

# Amanda Wiggins - The Difference Maker

[00:00:00] **Mindy:** Welcome to Analyst Talk with Jason Elder. It's like coffee with an analyst, or it could be whiskey with an analyst reading a spreadsheet, linking crime events, identifying a series, and getting the latest scoop on association news and training. So please don't be that analyst and join us as we define the law enforcement analysis profession one episode at a time.

[00:00:17] **Jason:** Thank you for joining me. I hope many aspects of your life are progressing. My name is Jason Elder and today our guest has eight years of law enforcement analysis experience with 20 years of law enforcement experience overall. She started out with a financial investigator and has recently become a certified law enforcement analyst with FDLE.

[00:00:39] **Jason:** She's currently the president of the Northern Florida chapter of ILEA. Please welcome Amanda Wiggins. Amanda, how we doing?

[00:00:48] **Amanda:** Hi, Jason. Great to be here. Thank you for having me.

[00:00:51] **Jason:** Very good. So we're in Florida and it's a little chilly here in Northern Florida.

[00:00:57] **Amanda:** Yeah, these cold, these cold [00:01:00] temperatures are a little much for this Florida girl.

[00:01:02] **Jason:** I was talking with somebody from Boston today and she didn't want to hear it.

[00:01:06] **Amanda:** It's cold down here.

[00:01:08] **Jason:** I was like, it's all about what your expectations are, right? This is true. I do not expect it to be 23 degrees in Tallahassee. That's, that's my problem. That's my expectations. I would agree with you. All right.

[00:01:23] **Jason:** So how did you discover the law enforcement analysis profession?

[00:01:26] **Amanda:** I would probably say I was 1st introduced to it back when I started as a financial investigator with the Department of revenue. Using financial records and actually starting to do analysis, but not really. Realizing that I was analyzing anything at the time.

[00:01:41] **Amanda:** I thought I was investigating but what I've come to learn is that investigating and analysis go hand in hand. So I would say that that's that's where it really started for me.

[00:01:52] **Jason:** Yeah, so I actually want to go back a little bit farther. Because you recently just [00:02:00] got your bachelor's degree.

[00:02:02] **Jason:** So your career has taken off without a degree so you worked your way up to that point of being a financial investigator. So take us back a couple years prior to that. Oh, sure,

[00:02:17] **Amanda:** sure. I actually started my career in the accounting field in the private sector. And I worked my way through every avenue of the accounting world including accounts, payable, receivables, payroll, creating and reviewing financial statements, all aspects of accounting during that time.

[00:02:37] **Amanda:** My husband worked for the state, and we were actively moving around the state. Pursuing career opportunities for him. So I knew that it would be beneficial for me to get on with the state to transfer more freely in regards to employment. So I got on with the Department of Revenue as a revenue specialist.

[00:02:55] **Amanda:** In that position, I helped govern the taxes and collect those taxes for [00:03:00] the state of Florida. At the Department of Revenue, my position progressed at the Department of Revenue moved, I moved into the financial investigations unit. So I found that my accounting background just served me well at revenue and still will serve me well here at the Gaming Control Commission as I'm going to be dealing with a lot of financial investigations in the future as well.

[00:03:21] **Jason:** Yeah, it's interesting. You mentioned before the link between investigation and analysis, and I would imagine the same holds true in terms of the data, right?

[00:03:32] **Jason:** The data that you're working with in revenue prior to becoming a financial investigator.

[00:03:39] **Amanda:** Yes, absolutely. Data has a story to tell. And it's just as if you're reading a new book, right?

[00:03:46] **Amanda:** You have a general idea of what the book is about. Absolutely. You, but you don't know what all the details until you read it. And analysis does that for you when you're reviewing data.

[00:03:56] **Jason:** So, as you become a financial [00:04:00] Investigator than is that that's a that's a even though the data might be the same and data tells the story. It's still obviously different in the fact that you're part of the team. That's the aggressor.

[00:04:13] **Jason:** They're trying to figure out if somebody broke the law. And obviously them not being so forthright and probably trying to avoid any kind of punishment there. So from that angle, then just to talk about , becoming the investigator I would imagine it is a different mindset. Then what you what you had done previously

[00:04:37] **Amanda:** for sure. So I think that to looking at the, the financial records from the, the individuals that we were investigating my background in accounting served me well, because I could I know what. Should be on the left side of the balance sheet versus the right side.

[00:04:56] **Amanda:** And knowing what expenses [00:05:00] are legitimate and what is not and what pretty much what looks right and what looks wrong and those things would jump out at me. And it, it helps you uncover my, I think my experience helped me uncover during investigations Where money could have been hidden or placed that it normally wouldn't be I believe that even as an investigator, you're, you're trying to prove somebody did something wrong, but sometimes you really have to keep the mindset of.

[00:05:29] **Amanda:** Did they do anything wrong? It's not necessarily going at there might be an accusation that they did something wrong, but did they really? And the data in the, the data and the evidence and the financial records, they're going to tell you whether or not that they did something wrong or not.

[00:05:45] **Amanda:** So that's that's how we rely on that data to help us. Tell that story.

[00:05:49] **Jason:** Yeah, it's funny. We were just talking in the beginning about expectations on temperature and then you're getting into what you would expect to see from a ledger [00:06:00] and that experience served you well, because to me, I have not worked many financial through my career.

[00:06:09] **Jason:** And so to me, when I think of going through financial records and just the amount of data and to me, it would almost be like. Just going in blind because I wouldn't have that expectation, right? I wouldn't, I would be probably questioning everything because I wouldn't know what, what is what is normal and what's not normal

[00:06:33] **Amanda:** for sure.

[00:06:33] **Amanda:** And I think, too, what was unique about the position at the Department of revenue is a lot of these were individuals who were tax business owners who are. Taxpayers remitting that money to the state and those, those cases got forwarded to us investigations because they were not remitting those taxes.

[00:06:53] **Amanda:** So, then we would have to look into yeah, this is true. They're, they're, they're not following those taxes. And [00:07:00] then we it would develop into an investigation where we would have to get there. Their business records, their bank records and look at to show that the money did come in.

[00:07:10] **Amanda:** It just was not remitted. So those it's it definitely it was interesting. It was 1 of the most not 1 of my most favorite jobs.

[00:07:18] **Jason:** Yeah, now, is there, I don't know. Can you talk about any cases during this time? Is there a particular do you have a favorite case that you worked on?

[00:07:26] **Amanda:** I

[00:07:26] **Amanda:** mean, most of my cases are closed from the from Department of revenue. I think that probably the most memorable and it wasn't necessarily from the investigation standpoint. I actually had a person show up to. To court to remit his money that he was being charged of by stealing state funds to the 10 of 10, 000 in cash.

[00:07:48] **Amanda:** That was that was pretty memorable having to go into judge chambers and count out 10, 000 in cash. So I would have to say that that's. [00:08:00] That's that 1 probably is the 1 that sticks out the most.

