



### Dave Kopenhaver

- 1 President/Owner of Integrated Impaired Driving Solutions LLC
- 2 Over 31 years of law enforcement experience



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## Roadside Interviewing and Post-Arrest Rapport

Dave Kopenhaver



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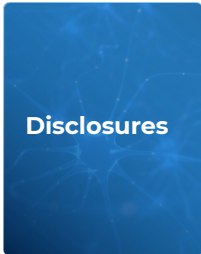
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The speaker has no disclosures.



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## Roadside Interviewing



90% of all evidence is provided  
by the defendant

How we talk matters!!!

GET AWAY FROM RANK AND  
LAST NAME

DRUG



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In order for a defendant to  
reveal desired information,  
we have to establish rapport...  
**HOW DO WE DO THAT?**

DRUG



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## Roadside Interviewing

- Look professional (car and uniform)
- Find common ground
- Be empathetic

DRUG



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### Roadside Interviewing

**Where are you coming from?**

- Ask follow up questions to pin them down

**Where are you going to?**

- "I'm just trying to make it home"

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### Roadside Interviewing

**How much have you had to drink?**

- Size matters!
- Types of drinks
- Food consumed
- When did they start/stop drinking?

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### Roadside Interviewing

- Without looking at a watch or a clock, can you tell me what time it is?
- On a scale from one to ten (one is stone cold sober, ten is falling down drunk) where would you rate your impairment right now?

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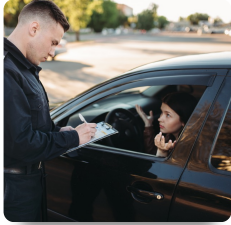
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### Dealing with refusals.....



"I'm not sure if I want to take your tests"

VS

"I'm not taking your tests"

DRUG



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### Leave your ego at home!

- "Don't you have real criminals to arrest?"
- "You're hammered and could have killed someone!"

DRUG



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### Re-establishing Rapport Post Arrest

**You just changed their life forever!**

- "I don't think you're a bad person, I just think you made a bad decision"
- Explain field tests if asked

DRUG



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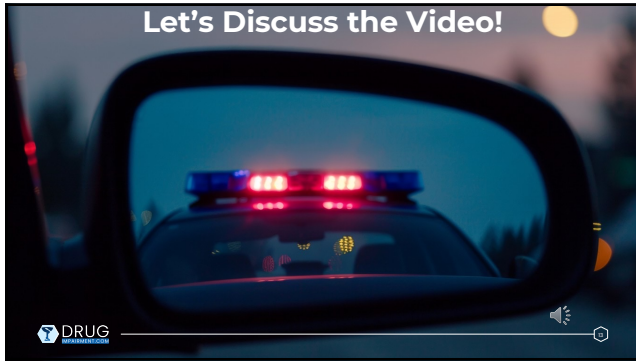
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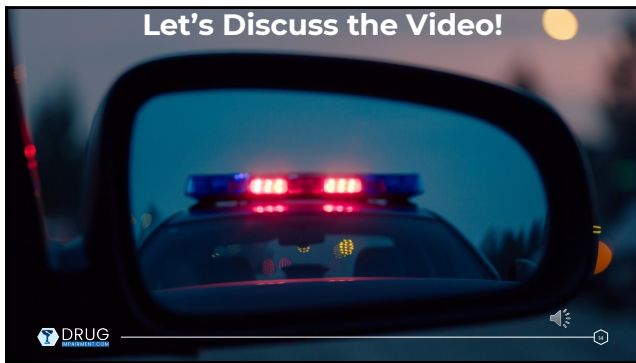
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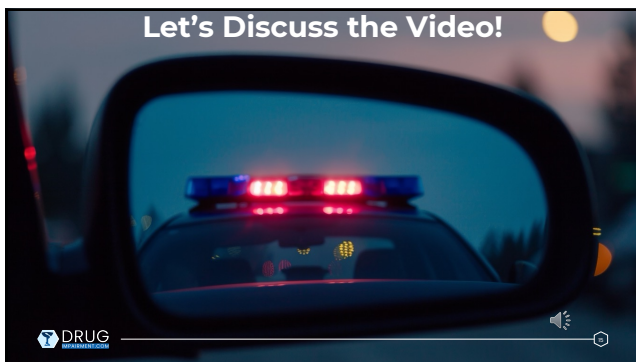
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