

ATWJE - Lenny Leedy, the Excel Guru

[00:00:00] Welcome to analyst talk with Jason elders 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 beat that analyst and join us as we define the law enforcement analysis profession.

One episode ahead time.

Thank you for joining me. I hope many aspects of your life are progressing. My name is Jason elder and today our guest has 13 years of law enforcement analysis experience with over 25 years of law enforcement experience. As a uniform officer canine, SWAT, vice and narcotics for over 30 years, he has been a great instructor of analytical tools and automation.

He even developed and instructed the basic analytical techniques for law enforcement. Also known as battle. You can often find him at conferences, teaching Excel and Manning the ACISS booth. Please welcome Lenny Leedy,

Lenny, how we doing? Pretty good. Thank you, sir. Good to be.

I am so [00:01:00] happy to talk with you some people have told me they consider me the Lea Excel guru, but I have always considered you the Lea Excel guru, because you have taught for so many years at, at conferences and just have done such a wonderful job, teaching new techniques to analysts.

Well, thank you. All right.

Well, let's get into it then. How did you discover the law enforcement analysis profession? Well,

like you said you know, I had 25 years experience, but. Well, I did a couple on the street, eight and nine, a couple morning street, then 13 years undercover narcotics. When I was in narcotics, they discovered, I knew how to use a computer well, we didn't have analysts in our unit.

So every time something needed done they put it on me. When I first started, I was actually had an apple two E computer and could do charts at home. And so that's where that came up. Then PC developed, then we got a program for, [00:02:00] to manage all of our cases called ASIS and that did, you know, all corrected over phone, toll information, over case information.

And at that time it did not have any analytical tools built in. So I would export the data to a program called multi plan which was a spreadsheet. And I used it until it got bought out by Microsoft and Microsoft then came out with Excel and that's when I first started using Excel.

So what's the time

around what you just said? Before most of the listeners were born so I went to narcotics in 86. Okay. All right. So, and then how do.

Have you always been interested in computers? Had you added your PC and interested in computers

even before that? Yeah, like I said, I had an apple two E computer, so mm-hmm, , you know, that shows you, I don't, whenever it came out is the year I got it.

Okay. So I have to look that up. I have no idea. Yeah, I don't need, but if you [00:03:00] have, if you do the math, so we have a lot of analyst listing. So if you do the math, I'm old but so anyways, so yeah, I've always liked computers and you know, I didn't know. I liked computers. One of the things I kicked myself, the butt for is my degree is in Marine biology with a minor in math and a minor in chemistry.

I took no computer classes, you know, that was what people back then used to carry around boxes of pre-punch cards, punch cards. And I'm thinking what a bunch of geeks .

So what did you wanna do with that

degree? What was your plan? I was, I was gonna be the next jock Gusto. Okay. I, you know, I've always cuz I was I started scuba diving back in high school and got my certificate and I've scuba dive most of the Springs in Florida.

And when people think of Florida, all they think about Mickey mouse. Mm-hmm Patona beach in Miami, that's it, as far as them, there's nothing else in Florida, there's like 300 divable Springs in Florida and I've done a hundred of them. And plus I worked at a summer camp in the [00:04:00] keys, teaching Marine biology and scuba classes.

But then when I graduated college I had to get a job and I couldn't find a job in Marine biology that would pay anything. I mean the, you know, back then even

it was \$5,200 a year to work outta the university of south Florida. Go out on a boat for five days, take samples, come back, work in a lab for three.

Have two days off, then go back out on the same boat for five more days. And that wouldn't even pay my college loans. let alone a car payment. So I worked at the Y M C a for a little bit just after graduation cuz that's what I did during college. And then. I just happened to be working at a Y and the guy who did physical fitness training called in sick for a week and they were training and doing classes in physical fitness for the Lee county Sheriff's office.