[00:08:03] **Jason:** Did you do a lot of testifying during your time here?

[00:08:06] **Amanda:** I did not a lot of times they would they would not necessarily settle, but they would want to, do a restitution plan, which is another part of the investigations at Department of Revenue. There was a program called the tax collection diversion program, which deferred prosecution and some of the cases that we had. So, a lot of that I did mediation. I did more mediation than anything else. The only time that I really had to testify was actually during that one case that went to court.

[00:08:40] **Amanda:** Well, there was more than 1 case that went to court, but in that 1 case where the, the business owner showed up with a briefcase of cash I was having to stand there with the assistant state attorney to. Help explain , to the judge what that crime that was committed because a lot of people know about murders and all of the [00:09:00] drugs and all of those big cases, and they kind of have an expectation of understanding that, but when it comes to tax crime a lot of people look at you Like, I don't understand the words that are coming out of your mouth.

[00:09:11] **Amanda:** So, so having just to, to stay in there and explain what those charges meant. And what got us to that point. ,

[00:09:19]

[00:09:19] **Jason:** So, so you were an investigator for almost 11 years, and then you. Went on to be a fraud analyst supervisor with the Florida Highway Safety. So what went into that decision to go to highway safety?

[00:09:34] **Amanda:** My husband had accepted a position in a different area of the state and department of revenue at that time, didn't have any investigative positions in that area. So I started having to seek other job opportunities. in the area that we were moving to, and it was during that instance that I was afforded the opportunity to become the fraud analyst supervisor at the Department of Highway Safety and Motor Vehicles, which was to include [00:10:00] standing up the fraud analysis unit.

[00:10:01] **Jason:** Oh, so they didn't have one before you got there?

[00:10:04] **Amanda:** No, it was a brand new unit that was going to help look at analyzing driver's license and motor vehicle fraud and reviewing data to help identify trends and conditions of what was happening through those activities. But standing up that unit and helping develop it, that's really when I probably got my, I started.

[00:10:25] **Amanda:** A true love for data analysis more than anything else and looking at the data and throwing it into a software system that would visualize the data for us. And it would what you knew and what the data was telling you and how it would visualize it for you.

[00:10:41] **Jason:** So, so as you look back during this time and setting this up , what were some challenges? What do you think of when you think about this time of setting up this unit?

[00:10:52] **Amanda:** A lot of what I'm feeling too right now with the Florida Game and Control Commission it's when you walk into , a unit or [00:11:00] an agency and you're help building the foundation of something. It's very interesting, but extremely challenging, but more than anything at the end of the day. It's the most rewarding my bureau chief at the time had a vision of what he wanted the fraud analysis unit to, to be what he wanted it to produce.

[00:11:22] **Amanda:** And I got the role to help bring his vision to life. And so it was, it was, it was interesting because it was something that I walked into that had never been done before at that agency and then, and I helped develop that. So it was something that it was something I look back on and I'm, I'm pretty proud of.

[00:11:43] **Jason:** What you mentioned software. So is that, is that software that was there prior to you getting there? Or is that something that you identified and helped bring into the unit?

[00:11:54] **Amanda:** I didn't identify it. The software was Tableau and it's a [00:12:00] data, it's a visual analytic tool. It was something the agency had brought in for agency wide to use.

[00:12:08] **Amanda:** And we started utilizing it. We were 1 of the 1st units to use it outside of the, the data scientists that are, that are there and performance management Bureau and , it really helped. It really helped visualize where the issues were, and we were able to mitigate the fraud from that aspect of identifying and then trying to mitigate where, what we can do to prevent it.

[00:12:32] **Jason:** So then you got the, you got the software, you got the, the data, right? What about the, the personnel? Like, how did you go about filling the positions for the unit?

[00:12:44] **Amanda:** Thankfully for me when they hired me as the supervisor they had already chosen. 2 analysts for the position, and they came from in

house with Florida highway safety 1 with a vast knowledge of motor vehicles and [00:13:00] another 1 with vast experience with driver's license.

[00:13:03] **Amanda:** , I had other support staff that we used as O. P. S. workers. They were mostly administrative but it really helped for them to understand the method behind the madness of having to look at the vast amounts of data that we were looking at.

[00:13:20] **Amanda:** And processing the amount of requests that we were getting

[00:13:23] **Jason:** so. Oh, that's a, so that's how did you get your

[00:13:27] **Amanda:** cases? We got our cases through the driver's license fraud unit and the motor vehicle fraud unit. Also work hand in hand with the quality assurance program and they would find stuff in their audits.

[00:13:41] **Amanda:** Driver's license fraud and motor vehicle fraud would have cases that they would work. Okay. That would need a furtherance of that investigation or furtherance of that complaint that we would have to look into. And and we worked it that way.

[00:13:57] **Jason:** So in 2019, then you, [00:14:00] joined the Florida Highway Patrol as a Supervisor Intelligence. Officer. So I did. I did. So how did that differ? Just, I guess, compare and contrast the two jobs?

[00:14:11] **Amanda:** Stepping into the Florida Highway Patrol, which a lot of people don't realize is a division of the highway safety and Motor Vehicles. So I didn't change any agencies, it just kind of changed divisions. Mm-Hmm. In that is where I was at, at the fraud on the fraud analytic unit was. Non law enforcement, whereas going over to the Florida Highway Patrol is long for that's the law enforcement arm of the highway safety.

[00:14:37] **Amanda:** So it really shifted to. I was overseeing a team of intelligence analysts who directly supported all the troopers statewide. So, we would, we had 2 teams of analysts and 1 of those teams was the team that I had the opportunity to lead. Okay.

[00:14:57] **Jason:** And so that that seems [00:15:00] like. A pretty hefty task. Right? The , the entire state as patrol, patrol officers are doing their job around the clock that you all are being asked to sup to support them.



[00:15:16] **Jason:** Yes.

[00:15:17] **Amanda:** Most of our support system went for the investigators. Mm-Hmm. . But we did help, we did help troopers as well. Mm-Hmm. and command staff. We. We're in the Bureau of investigations and intelligence, so we, my team was the did most of the intelligence side and the other team did a lot of the investigation side.

[00:15:38] **Amanda:** But as you can well aware, you have 1 big room of analysts. We did have some in the field, but we have a big room of analyst. A lot of times we, a lot of our task over would overlay 1 another. So we would do anything from.

[00:15:53] **Amanda:** Report requested from another agency all the way down to a photo lineup or a next of [00:16:00] kin there was a there was cell phone investigations that they would do we would create intelligence bulletins you're probably familiar with, like, a bolo with a bolo would have to go out or, If a certain crime or trend that we were seeing we would create a bulletin and send that out to look to other agencies,

[00:16:21] **Amanda:** if you've had this in your area. Please reach out to this investigator. We would help develop those products as well.

[00:16:27] **Jason:** All right. So this is really the first time you're outside of the fraud arena, right?

