best to meet the needs of my subscribers. If there's any questions in the room, anybody, I'd be happy to answer any questions

Audience: (Inaudible)

Mike: Yes, sir, we do, VISA, MasterCard

Audience: (Inaudible)

Mike: Okay, my office number is 601-783-6037. One other benefit to becoming a subscriber to the *Inside Secrets* newsletter is we have a division of our company called Fax-cess. Fax-cess – if you are a subscriber, you'll receive, I think it was in the June issue, a form that you can make copies of and keep on file. What Fax-cess does for you is it gives you the ability to write in the name, your name as a subscriber so that we can make sure it's a subscriber making the request. It's really a break-even cost service. We don't make any money on Fax-cess. In fact, we lose money a lot of times on Fax-cess because people try to use it as an alternative to paying me five grand up front. That's okay, but Fax-cess is a service where you fill in the target's name or company name of the individual or person that you're looking at and trying to find information on, and we offer up to I think it's 30 different searches that we can do through our computers at a very moderate cost. It's like \$20 and \$30 a search and can get you a ton of information on anybody or any company in the US. You fax your request in with your credit card number. We run it through the online computer system and fax back your answers. That's why we call our company Investigative Technology because we would like to utilize the most advanced technology available.

Audience: (Inaudible)

Mike: Well, people have tried. That's what I say. We have lost money on Fax-cess since we started it because a lot of people try to use that as an alternative to hiring me. When you hire me or my company, we have agents in every state. I direct every investigation. I tell the investigator exactly what I want him to do, when and where and why, and I get them to do exactly as I say. We can circumvent a lot of expenses and a lot of times, our fees run \$5, \$6, \$8, \$10,000, but sometimes, most of the time, in fact, we stay within the \$5,000. That's why I charge that much because I do it the shortcut way to get the answer within the law. We have accomplished tremendous results. I've got testimonials from around the world of our successes. A lot of people think with Fax-cess, they send it in and they write instead of checking off any of the blocks, they go in the notes section and they say look, I want all the dirt I can get on this guy. They'll send it in with a name and that's it.

Fax-cess is a convenient way for you to check out a business index, professional license standing on a given individual you might be considering a business venture with, tracing or locating debt skippers, people that have left you holding the bag on money, and there's like 60, 70 searches we're offering in Fax-cess and we're expanding those monthly. We're trying to make it a very worthwhile service for you. In fact, it's the only one of its kind that offers it directly to the consumers. We work very hard to find an online provider who would provide information to consumers. They won't do it. They just will not. They'll sell to private eyes, so we do it. We have to be very careful how and who we deal with, and there's certain times when you fax something in, you're wanting a search done, we're going to call you, find out why because credit reports, you have to be within the Fair Credit Reporting Act. There's certain things you have to be very careful with. We do offer it and we price our newsletter at 195 because that way, we know we're getting serious people that are going to utilize the information in an ethical manner. Any more questions?

Audience: (Inaudible)

Mike: Yes, sir. You can subscribe. Okay, there are some ways to know. I'm running late for an appointment. I got one minute. I'm two minutes behind. It's a lot of ways. I tell you what. You set up an appointment with Dwayne to see me between 6, 6:30, if he hadn't already set one up at that time and I'll tell you, okay? I can't go into it. It'd take 30 minutes, but yes, there is definitely some ways to know. Any other questions?

Audience: (Inaudible)

Mike: Have they threatened your life?

Audience: No.

Mike: Well, if you're afraid – I would be prepared for that sort of a threat and I would document it. I would definitely document it by recording it. I would be in a location where I would expect the call and I'd have a recorder on standby at all times and I would record that call if your life's threatened. I think that's legal anywhere. Yes, sir?

Audience: (Inaudible)

Mike: I will accept limited consultations, 30 minutes schedules each, from six until ten tonight and if there's a good many that need to see me tomorrow, my girlfriend's going to be very angry with me, but I will spend part of the day tomorrow in my room doing the same because once you spend 30 minutes with me, you're going to buy my newsletter.

Audience: (Inaudible)

Mike: Some of the problems may take a little longer. If you don't get frustrated with me getting out of schedule, that's fine. Usually I can solve most problems in 30 minutes.

Audience: (Inaudible)

Mike: Well, I thank you for that, and I do want to make a tremendous contribution, so the more that buy, the merrier, and we are, incidentally, doing several video tapes that are coming out in the near future. We're doing a series of tapes now called *A Day in the Life of Mike Enlow* and it will cover shortcut investigations that I do on a daily basis. It'll show you some of the ways I solve problems. I wished I had time to tell you guys a whole lot more because there's so much more I had wanted to share with you. In fact, I very carefully checked the place for federal cops and everything else. Yes, sir?

Audience: (Inaudible)

Mike: Yes, sir.

Audience: (Off mic).

Mike: You can't use that one either? Okay, we'll find out why. What happened is we have been compiling computer forms, different forms, for years, in our office doing our own legal filings and so forth and we had those, and so we converted them into ASCII format, zipped them up, and put them in a compressed disc and we offered them as a free gift to all of our subscribers because at the end of the year when you get your pitch letter to renew, you're going to hear about remember, I gave you this, I

gave you this, I gave you this, and I'm going to deliver. I am going to deliver. The free legal forms will help you many times. It's just 250 or 260 legal forms, I think, total. They help you tremendously.

Audience: (Inaudible).

Mike: Well, if you (unclear). I'll bring you that. (unclear). Okay, yes sir, he and I have an appointment.

Audience: He needs to make an announcement and I'll -

Mike: I'm finished up. Is there anybody else? If you will, if you wanted to schedule an appointment between six and ten, get with Dwayne and he'll take care of that. Thank you.