I was in Fort Myers at the time and he asked me to do the classes. So I did the classes for him, you know, [00:05:00] and worked their butts off and one day they kidnapped me on a Friday night in good, good humor here. Yeah. And They kidnapped me and took me out to ride with them. And I was sold the first time out there.

We went to this and I'm, we're talking in the middle of the deepest ghetto in that area, people living in part tar paper shacks. And this lady called in that someone broke into her place and stole her TV. And it was like a 12 inch black and white. So I'm on the way out. And I'd never been exposed to that when I was a kid, you know, poverty and stuff like that.

So I came out and I was talking to the cop. I said, what's she worried about a 13 inch colored TV? And he goes, you don't understand poor people. Do you? She goes, that's all she has. She goes, did you notice. We found the guy, we found the TV, we took it back and the guy goes, did you notice that when she tried to offer us some stuff out of her freezer to eat, I said, yeah.

I said, you know, we didn't take it. He goes, no, no, no. She's just trying to, you know, pay us back for doing something nice to her. And I [00:06:00] said, well, that was kind. He goes, but do you know what it was? I said, no, she goes, it's springtime in Florida. It's Robins. She would pay the kids to go out with their BB guns and give them a nickel for every Robin.

And she would eat Robins. Cause they had, she had no money here. She was poor. And so I didn't know it, but anyways, I got to help that lady. I got help get her TV back. And I was within two years was a full-time officer in St. Pete that's

so serendipitous. Right. That, as you mentioned, the guy happened to be out sick for that week.

And this leads you to the path of your career. Yeah. Wow. All right. So then let's talk about you starting developing. Your expertise in computers and, and policing in investigations. While being in the investigative

unit at a police department. So got transferred to narcotics. And at that time they were looking at automating [00:07:00] our cases.

So there was a program out there called ASIS and we got that. What does ASIS stand for? Well, back in the old days, it used to stand the name of the company was augmented computer mm-hmm and this was their augmented computer intelligence support system. Okay. Now it doesn't stand for anything. It's just ACISS okay.

so, but that was back in the olden days. So anyways, so I could collect the data on phone records. We would, we had an old bar tech pin register and we would get phone tolls. So I could upload those to ASIS and ASIS did some basic things like a frequency analysis time of day, day, week. And that's about it.

I mean, this is back. You gotta realize this is back in the eighties and you know, I don't even. Some of the other big vendors were even there then. So I found a program called multi plan and it's a spreadsheet program. And I started using it to do all this analysis and basically had [00:08:00] to learn on my own cuz there were no classes.

Well then Microsoft bought multi plan and came out with Excel. Why basically took every Excel class. There was I went to the junior college, I took the classes and they did good. I mean they were teaching Excel, but they were teaching it from a business aspect, bookkeeping and stuff like that. And one of my most advanced classes at the end of my, you know, 10 or 12 weeks, whatever it was, class, the guy goes.

Yeah. And then there's this thing called pivot tables. And he goes, and it does some analysis stuff. And I looked at that and the next day I'm doing pivot tables and oh my God, life changed at that point. So we'll get more into that later, but that was the change. I mean, I could do things other people could not even dream of.

And then we needed a way to chart the program. Well there was another program out there, a very expensive program and we couldn't afford it. And I happened to be on the internet way back in the old days and found [00:09:00] this program called RF flow, which is a really good program. It's like, I don't know, 50, \$75.

I have no idea what it costs now. Yeah. And if you're in law enforcement, they give you a discount. So I contacted them. I got a copy of the program and started doing all these charts. And this was back before charts were popular. Mm. And I could do all these things I did with phone tools, with organizations and stuff like that.

And so that was really the start of the analytical part. I then found a class from a cuz the only one doing it back then was Anna Kappa mm-hmm and they had a, basically a charting class. So I started, I took that and that's where I learned the basics of how to chart and from there on things just. More data, more complicated, more complicated analysis, having to learn more.