[00:16:34] **Amanda:** Yes and no because a lot of the troopers, if, if those driver's license or motor vehicle investigations from the administrative side of the house, let's say back in the fraud analytic unit, If any of that turned criminal in nature, those cases got forwarded to Florida Highway Patrol to pursue them criminally.

[00:16:56] **Amanda:** So, we would still see driver's license and motor  
[00:17:00] vehicle fraud in some of the investigative operations that we supported.

[00:17:04] **Jason:** But now, are you. Getting an opportunity to go beyond financial records and getting into investigations of like violent crime.

[00:17:15] **Amanda:** Yes. And but as their supervisory intelligence officer, I was a supervisor of the team.



[00:17:22] **Amanda:** So this was actually really, I kind of stepped back from being in the, in the weeds, of the investigations and we would support the investigators in, in their efforts. So,

[00:17:33] **Jason:** what were some of the issues that you were trying to resolve and, and help lift up the analysts that you were supervising?

[00:17:41] **Amanda:** I feel that as a supervisor, any issues that that kind of interrupt the flow of what they need, what tools they need, what resources they need to be able to do their jobs effectively and efficiently. I thought that it was I believe that it was my job to to bridge that [00:18:00] gap between. What resources we, what that would make our life easier as an analyst and to be able to produce it more quickly not only for a productivity standpoint of you, but ultimately, as an officer, officer safety to make sure that we got those results to the investigator as quickly as possible.

[00:18:20] **Jason:** Now, do you, do you feel that there was too much data? Or do you feel that there were major gaps in the data, the data sets that you wish you, you your analysts could have, but maybe, maybe that was a struggle getting access to that type of data. Where I'm going with this is, is there's. . Sometimes there's, even when I was an analyst there, there was data sets that I was like, oh, I really wish I had that data set. Or that when it came to the most of the data that it was within the department that that was pretty easy to come by and I could get access to that.

[00:18:56] **Jason:** But . As a barrier that there were certain data sets that were [00:19:00] either really difficult to get a hold of, or just not readily available. So for automation and to get into our databases. So trying to get into the idea of what some of the struggles were and some of the things that you were able to resolve

[00:19:16] **Amanda:** When it comes to actually getting access to the data how a safety and motor vehicle side of the house for data warehouse, the business warehouse, where all the data is stored was. We were, they were very helpful with us getting if we needed to know all white new cons. That are registered in Monroe County, we would put in a request and being that it was a law enforcement request.

[00:19:42] **Amanda:** A lot of times, those requests to presidents over other requests, because they knew that it was time sensitive. So we were really fortunate to have good relationships with the stats group on the highway safety side of the house. So we [00:20:00] were able to. Get industry and agency

related data fairly quickly for any type of request and or support to the investigators that were requesting information.

[00:20:11] **Jason:** As you mentioned that , your current position now is with the Florida Gaming Control Commission, so you've just been doing that almost a year now. But it is your first analyst gig, if you will, , by title, it's the senior crime intelligence analyst two position so how has that been for you the trajectory and , your path thus far getting into a lot of fraud. Expanding out to being a leader, being a manager doing intelligence, supporting investigations, and law enforcement side, and now you go over to the Gaming Control Commission, which is just, again, it's just a little bit different.

[00:20:56] **Amanda:** It is a little bit different to give a little bit of background because I [00:21:00] know a lot of people are not familiar with the agency because it is a new agency. The Florida gaming control commission was actually . Set up back in summer of 2022 by Governor DeSantis to preserve and protect the integrity of gaming activities in the state

[00:21:16] **Amanda:** It was a brand new agency, and it's actually a has a law enforcement arm to it is the 1st state law enforcement agency. If you will, that has been stood up in the state of Florida in 30 years. So stepping over here. It's a, it's a completely different realm, but with a lot of the. It's still the same common threads, if you will.

[00:21:37] **Amanda:** It is my 1st analyst position. It's the position that they had at the time, but they, they looked to me to and asked me, could I come stand up their, their intelligence unit and I said, yes, and so it's because. And I'll tell you, Jason, the reason why I did it, one of the reasons why I did it is mainly because this is [00:22:00] foundation building of a new agency.

[00:22:03] **Amanda:** It's legacy building. And that's something that you don't get the opportunity every day to do. So I stepped out of a management role into an analyst role. To, to help them set this, this unit up. And it's, it's been every bit of challenging, but again, rewarding at the same time, taking me back to my, my days at in the fraud analytic unit.

[00:22:25] **Amanda:** It's new, but I've been here before.

[00:22:27] **Jason:** Yeah, so what did you learn and implement this go around after going through the process of setting up the fraud analyst unit with Florida Highway Safety?

[00:22:39] **Amanda:** Well, in the short 8 months, well, actually going on 9 months now that I've been here, it's been a lot of getting the accesses to the databases and getting everything lined up with the CJAS side through SDLE making sure that we are following 28 CFR to make sure that we're, we're [00:23:00] following all of our federal guidelines and I'll tell you that something that you have to take for granted is walking into a job where you're just coming into a position that somebody vacated and then you get trained how to do that job.

[00:23:14] **Amanda:** Nobody trains you how to just. Build a unit and having access is to to all of these databases. So it's been a lot the last 9 months. And and, like, you said, I just went through the analyst academy. So, part of this, these last 9 months, 6 months of that has been the academy as well. So I've had that on top of setting up the Intel unit.

[00:23:38] **Amanda:** And so it's, it's been interesting. So, I think to to answer your question really is. What's different from standing up the unit at the front analysis unit as to standing up the Intel unit at Florida Gaming Control Commission. There was a vision of my bureau chief and what he already had been seeing and doing, but wanted to [00:24:00] create a unit to govern that activity.

[00:24:02] **Amanda:** Now, this is, we've been able to really build the units to help support our law enforcement. And making sure that these investigations are seamless and making sure that the mission that has been put before us., is achieved. Mm-Hmm. . And it just goes back down to, okay, I need links or I need all of these other accesses to all these databases.

[00:24:27] **Amanda:** Well, all of that usually comes memo of understanding, which I'm sure you know. Mm-Hmm. . Mm-Hmm. . And that, that's just, , it's a lot of. Fine, that is stretched out to get these things. So, and we're still in the process. We're still in the process of still gaining it 9 months later.

[00:24:41] **Amanda:** So it's definitely been interesting.

[00:24:44] **Jason:** You know you mentioned the difference between setting up a brand new unit or replacing somebody you know it's not for everybody i often talk to people i work from home i've been working from home since twenty eighteen and i [00:25:00] say working from home isn't for everybody and.

[00:25:03] **Jason:** I don't know, from my vantage point, if I would like this idea of everything has to be established and it's a lot of administration. You talked

about the MOUs. You talked about just getting everything started. To the point where it's going to be years before maybe you feel that the unit is up and running that's a whole different skill set as opposed to coming in and tactically managing a unit to help support.

[00:25:39] **Jason:** Any investigations, let alone something with gaming.

