



# 83% AND COUNTING

In January we set ourselves a target for the year of 180 new firms and now, three quarters of the way through, we have received instructions from 150 new firms. We're 83% of the way there and sincerely hope that if you haven't yet worked with Kin, your firm will be one of the remaining firms this year.

The team and I have certainly been kept busy with this popular response to our exciting new services, and our expansion into bigger offices couldn't have come at a better time. We welcome these firms to Kin and look forward to strengthening these relationships as we look to the future.

In addition to reinforcing Kin's established role as a high class provider of probate research services, we have been working hard to develop our new range of investigative services and are delighted to have their launch featured in this edition of *Kin Perspective*. We are confident that these new services will provide invaluable support to professionals and firms who face complex situations in these areas.

To help Kin deliver these solutions I am delighted to welcome Charles Hill and Michael Ricks to the team, both of whom operate at the top of their respective fields and bring to Kin an enormous amount of experience and expertise. As part of our data recovery and forensic data analysis service I am particularly pleased to be working with my old colleague and dear friend

Gantcho Mantchorov. Gantcho's outstanding technical expertise makes him a fantastic addition to the team.

The records of these individuals really do speak for themselves and you can learn more about both them and our new services throughout this edition

“Kin welcomes 150 new firms and looks forward to strengthening these relationships.”

of *Kin Perspective*. You will also find an update of our probate research operations from Kin's co-founder and my fellow Managing Director, Sasha Buchler.

On a personal note, it was a pleasure to meet many of you at the Law Society's Probate Section Annual Conference this July, in our capacity as Associate Sponsor. It was a great opportunity for me to meet in person a number of our existing clients and catch up on the latest developments in the world of probate.

I hope you enjoy reading this edition



Matthew Siddell, co-founder of Kin

of Kin Perspective and are as excited about the new services as we are at Kin. By providing arts and antiques, investigative, and data forensics services we can further enhance the level of support that Kin already provides to the legal sector.

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# KIN'S INVESTIGATION SERVICE

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**D**rawing on our extensive research expertise, Kin offers a high class portfolio of investigative and consultancy services. This expertise extends not only to general corporate and fraud investigations, but also tailored solutions to problems involving due diligence, surveillance, asset tracing and asset verification. A team of thirty specialist investigators provides Kin with nationwide coverage for conducting these operations.

We recognise that every case is unique and pride ourselves on our ability to provide the most accurate information possible. After all, sound and informed decision making can only be made with accurate and credible intelligence. This commitment to accuracy and impartiality is reflected in the quality of our reports, with information presented clearly and concisely.

Our approach to corporate investigations is one of bespoke specialism. We work to tailor our methodology to the specific requirements of any assignment, at all times offering a professional and personal service. Projects are overseen by our experienced Head of Investigations, Michael Ricks, as we work in close co-operation with clients to efficiently and discreetly meet the desired objectives.

“A team of thirty specialist investigators provides Kin with nationwide coverage for conducting these operations.”

Michael has more than twenty-five years experience in corporate investigations. He trained as an investigative journalist, working for and contributing to various national newspapers including the *Sunday Times* and now leads Kin's team specialising in fraud and corporate investigations for law firms and financial institutions.

He is a member of the Institute of Professional Investigators and for the past twenty years has been involved in the International Symposium on Economic Crime which takes place each September at Jesus College Cambridge, lecturing on various aspects of financial investigation, due diligence and corruption.

In 2000, Michael was part of a working party from the University of London's Institute of Advanced Legal Studies which advised the UK government's Department for International Development on the potential misuse and possible corruption involving international aid.



Sasha Buchler, co-founder of Kin

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## PROBATE UPDATE

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### Introducing Kin's Probate Genealogy Service and Asset Repatriation Service

It's been another exciting quarter for Kin in our capacity as one of the UK's leading providers of probate research and asset repatriation services. We continue to provide high class support to probate professionals the world over, with 150 new firms employing our services for the first time this year. It has been a genuine pleasure to establish and strengthen these relationships over recent months as we work to help you provide the highest possible standard of service to your clients.

Significant numbers of these firms have been taking advantage of our [Probate Genealogy Service](#), the third tier of our tracing services. As Kin's most popular service, it is ideal for complex or overseas cases that cannot be resolved using our Forwarding Address Search or Single Person Trace. The beauty of

Kin's Probate Genealogy Service lies in its flexibility; it can be tailored to meet the exact requirements of your enquiry, offering a range of transparent fee structures for your convenience. Whether we operate on a time charges or fixed cost basis, you can be assured that we will work openly with you to ensure the most appropriate fee structure is adopted.

“The beauty of Kin's Probate Genealogy Service lies in its flexibility; it can be tailored to meet the exact requirements of your enquiry.”