I've had probably every Excel book there is and read 'em most of them end to end. Wow. So like, and then for [00:10:00] example pivot tables, they weren't even covered in the first few books of Excel. It was there. And then here's a perfect example, which is a standard feature now. And you'd be surprised how many people don't know it.

If you have a column of numbers and you're doing some mathematical calculation in the column, mm-hmm , if you double click on the lower right hand corner. Of a cell with a formula and it's called the fill handle. It's a little box mm-hmm . If you double click on that, it fills that down. As long as there's data in the next row, that wasn't documented to the late nineties and I'm sitting there and I'm getting, I knew I could click and drag down.

But I didn't know about the double tap. So I sat there one day and I accidentally double tapped it and it filled it down and I went, oh crap, what did I do? and I remember it thinking, oh, I messed up. I did something wrong. Yeah. And then I figured out then it took me a day or two to figure out what I did.

Cause I didn't know what I did. You know, it was just by actually [00:11:00] when you click on something, sometimes you click twice. Well, that's what I did. Yeah. So it took me a while. Yeah. Yeah. But I, I did get to talk. I, I had a pivot table question, so I called Microsoft back when you could call Microsoft. And I actually talked to the developer who developed the pivot table.

Wow. And he did it because he was working on something and trying to figure out some way to break down. Data had nothing to do with a marketable product. And it just happened to be in there and happened to be discovered by people. It was not something let's develop this tool. Let's show this tool to the world.

The guy goes really, you use it for that. And I started explaining what I did with phone tolls and frequency analysis and wire taps and data like arrest data or case data. And he's going, why had no idea? Would people, do you remember his name? I'll have no idea. Okay. Curious about that. So that was long time ago.

Yeah. Yeah.

So you're in narcotics. You are starting to [00:12:00] work on the computer, as you mentioned, do some of these pivot tables working on tolls and other investigative needs. Did everybody start coming to you for information?

Because it sounds like. You were the only one that knew how to run a computer in your whole unit?

Well, not the whole unit. Most of the department, no one else in the department had Excel. Yeah. They had matter of fact, the way I got Excel is I ordered a computer through a grant we were working on and because I ordered it, I didn't have to go through the it department.

Cuz if you got a computer through the it department, they erased Microsoft's office and they put in the Lotus suites. Yeah. I remember Lotus and you know, you couldn't have it. So I ordered the computer and I started using Excel and that's my pivot tables and stuff. And finally one of the guys came over one day from it and he says I had a question about the network or something like that.

And so he comes into my office cuz I, I built the network. I did the network in addition. Now [00:13:00] let me go back a second. In addition to doing all this stuff. Cause I still had to go out and buy drugs, pick up prostitutes, work cases, you know, do search warrants and all that other stuff. But the bosses and the guys, you know, wanted all this other stuff done.

So I did a lot of it from home cuz my home computer had Excel. But anyway, so the guy from it comes over and he goes, what is that? I said, it's Excel. He says you can't have Excel you gotta use Lotus. I said, no I don't. And I said, okay. So I brought up and did a pivot table. I said, when you get Lotus to do that, you come back and got a couple more flack things from it about having an unsupported program in the city.

But you know, they left me alone because I was doing things like a detective was working this case and. It was embezzlement. It was back when Florida was in a building, boom, they were buying up all these small hotels, making condos out of them doing timeshares.

And these [00:14:00] people were making BKU bucks. I mean, you know, a hundred thousand dollars a month you could make, if you bought a big condo, bought a big uh, motel and they converted to condos, your commission could be in the hundreds of thousand dollars for just one month's work mm-hmm . But anyways, they were missing money, so they couldn't figure out why and how so they called in there called in a.

Detective from our department. And he came over with a the limited Excel file of all of their calls. Now I had to clean it up. It was really dirty, but I cleaned it up and did a pivot table while he was sitting there. And he, he looked at those sheets, the paper and on the computer, you know, we did all that and he couldn't figure it out.

