



Uncover answers to your security needs

RANSOM NEGOTIATIONS

I. Goal of Kidnap for Ransom Negotiations

- Gain the release of the victim
 - Pay the least amount possible
 - Control that YOU have
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I. Goal of Kidnap for Ransom Negotiations

(continued)

- Next call
 - Proof of Life (POL)-2 good types; talking directly with the victim and answering a POL question
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I. Goal of Kidnap for Ransom Negotiations

(continued)

- Reducing the demand/reducing expectations
 - Pay the least amount possible, why?
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II. Preventing Harm to the Driver & Cargo Theft



- Continuous communication
- Security options and procedures

III. Extortion Methods



- Express kidnapping
- Virtual kidnapping

III. Extortion Methods & CMT

(continued)



- Long-term kidnapping
- Crisis Management Team (CMT)

IV. Scenarios of a Cargo Theft

- Technology/thieves blocking GPS signals
 - While in transit
 - While stopped for breaks
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V. K&R Response



- Kidnap for ransom threat
 - Receiving a call
 - Responding to the threat

VI. The Consultant's Role



- Providing guidance to the CMT
- Training the communicator
- Be present from day one to the release

VII. The Company's Role



- Who the criminal players are
- Who the unions/organizations are
- Investigations

VIII. Have a Plan & Prevention Strategy

- Criminal/Crime trends
- Review & Update security guidelines
- Mitigate risk



QUESTIONS?



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