[00:25:43] **Amanda:** Absolutely. I would completely agree with you there. .

[00:25:46] **Amanda:** I believe that setting up this unit is it is it is a lot, but we are still also still working active investigations. We're still onboarding law enforcement officers. As I [00:26:00] speak throughout the, and we're going to have 3 separate regions in the state, a North, a central and a South. Region getting those.

[00:26:08] **Amanda:** Staffed, but at the same time, we still, we have lots of complaints coming in from through online complaints people calling the, the office with complaints and we're, we're looking into those actively. So, we, we use what resources we have, we link up with our law enforcement partners that are already developed.

[00:26:28] **Amanda:** That we can, that we can partner with and, and work together. And yeah, I think we're still, we're, we're well on our way to be our own standalone unit to be able to, to be self-sufficient, if you will. But right now we are really relying on our, on our law enforcement partners throughout the state.

[00:26:48] **Jason:** As I know, I realize you have a. Maybe a lot of active investigations going on today, but I wanted to give the audience a sense of what types of crimes that you're [00:27:00] investigating or the complaints that are coming into your office.

[00:27:02] **Amanda:** Mostly what we're seeing is the, public who see these gaming facilities that are illegal in the state of Florida and they don't want 'em in their neighborhoods because they breed other. Crimes drugs, human trafficking, prostitution and they don't want that for their communities.

[00:27:21] **Amanda:** We're also receiving complaints for the individuals that are going into these facilities and putting money in these slot machines and the machine telling it, telling them that they've hit a jackpot. And then that business owner, refusing to pay them their, their price. So they're not real happy.

[00:27:42] **Amanda:** They're not real happy with those business owners either. So so, yeah, so we're, we're getting complaints from a little bit all over the place.

[00:27:49] **Jason:** How prevalent is it? How many we we talking about here? And in just that jurisdiction that you just described,

[00:27:56] **Amanda:** we don't even have a number yet.

[00:27:58] **Amanda:** That's how [00:28:00] that's how new it is. But with the amount of information and intelligence that we have received there's thousands.  
Transcribed

[00:28:08] **Jason:** Yeah, it seems like that was on TV a lot where not not the slot machines per se, but you would have maybe this back room card game going on. And something like that could be set up pretty quickly, you just need some tables and some cards in an area,

[00:28:26] **Jason:** It doesn't take very much to set these things up, .

[00:28:29] **Amanda:** No, you would, you would be surprised. And, and what's interesting in how they set up is they, they try to set up covertly, really. They're in these strip centers, so you would think, okay, it's right in front, but they don't really put any signage up.

[00:28:44] **Amanda:** So they don't have a lot of money invested in it other than the machines.

[00:28:49] **Jason:** Yeah, but it's also as I think about that. So they're looking for office space, right? In a time when office buildings and [00:29:00] office space might be vacant because more people are working from home.

[00:29:05] **Jason:** Like I mentioned before, you have these Types of businesses yeah, I, I need I need some office space. I need some office space that I can have a front and I can have plenty of space in the back to, to do this gaming, that I want to do,

[00:29:21] **Amanda:** yeah, and you still have property owners that are wanting to lease their space and they're.

[00:29:28] **Amanda:** Whether they're, they're understanding what they're doing when they get in there or not now they're in the midst of also looking at being

held accountable because now you're allowing this illegal operation to happen in your property. So, so it's like, it's a lot of, I think we have a hurdle to, to, to jump over here for education as well and awareness for the, the community business owners, landowners you, you, there's a lot to understand [00:30:00] about it and know the complexities of it.

[00:30:03] **Amanda:** But also realizing that it's illegal in the state of Florida. .

[00:30:07] **Metre:** Hi, this is Metri Lewis, and I want to say, make friends with your other analysts. Don't just stay in your own little world, in your own little bubble, but hey, meet the other analysts who work in your jurisdiction, who work in your county, who work in the jurisdictions around you. Have lunch. Go play cards together, do something together to get to know each other.

[00:30:36] **Metre:** It will benefit you in the long run.

[00:30:39] **Shelagh:** Hi, this is Sheila Dorn. Do you want to build your credibility with field personnel, with police officers on the street? Get a candy dish, put it on your desk and fill it with good candy. That's your opportunity to talk with people and engage. You can send out a million emails.

[00:30:56] **Shelagh:** People might know your name, but they don't really know you [00:31:00] until you talk to them face to face. And that candy dish is an opportunity to talk with people and really get to know them.

[00:31:12] . So then you got certified with with FDLE through the academy. So I've talked to a couple other analysts that have gone through this training but I think you're the one that's the freshest off the boat.

[00:31:27] **Jason:** Type of thing that you just graduated. So it's all of it is very fresh in your mind. So I wanted to get your perspective on how it benefited you. What do you think about what stuck out what you like the most? , just to paint that picture

[00:31:46] **Amanda:** I would say overall. The academy was a really great experience. And I think it even somebody who's, yes, I've never been an analyst until this [00:32:00] current position as entitled, but even, like, I said before, financial and being a financial investigator investigations and analysis kind of going hand in hand.

[00:32:09] **Amanda:** Anybody from a lot of experience, or just coming out of college and getting their 1st job with an agency and then getting sponsored to go



to the analyst academy. I think any skill set, it would be great for. They had everything from the like, personality tests for true colors and public speaking critical thinking how to write a bulletin statistical and financial analysis which I probably would have to say that's probably my favorite part.

[00:32:40] **Amanda:** Probably given my history, that's probably, that was probably a given. You also have to write an analytical report as part of it. You have to do a group project with other analysts and present to the FDLE board. That can be a little bit intimidating for some folks, but it was a really great experience.

[00:32:59] **Amanda:** We had about [00:33:00] 3 and a half days to work up a scenario. And it was very interactive with a person that we were designated to gather information from and was given information real time to help develop our case. And then we had to put that in a presentation and present all in the same week.

[00:33:17] **Amanda:** So sounds very intimidating. I'm not going to say it wasn't stressful. But it was probably looking back on another 1 of the, my favorite parts as well. So and I think that a lot of what they, they did at the academy, like true colors, learning people's personalities, knowing that helps you learn.

[00:33:38] **Amanda:** How people operate and being able to identify those differences. And embracing the differences and helping people work together, because we're not all all of our personalities are not the same. And in 1 office and you have to know that different people work different ways.

[00:33:54] **Amanda:** And as basic as that sounds, and not really truly analytic. It really [00:34:00] does help you in, in being able to be successful with working with others because. As an analyst, you, you may be the only one in your agency, but you also may be on a team of analysts that, that helps you and that would help you understand others.

[00:34:15] **Amanda:** Public speaking having to be able to give a briefing to, to your command staff critical thinking was helping you think outside of the box not going down a rabbit hole, but being able to think how is this going to benefit my case or my work bulletins not everybody does bulletins but that was a great, exercise that we did used Excel a lot. I did some statistical and financial analysis. Like I said before, learning,



[00:34:44] **Amanda:** especially for people. I'm a little bit of an Excel nerd, but even, but even for this Excel nerd, those, those formulas were those were something to behold with some of the stuff that they showed us.