I did a pivot table who signed the checks, how much money each person got that was it. And then did totals. And it turned out that the bookkeeper was they had a petty cash thing mm-hmm and she would write herself a check for \$39 or 180. I had a petty check, a [00:15:00] thousand bucks, and it wasn't uncommon for her to write a petty cash for a thousand.

2000 bucks to do the petty cash. So they could go to buy pizza for the people or whatever. Well, what turned out that over the years, she was a little upset because everybody was making all this money and she wasn't. So she started writing herself two and \$3,000 checks and not petty cash in cashing of herself.

But anyways, a pivot table showed that in about two or three minutes and the guy was just awestruck. Yeah. From our, he was from our economic crimes unit, so, yeah. And that was one of the first outside of, outside of the narcotics. Okay. So, and what department is this? St. Petersburg, Florida. Okay. All right.

Interesting.

So you're dealing with link charts, you're dealing with Excel. Are you also doing anything with mapping?

At that point there were no mapping quote programs. I mean, there were God, what was the name of that program? Map info. Yes. And that was the program.

We got for a little while as a test and we had one license of it and we shared [00:16:00] it and stuff like that, but we did some mapping, but, well, for example a lot of the mapping we did by hand,

well,

when you put an address into ASIS it knew what, what the zone was, you know, the police zone, what district the city was divide in.

The districts, districts were broken down into zones and zones were broken down into CTS or census tracks, really small areas, little, you know, bordered by streets and things, you know, a typical. Neighborhood, you know, where you have, you know, one way in and one way out that'd be one CT. And so you had CTS.

:Well, anyway, we got a new chief and great guy, chief Kurt singer came from LA and his first meeting with the staff was held. And my boss went over there from narcotics major and Mickey stepping off great guy too. He was my major for years. He's one of the reasons I got to do all this stuff because he saw what all the stuff I could do.

So he let me do training. He let me go out and get training. He let me go out and do stuff. I got to do a lot because I was, you know, beneficial to the unit and he saw my [00:17:00] skills, you know, could only help the unit. Well, anyway, so he came back and he goes, can we get all the drug arrests broken down by census track?

And I go. Well, I can't do the whole department, but I can do all the narcotics arrests. And since we do all the drug evidence for the whole department, as long as there's an address on that drug seizure by patrol, I can do that. He goes, do that for me. So into ASIS. Give me all the narcotics cases and narcotics evidence with the address, blah, blah, blah, and down to CT, import that into Excel, do a pivot table, break it down by census track, count the number of incidents.

And I gave it to him 15, 20 minutes at the most. And he went, this is cool. And he was laughing and I'm going okay. I didn't think anything of it. So he went over to the chief's office and he gave this document. To the chief and the chief said, this is just what I [00:18:00] wanted. I want, I wanted a breakdown.

So when I get called to a meeting at a neighborhood, I can go in and say, well, look here is the crime in your area. He goes, now, can you do this with other stuff? He goes, no, we're only narcotics. He goes, wow. He goes, do me a favor. Go back in my, he had a side office with a kit, little kitchen and stuff like that, back around the corner where they could make coffee and had a microwave and stuff.

He says, go in there and wait for a second. And he called the head of the it department in to his office. And he went in and the guy is a. I don't wanna give away too much his former military and very, you know, yes, sir. No, sir. ARU, you know, I'm, I'm the boss type thing. Well, anyway, calls him in and he goes now plain to me during the meeting, I asked for a breakdown of all the crime by, I think they're called census tracks.

And cuz he didn't know he was a brand new chief. Been there a week. He goes, yes sir. He says, I told you I can't do that. He goes, why not? He goes, well, we don't ha our computer system doesn't do that. He goes, so what can you break it [00:19:00] down yet? Well, I can give you all the addresses. He goes. What about the zones or districts?

He goes, well, I don't know. Not really because. Their, their system. Didn't break it down by then. Now this is long time ago anyway, so he says, well, they have this system over in narcotics called Leady. He thought Leady was the name of the computer. He didn't know Leady was a person. So the chief says they had this computer program called Leady and here is every narcotics arrest broken down by census track, broken down by zone him broken down by district.

