

**FLIPPING INFORMANTS  
1 DAY SEMINAR**

**INSTRUCTED BY SHANE MORGAN**

**\$199 per student**



From a young age, the "don't tattle" mentality is ingrained in our minds. Society reinforces that someone should never be a "rat" and that "snitches get stitches." It is drilled into people to NEVER talk to law enforcement. However, these preconceived notions about cooperating with law enforcement can be canceled out with the right approach. Once a street cop is able to overcome this initial resistance and initiate a conversation with a potential informant, the investigative possibilities are endless. Potential informants can reveal information regarding unsolved homicides, shootings, robberies, home invasions, or human trafficking, in addition to the trafficking of drugs and weapons. However, developing informants is something frequently thought of as a task only completed by narcotics detectives, which is the farthest thing from the truth. The person who could hold the missing information regarding your agency's biggest unsolved crime could be sitting in handcuffs right now in your processing area. You just have to take the time and go talk to them, and "Flipping Informants" will give you all the tools you need to do that. This course taught by Shane Morgan will cover overcoming informant hesitancy, pitching informants, informant motivations, debriefing informants, the effects of drug use on an informant, types of informants, managing informants, the use of informants in proactive operations, warning signs, common informant issues, and protecting informants.

Instructor Shane Morgan began his career as a police officer in 2008 and currently serves as a Detective Sergeant of a county-wide narcotics task force in New Jersey. He has been assigned to a Narcotics Task Force since 2013, working in a strictly proactive capacity. Morgan has personally interviewed hundreds of potential confidential informants, and the use of these informants has led to extensive cases involving search warrants, undercover operations, and wiretap operations resulting in significant seizures of narcotics, firearms, and United States currency. Morgan has learned through experience that an officer's ability to cultivate and successfully manage informants directly correlates to investigative success. Morgan is a certified police instructor and teaches the Drug Identification training block to police, corrections, and juvenile detention recruits at a police academy on a regular basis. Additionally, he assists as a squad coordinator at the statewide Undercover Narcotics Investigative Training and Top Gun courses. Morgan has been qualified as an expert witness in the Superior Court of New Jersey in the field of narcotics distribution, and he has been awarded numerous Outstanding Police Work and Meritorious Service awards for his contributions to narcotics and weapons investigations.

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