[00:34:56] **Amanda:** So it was challenging, even even for me at [00:35:00] times. So, and then the common thread, of course, through all of that was the, the analytical report and they're, they're kind of trying to foster all of these areas throughout the academy as the common thread to help you build your analytical report because they're going to expect you to speak publicly for your group project there.

[00:35:21] **Amanda:** They're wanting you to think critically to, to develop your report using statistical and financial analysis and develop products that support your analytical report. All of that common, is common, the common thread throughout the academy.

[00:35:37] **Jason:** Now remind me again, to qualify to be part of this academy, you have to be an analyst.

[00:35:45] **Jason:** in Florida, correct? No,

[00:35:48] **Amanda:** you do not. Oh, you don't? No, we actually, in our academy, we had a sworn officer actually from North Carolina. Oh, okay. Yeah, she drove down every [00:36:00] month for six months. She was, but she's also, she's sworn, but she's also the analyst for her agency. So it was and I will say that about the academy is it's It's nationally recognized and I think that and I'm not sure if I can quote this right or not, but I want to say it was Arizona that Kyle mentioned Kyle Christianson, who is the coordinator for the academy help get their analyst academy up and running for their state.

[00:36:28] **Amanda:** So it's it's something that's definitely recognized throughout the U. S. Okay, I

[00:36:34] **Jason:** guess I didn't realize that it was outside of the state of Florida and certainly certainly the majority of them are within Florida and I do think that that's so powerful in terms of going through this and with a cohort and you have you instantly have network connections all over the state from somebody that through going through this program that you can call pretty much almost [00:37:00] all parts of Florida.

[00:37:01] **Jason:** Yeah. That you now have some connection to

[00:37:05] **Amanda:** absolutely matter of fact, speaking of that, that the analyst from the sworn analyst that's from North Carolina just talked to her this week and we were talking about an Excel formula of all things that we used in the academy and. And she's just like, do you remember how we use that?

[00:37:23] **Amanda:** And how did we get this to work? And, and we just jumped on a, on a team's meeting real quick and we worked it out and yeah, when we have those and the rest of the folks that were in my academy class were from Florida. But even you have people that are in that was in that academy who have that are moving on to other states.

[00:37:42] **Amanda:** I've just got notification today that 1 of the folks that was in the academy is moving up north to take a position with a federal agency. Now I have not only, I have a federal connection now that if I need something on the cyber side that I've got that guy that I can [00:38:00] call so 1 of the another benefit from from the animals to have me for sure.

[00:38:06] **Jason:** Yeah, and 1 of the soap boxes and I have many on this show is training in general, I think you go to these training conferences, or you might go to some some training that's available to you, and it's 100 percent lecture base. So you go there, you sit down, somebody presents from beginning to end.

[00:38:31] **Jason:** There's not much hands on. Mostly just awareness there's just bringing it to your attention and it's a struggle to when it's 100 percent lecture base at some of these training and conferences is like then like, What am I bringing home? What am I, what do I have to show for it to my agency that that I went to this week long conference and it was like, oh it was a lot of awareness.

[00:38:59] **Jason:** It was a lot [00:39:00] of people, not that, not that what they're doing is not important, but it might, there, there wasn't a lot that might've been tangible. That I could bring home and show and and share with others. But certainly with this, it's so hands on and you're doing group projects and you're teaching and doing skills.

[00:39:20] **Jason:** It's not just this lecture based the whole entire time. Not there is some of that obviously, but it's not 100 percent lecture based and so you can go back to your agency with. Actual skills that you learn through this program

[00:39:37] **Amanda:** for sure. I completely agree. And it and it's something to that. It not only benefits me, of course.

[00:39:44] **Amanda:** Yes. Now, I have that, that, that certification. I have that credential, but it also benefits the agencies because it is taking back that knowledge to those agencies and something that I even shared At graduation was we started the academy to [00:40:00] better ourselves and our agencies but now it's our turn to be that difference to be the difference maker whatever you do and whether it is coming away from a lecture base is bringing back something that you can implement.

[00:40:14] **Amanda:** But I do understand what you're saying, too, is the value in hands on exercises. That was, I'm a, I'm a visual learner myself so, so having somebody presented to me and show me. Okay. This is how we do this. This is how this operates. And then giving me the opportunity to put my hands on the keyboard and start doing it myself.

[00:40:36] **Amanda:** It kind of makes it Yeah. Closes that gap and it helps you you grasp on to the concept a little bit better and

[00:40:44] **Jason:** you just finished the last class. Do you know what they're up to in terms of the number of certified? Alice I had I recently had Alex school day on and he was thinking that they were should be pretty close to 1000.

[00:40:58] **Amanda:** I would probably [00:41:00] agree with that number. We were class 36 and I believe we graduated 30 in our class. So 30 times 36. That's that's over 1000.

[00:41:11] **Jason:** That's impressive. Very impressive. So all right. Very good. Let's move on then. Let's let's talk a little bit about IALEA and you are the chapter president for the IALEA.

[00:41:24] **Jason:** Northern Florida chapter, , what all does the Northern Florida chapter cover? The Northern

[00:41:31] **Amanda:** Florida chapter covers everything from the panhandle all the way to the eastern coast where Jacksonville is located and then all the way down to about Orlando maybe a little, maybe a little bit further south of Orlando, but Orlando is about the cut off and then that's where the south picks up.

[00:41:51] **Amanda:** I know that there have been discussions about creating a central chapter. So I think that's kind of like keep your eyes peeled and your [00:42:00] ears open for for that news. I think that's going to be announced shortly. And that will help those analysts and those areas that.

[00:42:09] **Amanda:** Maybe be they might be stuck right there in the middle of the state, and it's hard to travel to Miami or if you're in the southern if you're in the southern group, or if you're in Orlando, and it's hard for you to travel for the quarterly meetings and Tallahassee having a more central last chapter, I think is going to going to help those folks as well.

[00:42:30] **Jason:** Yeah, and is there is there an online option?

[00:42:32] **Amanda:** I don't know that there's an online option. I know that we, when we had our executive board meeting for the North Florida chapter, that's something that's a topic. I actually brought up is to consider going to a hybrid approach and maybe doing a.

[00:42:48] **Amanda:** Online meetings we, we did that during cobit a lot of what we did went to online when we were during cobit. And I think we just have some some technical challenges [00:43:00] there with being able to project on to with a camera onto the screen for with with a big room.

[00:43:07] **Amanda:** Because if you do hybrid, you'll have some people in person and some people not. So we've been, we've been working through those challenges as well to to offer that

[00:43:16] **Jason:** option. Yeah, it does get challenging. And for those that aren't maybe necessarily familiar with the geography of Florida you get into four plus hours pretty quick traveling from one side of the state to the other.