The effectiveness of this service was recently made apparent to one of our clients, who approached us with the estate of a client who had passed away intestate. Working efficiently and conscientiously our expert team were able to unravel the largest family tree that we have yet encountered in our work as probate genealogists, with nearly 200 heirs spread throughout the United Kingdom, Ireland, Australia, Canada and the United States.

Aside from our existing services, we have responded to the requests of our clients to expand our portfolio of probate asset services to include **Asset Repatriation**. So should you need to repatriate stocks and shares, bank account balances or even a property, Kin's worldwide network of brokers, lawyers and agents enables you to outsource this aspect of estate administration with confidence.

We pride ourselves on this proactive approach to meeting clients' needs, and it is at the centre of our focus on delivering an unrivalled service that legal professionals will want to use again and again. If you have not instructed us before, just try us once and you won't be disappointed.

# DIGITAL FORENSICS AND CONSULTANCY

The use of computers and the internet is fundamental to the operations of any modern business and these businesses now generate and store a mass of commercially important digital data and information.

It is therefore extremely rare to find an instance of contemporary fraud that has not involved the use of computers or the internet and effective investigations must understand how to best unravel and decipher the trail of digital evidence.

Kin's experts can determine whether digital evidence has been compromised, altered, damaged or copied, regardless of whether files are password protected or encrypted. Should the matter proceed to the civil or criminal courts we will present our findings clearly and accurately in a comprehensive report outlining the timeline of different events.

In addition, Kin provides expertise to recover lost data should it be inadvertently destroyed, or a user intentionally engage in mass deletions.

We also provide extensive consultancy services to improve the security of your data and communications structure, minimising the risk of future incidents of fraud.

“Effective investigations must understand how to best unravel and decipher the trail of digital evidence.”

Kin is extremely fortunate to have Gantcho Mantchorov at the head of this new service. Gantcho has more than twenty-five years experience in the IT industry and during this time has provided technical expertise across many industries. In recent years Gantcho has acted as the Director of Information Technology for a number major of financial institutions. His work in over 20 countries gives the team a broad knowledge of international legislation relating to these operations and comprehensive expertise in relation to contemporary technologies and trends.

## WIN AN iPad

A number of clients have told us about the impact adopting Apple's new iPad has had on the way they do business.

To give you the opportunity to find out for yourself we're giving away a brand new iPad to one lucky reader.

For your chance to win, email the answer to this question to [news@kin.co.uk](mailto:news@kin.co.uk) before 31st October 2010, quoting 'iPad' in the subject line:

How many new firms have instructed Kin so far this year?



Johannes Vermeer, 1632-1675 *Woman writing a Letter, with her Maid*, 1670 Oil on canvas 71.1 x 60.5cm Photo © National Gallery of Ireland. **Held to ransom for £20 million.**

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# RECOVER YOUR LOST MASTERPIECE

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**K**in is delighted to announce the launch of our Arts & Antiques investigative team. Led by the expert art detective Charles Hill, our team of investigators can offer a comprehensive suite of investigative and consultancy services. These services range from tracing and recovering lost works to providing expertise to confirm provenance and scrutinise potential fakes and forgeries.

Although we cannot divulge the exact details of our operations, a brief history of Charles' previous success and background indicates the level of service you can expect to receive from Kin's Arts & Antiques team.

Charles Hill, or Charley as he likes to be known, served for over twenty years in the Metropolitan Police, spending two years in charge of the much fabled Arts and Antiques Squad at Scotland Yard. Charley has been involved in several of the most successful art recovery operations of recent times, both covert and public. These operations included

the recovery in Antwerp in 1993 of Vermeer's *Lady Writing a Letter With Her Maid*, Goya's *Portrait of Doña Antonia Zarate*, and in 2002,

“Led by the expert art detective Charles Hill, a.k.a. Charley.”

recovering Lord Bath's early Titian, *Rest on the Flight into Egypt*. Charley is perhaps best known, however, for his part in the two man undercover operation that recovered Edvard Munch's *The Scream* for Norwegian authorities in 1994 which became the subject of a BBC documentary and numerous publications.

It is this high degree of expertise and experience that Kin can share with you to provide a comprehensive service, whether it be looking for tangible assets such as art and antiques or the provision of a wider spectrum of art and antiques research and consultancy services. Like many of the assets involved, each case

is unique regardless of its scale or complexity. We receive no such thing as a standard enquiry, so if you think Kin can help in anyway please don't hesitate to contact us.



Francisco Jose de Goya y Lucientes, 1746-1828 *Dona Antonia Zarate*, 1805-1806, Oil on canvas 103.5 x 82cm Photo © National Gallery of Ireland.