Now what computer system do you have? And he says, this, he goes, and how many people are in your unit? And he goes, boy, he said, how much am I paying you? Well, how much is this Leady system cost? And, you know, just, you know, because the guy was very blessed with the chief and the chief finally turned around and said, no, I'm the chief and started chewing his butt out.

Well, anyway, so he said, I want something like this for all the arrest in this city by this [00:20:00] and gave him the printout I did. This is back when we had fan fold paper and God, I haven't done it so long. What, what's the paper called? They had the holes in the side. Yeah. I know. Was with the reel. And was it the gray?

The gray and white line. Yeah. So anyways matrix. Yeah, I thought matrix fritter. That was by the way, the 15 minutes to do the report. that was a piece of cake. It was the 30 minutes to wait till it printed, but anyways, he took that and he went back into the office and he starts cussing and screaming about leave you this and leave you that. Cuz he knew who I was mm-hmm and he never corrected the chief and threw the paper down on the floor and then jumped up and down on it, like a little kid. Oh God. It was hilarious. Of course I wasn't there a friend of mine called me and said, what did you do?

Oh man, that is awesome story. So a software called

in, in honor of that. Story's a fantastic story.

Oh [00:21:00] God. And was a great guy. I mean, so was Mickey, my supervisor. But anyway, so you know, things like that, you know, all we're good. Then

you retire and you've been teaching for a while now and you start working for ASIS.

And I wanna move away from that now, and just talk a little bit about Excel and link charting . For RF flow, I'll start, there , that's a software that I've used and you mentioned it's only like 50 bucks. I think it is only 50 bucks. The last time I, saw it.

And what I really like about that program is I used to use it for timelines. Yes. And what I like about it you could import the data, it would give you the, the timeline, but it gave you the flexibility that if I wanted to snake the, the timeline or I wanted to [00:22:00] stack periods on top of each other, like if I want to break down by year one, year two, year three, Vertically I could do that.

And that's what always frustrated me about I2, which is another link analysis software is that I could not do that. And back when I was an analyst and trying to print on a plotter, I was like, oh geez, this, this data works better vertically than it does horizontally. I, you know, it was just a, that was a breath of fresh air, that little simple program that I I could use and it just fit my needs really well.

And it did what I needed it to

do at the time. I, I agree. And you know, now you can even it'll import a list of subjects from a text file and do a link chart automatically for you. So, you know, it does a lot. Yeah. Right now I'm on the website.

And it's \$49. Okay. So

it hasn't changed. I'm just, I think it was [00:23:00] \$49 or \$50 when I was using it back in 2003. Yeah.

But they have a section even on their website about how to use it for a crime analysis. Oh, good. So,

all right. We'll put, we'll put the link to that in, in the show notes here. If the, you, the listener wants some more information, maybe you can't afford some of the other link analysis software, but you certainly hopefully can afford that.

RF

flow program. Well, it also, you know, I, I used it for my telephone charts too. I could import a frequency analysis. It would do that. And it would do a multi Targett analysis too. So you could see the links between, and it does all of that just by importing the data. So I'll send you that link, cuz there's a link right.

To their crime analysis charts that they have. Okay. All right. So

Let's get into Excel then. Cause you probably already have mentioned it, but I'll ask one other than the pivot table, what. Function or formula [00:24:00] in Excel. Do you really think has had a huge impact on the law enforcement analysis

profession?

Oh God, I have. There's so many things. , mm-hmm you know, like I said, but, you know, pivot tables, if for nothing else, pivot tables were the way to go. But then the ability when you bring in your data, you can click and break it down. Use, auto filters. Yeah. And, you know, just by clicking and dragging, you can do breakdown data, total data break, you know, take all the white males charged with, you know prostitution and cocaine. And now, oh, I only went to females, just click a button. Whereas if you're using data out of something like access, you gotta go in and change your you know, your formulas.