[00:43:33] **Jason:** So it's it can be a lot to ask folks to show up for a meeting when you have to travel four plus hours to get there.

[00:43:41] **Amanda:** Yeah, especially for like an hour and a half to two hour meeting, traveling plus your meeting time is your whole eight hour day. So,

[00:43:47] **Jason:** yeah, so, so I guess, besides the logistics of that quarterly meeting, what are some other things that you're you're working on and hoping to implement in the future?

[00:43:57] **Amanda:** We're hoping to the North Florida chapter [00:44:00] does not currently have a website or a social media presence. So that is something that we're currently working on. Our interim secretary has been Bill very vigilant and, and working on that. So we're going to hopefully have that published soon.

[00:44:16] **Amanda:** We have had discussions about bringing FIAT which is the foundational training for intelligence analysts that's done through IALEA from the international level and bringing it to Tallahassee so, which is something that's open to, to analysts, and it's, it's a SALT actor training as well.

[00:44:36] **Jason:** No, no, good. That's no, that is a good training. I I used to teach that way back when. So I'm sure it's changed a wee bit since I did it probably over a decade ago now, but it's that's a, that's a really good, good training. And it has a similar approach to what you described with the. Certification in that you break up into teams and you get [00:45:00] you get a case assigned to you and you have to break it down and present your findings.

[00:45:06] **Jason:** So it's it's similar in that regard of what you described.

[00:45:10] **Amanda:** Yes, and I personally haven't participated in the court yet, but I know that there are several members. Our previous 1 of our past presidents. Kelly Kimsey is an instructor. I want to say Alex is, is an instructor through fiat as well, but I may be wrong in saying that, but we have a lot of people here in Tallahassee that have taken that class and have talked about that.

[00:45:35] **Amanda:** It's a great class to to to have. All right,

[00:45:39] **Jason:** let's talk about. The hiring process now for analysts and this is a, this is a topic that's I've been on asking different guests, their perspective and a lot of folks out there listening to the show. Maybe they're newer analysts. , looking to move up.

[00:45:56] **Jason:** Maybe they're looking to get into the profession. [00:46:00] Maybe they're an experienced analyst who's mentoring one of these folks that are younger analysts or somebody looking to get into the field. And so from time to time, we talk about different topics. And so I like to talk to folks like yourself there that's gone through the hiring process.

[00:46:19] **Jason:** On the side of the manager for analysts and just get your perspective on things that you hold valuable as you're going through the hiring process maybe some stories about what somebody did really well. And then if you have some, then some kind of don't be that analyst type type scenarios there that you've also seen.

[00:46:44] **Jason:** So I guess in general what do you. Look for, or is it, is there maybe a certain skill set, or what something that you hold valuable as you're

interviewing somebody and trying to figure out [00:47:00] whether they're going to be the best fit for your unit.

[00:47:02] **Amanda:** Well, that's a great question.

[00:47:03] **Amanda:** I think that in my experience of being on the the hiring board for other analysts, it's kind of hard to dictate, like, any kind of cookie cutter education or discipline to cover all of the industry because there's so many facets through an investigation to even have an issue. You have, you have cyber, you have phone analysis, you have all of these different financial investigations.

[00:47:28] **Amanda:** You have all of those that are kind of little different niches, if you will but I think overall looking aside of that and just speaking in general you're always wanting to make sure that as a manager that you're picking the right person their personality for the culture of the office but independently of that I'm really looking for someone who's got really great Communication skills both oral in written.

[00:47:55] **Amanda:** I know that at the previous agencies that I've, I've been at we, we do [00:48:00] work samples and. A lot of that is written being able to have good written skills because again, you may have to do a bulletin. You may have to send out a, an, an executive summary on something. So you want to make sure that these people can write well, but in the interview, that's your opportunity to present.

[00:48:20] **Amanda:** How your oral communication is, are you good at public speaking? Are you good at briefing? Because let's, let's face it an interview is public speaking because you're speaking in some in front of people. Generally, most times you don't even know you've never even met. So, it can be intimidating because you are trying to put your best foot forward.

[00:48:40] **Amanda:** You're wanting to represent yourself correctly, but your nerves may take the best of you. And I think that. Going in there and knowing that yourself the best out of everybody else in that room and just take comfort in that and take confidence in that. And that will help you through that [00:49:00] interview.

[00:49:00] **Amanda:** I believe that also is true with. Presenting during briefings once you get that job and you're an analyst you may have to your command staff may walk in the room and say hey, that that shooting investigation that that we had 2 days ago. What's the, what's the most up to date?



[00:49:17] Word that we have on it, and you may have to stand up and just go off the cuff and knowing that. You can do that in an interview. You can also do that on that spur of the moment as well. So I think you're always prepared, but I think you, you also are your best advocate of your person.

[00:49:35] **Amanda:** And you're also the best advocate of your work product.

[00:49:39] **Jason:** Yeah, I do. Find it fascinating. I get your point about when you're in that realm of being at that table and a three panel interview and in that realm that is showing off communication skills, but at the same [00:50:00] time, it's I. I find it interesting because that may be the only time in the history of your employment there at the police department that you will be in that scenario.

[00:50:12] **Jason:** There's not a lot of times where you're being interviewed. By like a three person panel. Normally it is a presentation type thing that you're you're dealing with. That's more of the natural day to day duties.

[00:50:28] **Jason:** Of an Alice, like what you're talking about here, where someone comes in and says, give me a briefing on this? Or what do we know about this? And in that regard, when you're presenting in that fashion, it's a little bit different than answering these.

[00:50:45] **Jason:** Interview questions that you're trying to maybe sound memorable or not saying something that trying to figure out what they're really trying to ask you. And that's a little bit of a different skill set, [00:51:00] right? You may never be in that scenario ever again. But that's a big part of how you get hired.

[00:51:06] **Amanda:** Yeah, I mean, yeah. I see. Yes, I see that, too. I think that, though in an interview, you have to think on your feet because you're not given the questions beforehand and when you're when you're going into a briefing, you're not given those questions beforehand, neither. And they may be rapid fire questions.

[00:51:23] **Amanda:** You may have to give the briefing to the investigator, but you also may have to give the briefing to your director or your colonel. Your undersheriff, whoever it is, that's going to walk in the room and that's kind of impromptu or not scheduled you have to be able to think on your feet.

[00:51:38] **Amanda:** And I think that. I would probably encourage people to remain confident in, in yourself in an interview confidence is confidence that is



humbling, humble confidence, if you will not not going in there overzealous and being overconfident. But humble confidence is, is very [00:52:00] becoming.

[00:52:00] **Amanda:** Yeah,

[00:52:01] **Jason:** I think you, you say what you know and. Don't be afraid to say that you don't know. Oh, absolutely. Right? So, so I think there's you definitely don't want to go in there and BS and over promise and under deliver, but at the same time, if you, if you know for sure that that's the answer that you're, you're okay to be firm in that.

