

What Will You Do After DEA?

DEA Lecture Series

September 17, 2009

DEA Headquarters, Washington, DC

Transitioning from the Public to
the Private Sector

By J. David Quilter, CFE, CCS

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Orientation To The Private Sector AKA...Life AFTER “the job.”

- **What is the Private Sector “Mindset”**
- **Your Background vs. Know-How & Skills**
- **Challenges**
- **Difficulties**
- **Opportunities & Rewards**

This is NOT a LECTURE as in...

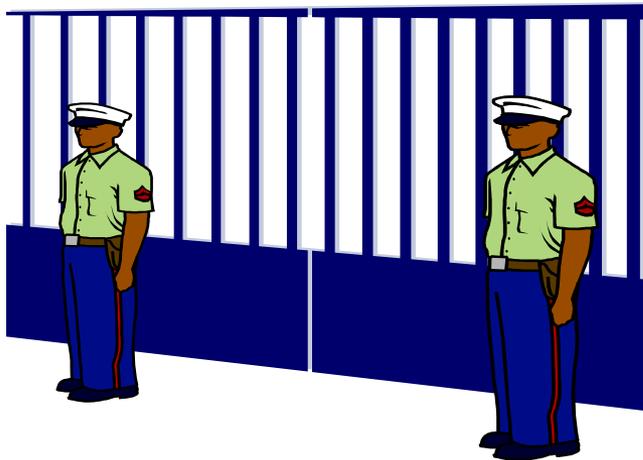
LECTURE: the process by which the notes of the speaker become the notes of the listener **without going through the mind of either!**

**Rather...40 MINUTES OF SHARING AND
20+ MINUTES OF Q & A followed by
some time at the DEA Museum**

Comparing Public and Private Sector Cultural “Mindsets”

- Public
 - A Structured Culture with long traditions
 - Dedicated to service,
 - Procedural and Policy driven
 - Often have strong mentors
 - Do it by the book...dot the “I’s” – cross the “T’s”
 - Work inside the box
- Private
 - Creative and market driven
 - Selling, marketing new concepts
 - Focus is Bottom-line
 - Entrepreneurial
 - Business Casual
 - Often “no book”
 - Work outside the box but \$ \$ results focused

Security Circa 1994



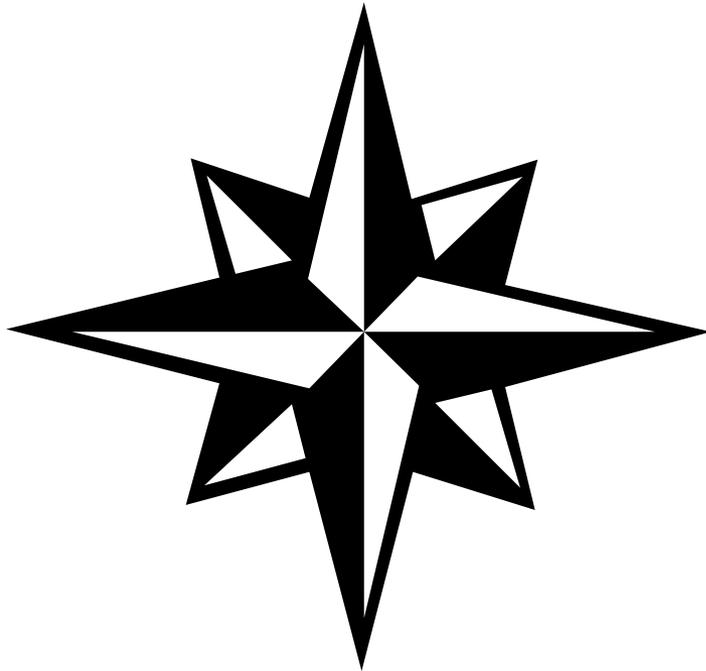
Board Level Risk Security Program Elements*



The Public – Private Partnership

- **Well polished Know-How and Skills =**
 - Turn **LOSSES** into **GAINS**
- **KEY = Understand “the business”**
 - **KNOW** the **CULTURE**
- **How you prepare = Your Success**

The Quilter **Cost/Recovery Matrix**



**\$1000 Divided by NEAT
= C/R Matrix**

OR

**\$1000 Divided by NEAT of
1.6% (.016) =**

\$62,500

Case #1: \$214K X \$62,500 = \$13,735,000 X 2 = \$26,750,000

The Cost of Fraud/Embezzlement to a Business with a 2.7 % Net Earnings After Tax (NEAT)

NEAT/Net Income Loss	Overachievement Revenue Needed to Recover	Fraud/Embezzlement 2 X Factor
\$1,000	\$37,037	\$74,074
\$5,000	\$185,185	\$370,370
\$25,000	\$925,925	\$1,851,850
\$50,000	\$1,851,850	\$3,703,700
\$75,000	\$2,777,775	\$5,555,550
Case #2 \$705K = \$52,222,219 \$100,000	Case #3 \$360K = \$26,666,640 \$3,703,700	Case #3 \$360K = \$26,666,640 \$7,407,400
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How it All Fits Together for You

- **What YOU Bring**
 - Common-sense work ethic and solid values
 - Global experience contacts & resources
 - Hands on Know-How
 - You are used to measurements/metrics
 - “Getter Done” Results
- **And Business WANTS**
 - LEADERS WHO LISTEN & LEARN
 - Business Partners
 - HANDLE Risk Issues with Know-How
 - Creative approaches to old/mature issues
 - BUSINESS RESULTS

Life After “the job...” moving toward the Private Sector

- **WHO NEEDS a 2nd, a 3rd, or more careers...**
- **Success belongs to...**
- **Enable and Further Business Success**

What do you Really Want to Do?

- **Don't under-estimate...YOUR VALUE & YOUR OPPORTUNITIES**
- **Finding YOUR MENTORS, GUIDES and WHAT'S RIGHT FOR YOU**

Make Haste Slowly

- **THE ACTIVITY TRAP...** I'm so busy, busy, busy...
- **GETTING A MEANINGFUL RETURN ON MANAGEMENT (ROM) TIME**
- **WHERE THERE IS A LACK OF TRUST ...THERE ARE SECURITY GAPS**

MY PATH: THE GOOD AND THE OTHER

- **CHALLENGES**
- **DIFFICULTIES**
- **OPPORTUNITIES & REWARDS**

Coming October 8th a webinar
Are Your Resources Under Fire? Propel Gains and
Mitigate Losses

by J. David Quilter

This live one hour presentation is on October 8, 2009 at 1 pm EST and a unique opportunity to:

- Find out how to use the concept of innovation to deliver distinctive results
 - Leverage the strengths of what your program is doing right
 - Respond to budget challenges in distinctively different ways
 - Achieve higher levels of security through internal shared resources
 - Learn proven ways to overcome a lack of operational cooperation
 - Find out why there is never shared accountability responsibility for security
- **For more information paste to your browser and go to:**
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Source: **From One Winning Career To the Next:**
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