

Benefits of Hiring a Loss-Prevention Specialist

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Hiring a loss-prevention specialist can prove a great investment. These specialists conduct fact-finding interviews, loss-prevention consultations, audits, unannounced store visits, training seminars and security-camera installation. They serve as expert witnesses and can confront employees suspected of stealing.

“If you hire someone to manage your loss prevention, you can put your personal issues aside and let that person be the bad guy,” said Jeff Stein, president of Executive LP Services in Exton, Pa., which specializes in loss prevention for independent retailers. “You don’t have to confront your own employees, who might be ashamed and embarrassed about stealing from you.”

Loss-prevention specialists also know how to interview people to get the most possible information. “The interview and interrogation techniques in which my peers and I are trained usually get much more of an admission,” Stein said. “Beyond the \$20 you knew they took, you might find out about \$2,000 they owe you. Sometimes that alone will give you a return on your investment.”

Iowa-based freelance writer Eve Adamson’s original article appeared in the January/February 2008 issue of Water Garden News.