[00:52:21] **Jason:** Oh, absolutely. And, and you're going to run into scenarios where, hey, I, I don't know that, but I can, I would. I'll find out and get back to you. That's how I would handle that. If that becomes an interview question which I've gotten from time to time. Like, what, what do you do when you don't know?

[00:52:38] **Jason:** The answer is has been an interview question for me. Exactly

[00:52:41] **Amanda:** what you what you don't know is an opportunity for growth. Period, I mean, and, and, and being willing to be that person who I'm willing to learn that I can't say that I can speak from experience based off of that question. However, I'm, if given the opportunity, I would love to grow with your [00:53:00] agency in that realm.

[00:53:01] **Amanda:** That that's. That's just showing that you have drive, you have the passion for the job, and wanting to learn more. Come in with what and be willing to learn more.

[00:53:12] **Jason:** I think, I think and if that's not who you are, if that's one of your, your items to work on, right, that you need to improve upon.

[00:53:23] **Jason:** I mean, this is where getting, getting involved with something like Toastmasters. Or getting the more you do it, the better you will be. And and so that's, I think one of those things again, we go back. I sound like a broken record, but you can go to you can go to a lot of training analyst training and never be.

[00:53:44] **Jason:** Taught any tips on presenting or improve your speaking skills at all. I mean, sometimes you get tips and tricks on. You see other people how they present, but doing will be better for you in the long run than [00:54:00] just sitting and observing.

[00:54:01] **Amanda:** I, I agree, I definitely agree. You, you have to get involved and.

[00:54:06] **Amanda:** Whether it be your local chapter, the local chapter for IALEA getting involved as a volunteer and helping out and and embracing getting up and speaking in front of somebody, get up and make announcements at your church something that baby steps.

[00:54:21] **Amanda:** Toastmasters is a great. Outlet to do that in as well you get comfortable with the group that you're with and then they're then you're among friends and then it's like, I say, with anything with public speaking, it's really just. A conversation you're having, it's 1 sided a lot when you're up giving a speech, because you're the 1 doing all of the talking.

[00:54:42] **Amanda:** But really, it's just you expressing what and what you want others to know. So I, I think that there are definitely some opportunities there to, to, to branch out with your public speaking or any type of communication skill that, that you can, that you can use that [00:55:00] for.

[00:55:00] **Jason:** All right, let's go on to some advice for our listeners.

[00:55:03] **Jason:** Usually I leave it pretty open, but for you, I, am curious what advice you would give analysts who maybe assigned a financial investigation for the first time maybe some of those tips and, and specifically in the realm of financial investigation.

[00:55:24] **Amanda:** But financial investigator, I would 1st, they don't don't be afraid of them.

[00:55:27] **Amanda:** Even if you're not a numbers person a lot of people say well, I really don't understand numbers or I really don't that really doesn't do that. It doesn't click with me. You're, you're really just looking for clues, trends, uncovering what doesn't look right. The, the in depth knowledge of finances, you don't even have to have that look at what look at your bank account, right? See what looks normal to you and we pay rent. We pay utilities. We pay our mortgage. We pay our car. Payment we make our insurance payments.

[00:56:00] We'll see what's kind of look at what your, your investigation.

[00:56:03] **Amanda:** Look at those financial records in your investigation. What looks normal, right? Identify what doesn't look normal. If you're. If you're a whatever business you're in, and it's something that you're buying or purchasing or sending money to that is completely unassociated with the widget

that you're selling or creating or manufacturing, that's why I think ask the questions why, always remain unbiased during any investigation. There might be that accusation, but like I said earlier, and in my past work is. You're, are you trying to prove them guilty? Are you trying to prove them innocent? You're just trying to prove did, was a crime committed.

[00:56:49] **Amanda:** It's, it's up to the courts to find them guilty or innocent, right? It's our job to say, yeah, this doesn't look right. And then dig into it and say, [00:57:00] okay, this is what, yeah, this is why. And it's usually that onion layer effect, right? When we find one thing, and we peel that layer back, and then we get something else, and we peel that next layer back, you can't get to the center of that onion until you pull all of those layers back.

[00:57:16] **Amanda:** And that's really how you, your story . Reveals itself.

[00:57:20] **Amanda:** I would say definitely stay the course even with another dead end back up and punt 1 of the best pieces. 1 of the best pieces of advice that 1 of my supervisors when I was an investigator told me. When I would get wrapped around the ax, when I'm just like, I just don't know. I just don't know if this is the right way.

[00:57:38] **Amanda:** And he would always tell me, he said, Amanda, throw it against the wall and see what sticks. And a lot of times you really just have to do that because you may be going down this rabbit hole that it's not going to be fruitful for you. If there's nothing there, but, but it was my bias that kept me going down that rabbit hole.

[00:57:57] **Amanda:** Well, there's nothing that's really not my [00:58:00] case is not going to stand on this one rabbit hole. It's going to be all of the other quote unquote layers of that onion that are going to help build my case. So, so stay the course and remain unbiased. Sometimes you have to back up and eliminate yourself sometimes and then go back to it, throw it against the wall, see what sticks and put fresh eyes on it in the morning.

[00:58:20] **Jason:** Very good. All right. And you did mention that you're an Excel nerd I know it might be difficult on on audio on a podcast to give a tip in Excel. Do you have a tip or a favorite tip that you like to talk about?

[00:58:36] **Amanda:** I, I have all of them. I love a little bit of everything.

[00:58:42] **Amanda:** Even just just small little mouse clicks that can help you fill a column or whatever. I mean, that's something as simple as that. And

something as complex as a nested if and then statement . I love that. I love a nested if and then statement. And I know people are probably going to be like, [00:59:00] I don't know who this woman is, but she needs a, she needs a hobby but there's, it's, it's something that's very rewarding when that, when that formula works.

[00:59:09] **Amanda:** So,

[00:59:09] **Jason:** yeah, no, it's, it's funny because I was just dealing with some, some ifs this morning at work and I. It gets to the point where there's so many arguments there that I start to get confused myself, right? So I was literally doing that. If you hit the shift F3, it takes you to like the arguments window for the function and it'll break each.

[00:59:34] **Jason:** Each segment down for you and ask you. OK, this is what we're looking for here, and it gives a little bit better description as opposed to just typing it out from beginning to end or clicking but yeah, when you get some of those either some ifs or an if statement that gets multi multi layered , it can get really confusing really quickly.

[00:59:54] **Amanda:** Yes, and when you're dealing with that, such a long formula, I think [01:00:00] 1 of my things, and I actually help this actually help some folks in the academy when we were going through some, some of the Excel stuff is. I don't necessarily write my formulas horizontal, but I write them vertically. And in Excel, when you're in that formula bar, everything is typing left or right.

[01:00:18] **Amanda:** But if you're starting your if and then, or your if and and, or your if and or, or whatever it is. You have your if, and then your or, and then you have whatever is in your 1st parenthesis, your 1st set of parentheses, and then you have a comma. Go down to the next line and do your next set of parentheses.

[01:00:36] **Amanda:** So that way because as well as I do, the error in your formula can come down to a comma or a parenthesis and that looking at it on the, on that horizontal formula line sometimes is just. It's, it's grueling and it will make you start seeing double, but I see if I write it on a formula, like, on a Word document, if I just go and [01:01:00] go line by line on all of my arguments that I'm making, I can see that I have answered every question in in that formula and then be able to close my parentheses, copy and paste into my formula and see what works.

[01:01:13] **Jason:** Yeah, and that. It's interesting that you say that I, because I do that when I'm writing SQL, when I'm writing a case statement for SQL, I, I like to have it on multiple lines, like if then else I like to have them all on separate lines and then I can see what's going where and what's the logic.

[01:01:34] **Amanda:** Yes, absolutely. Very, very similar to that, the way that that looks and it just helps you keep track of that easier to make sure that you haven't missed a comma or you haven't missed a parenthesis.

[01:01:45] **Jason:** Very good. All right. Well, let's finish up with some personal interest then. You're a thrifter.

[01:01:51] **Jason:** Is that what you would describe yourself as, as a

[01:01:53] **Amanda:** thrifter? I do, I love to go to a Goodwill go to [01:02:00] thrift shops repurposing things. I'm always looking for a good deal. It's just, I don't know, it's just in me. It's just like a good sale going and finding a good sale or having a 50 percent off coupon.

[01:02:11] **Amanda:** I mean, when you walk into Goodwill or you walk into a thrift store, it's Everything's already 50 percent off what you would normally pay in the store. So and then when you walk in thrift store it may be that pink tags are an additional 50 percent off or whatever. So but, yeah, I, yeah, I, I really enjoy that it's, it's mindless shopping, just being able to, to do that.

[01:02:33] **Amanda:** I generally do that with 46 years. She, she's a, a thrifting lover as well. So, we took 1 Saturday here a couple of months back and we did we went up did Tallahassee, went up into Georgia, headed over to Mariana and came back down through the panhandle and just did this big, huge loop of did nothing but going to thrift stores all day long.

[01:02:54] **Amanda:** So and it was it's great because it's a road trip and a thrifting store. Trip all [01:03:00] in one,

[01:03:00] **Jason:** but, oh, man, do you have a, a favorite item that you got in the thrift store or like something that you really thought was, it was a good bye.

[01:03:10] I, I'm a, I'm a sucker for graphic signs. I, I, I love a good sign with a good saying on it but I think my 2nd thing too is .

[01:03:20] **Amanda:** Finding an outfit or finding a piece of clothing, and then it still has the tags on it. And because a lot of people say, oh, this is this is used

well, there's a lot of stuff. That's brand new and a thrift shop. That nobody's worn it, it's still got the tags from . I found some, I find Calvin Klein, I found Tommy Hilfiger, I find Hollister, they're, they're sketchers and I mean, there's.

[01:03:45] **Amanda:** I tell you, there's a lot of name brands in thrift stores and in Goodwills that you would be shocked but I'm just, and that's, that's a good deal if you can go in and get brand name stuff for 50 percent off.

[01:03:57] **Jason:** Yeah, no, you definitely get unique stuff. [01:04:00] Right, it's definitely one of a kind type stuff and it's funny.

[01:04:04] **Jason:** You mentioned the signs on my covered back deck. I'm in the process of just putting up signs. The snarkier, the better, the sillier and funnier, the better. And so every once in a while, I'll go out and If I, especially at a garage sale or something like that, if I find, find a sign, I like to bring it back home and put it in my back deck

[01:04:29] **Amanda:** yes, absolutely. I would, I would encourage you to go to goodwill go to and yes, yard sales yard sales is a good thing to actually do yard sales with my husband will wake up on a Saturday, grab a cup of coffee and just. Set out and look for garage sale signs. No no plan in hand. Just just mindfully going for a jeep ride if you will, because he is a jeeper.

[01:04:50] **Amanda:** So going on a jeep ride and looking for a yard sale.

[01:04:54] **Jason:** Well, the jeep also helps you keep. The amount that you buy pretty low, so there's only so much room in [01:05:00] that jeep, right? So you don't go crazy.

[01:05:02] **Amanda:** Yes, exactly. And what's funny is because I drive a larger SUV. So I think you just may have just put me on to his strategic.

[01:05:09] **Amanda:** Yeah, let's take the jeep because the less room that that we have, the less stuff that I

[01:05:13] **Jason:** can buy like, oh, sorry. Sorry. And we don't have room for that. Exactly, exactly. All right. Very good, Amanda. Our last segment of the show is Words to the World. This is where you can promote any idea that you wish.

[01:05:26] **Jason:** What are your words to the world?



[01:05:28] **Amanda:** I think something that a key thing for me in my journey, because I don't know that I really touched on it, but yeah, I did graduate with my bachelor's in 2018. That was almost like a lifelong journey for me because I was the non traditional student. I was married, had a family working full time.

[01:05:47] **Amanda:** My son was in year round sports had volunteering that I was doing all the while becoming a college graduate and all of that. So, in 2018, I did I graduated with my bachelors. And I had [01:06:00] taken a leadership class at my church from a former pastor and 1 of the sayings that really was pivotal in that leadership class was this.

[01:06:12] **Amanda:** And it's discipline is simply doing what you don't want to do to be able to do what you want to do. And I think that if I could encourage anyone that's out there, that is the nontraditional student for I mean, heck, you may even be an analyst out there that you're in a position where. It's not exactly where you want to be just remember that discipline is simply doing what you don't want to do to be able to do what you want to do in those nights after I put my son to bed.

[01:06:45] **Amanda:** It was then my time to do my homework and then I had an assignment that was due before midnight in those moments. I didn't want to do that, but it was the discipline that I had to do it. To put me on that graduation stays in [01:07:00] 2018, and I would say, as an analyst, if you're in a position where you, you're not where you want to be in the industry or in your agency, or in life, find the discipline, dig deep and remember your why and just simply do what you don't want to do right now to be able to do what you want to do in the future.

[01:07:22] **Jason:** Very good. Well, I leave every guest with you giving me just enough to talk bad about you later. ,

[01:07:27] **Amanda:** As my daddy would say, if you're talking about me, you're giving somebody else a break.

[01:07:31] **Jason:** Well, I do appreciate you being on the show, Amanda. Thank you so much, and you be safe.

[01:07:36] **Jason:** Thank you. You as well, Jason.

[01:07:38] **Mindy:** Thank you for making it to the end of another episode of Analyst Talk with Jason Elder. You can show your support by sharing this and other episodes found on our website at [www. leapodcasts. com](http://www.leapodcasts.com). If you have a



topic you would like us to cover or have a suggestion for our next guest, Please send us an email at [LEApodcasts@gmail.com](mailto:LEApodcasts@gmail.com).

[01:07:57] **Anthony:** Till next time, analysts keep [01:08:00] talking.