You gotta do everything where with Excel, you just click on the little dropdown arrow at the top of this column, and you can bring it in and then all kinds of formulas the ability to search data. And then lastly, macros, but make sure I don't forget that mm-hmm . Yeah, but [00:25:00] the ability

to

search data a lot of people don't know this, but you can search data.

So if you have a list of all the arrest charges and the word heroin is buried somewhere in there, mm-hmm , you can do a formula that says search that if the word heroin is there, put a yes here, convert that to a pivot table to extract that data that you can't sort, you can't sort it by that because heroin's in the middle.

You want, you know, if it said, if every crime had heroin overdose, heroin, comma sale. Yeah. You could do it. But by using the search functions, find and search, you can basically do the finding data that, you know, you can't find. And so there's a lot for me. I mean, some stupid ones. Here's a stupid one.

you wouldn't think it'd be so hard subtracting time. Mm-hmm , you know, I've had people show me formulas 40, 50, 60 characters, long [00:26:00] to subtract time because to Excel, there's only 24 hours in a day. So if you wanna subtract 11. PM at night from three o'clock in the morning, it gives an error.

Mm-hmm you have a list of hours now, not a number for hours of overtime for a week, and you have over 24 hours, it's not gonna add, right. If you have 30 hours overtime, when you do the total on that, it's gonna say six because to Excel that's one day in six hours. So there's a really simple function in Excel to extract it.

I mean, it just, and it takes, you know, to, to add up to time and, you know, little things like that. So at time, and I get more questions about dates and times than I do anything else. Yeah. Do you remember that the name of that function, you just. Let's see all. So let's start with dates first.

Yeah. Good friend of mine. Well, haven't seen him in since COVID, haven't seen him in years, as a matter of fact Steve Gottlieb mm-hmm teaches a great [00:27:00] course. Great course he predict, I call it predictive analysis. I don't know what he calls it. He

doesn't like the word I predict, but yeah, he was on, I had him on the show.

So

you called it forecasting, but go ahead forecasting. But anyways, he is a great guy and has this great class and you get this handheld calculator and he goes in and what you're trying to do, and I forget what he calls it, but it's. Mid mid date, the date and time. So if you have a crime on January the second at 1440, and you have another crime on February 3rd at 1370, what is the mid date and time?

And he has this big formula to calculate that date yeah, that's all. That's all you need to do in Excel. Yeah. Equals date, diff put this date, that date, or I'm sorry, that'll give you the number of days. And then if you do mid M I D, that gives you the middle date and time now, how's it do that? Excel stores, a date as the number of days since January [00:28:00] zero, 1900.

And it stores times is a decimal representing the number of seconds since midnight. So mid noon is in Excel stored as 0.5, six o'clock in the evening is 0.7, five. So as long as you know that it's just numbers. And what can you do with numbers? You can do math. So but anyways, so date diff time, and there's a lot of time functions.

Mm-hmm for example, if you import a bunch of times, like 1, 2, 3, 4, and that's supposed to be 12 30, 4. PM. Mm-hmm, there's no way to do that in Excel, unless you insert a colon between the one two and the three, four, and I have a formula that does that. But it's 85 characters long. So you can do that.

However, the problem is You don't wanna do it twice. yeah. And that's where macros come in and everybody is scared to death of macros [00:29:00] in its simplest form in the way I teach it. It's just a recording you. And the way I teach the thing, you don't even have to type the formula. Correct. All you gotta do is get one that works copy and paste it in.

But so you can just use a single button to convert it to a time.

Yeah. And for the listeners, you're not quite understanding that. Cuz if you see 1, 2, 3, 4, I'm like, oh, you just take the left function and the right function. And you can put it together like that, but obviously you have single digit hours.

So that's where it becomes a little bit more of a headache there. To calculate that and then tell Excel to then treat this

like a time. Right. And you know, if you get a call that came in at one second after midnight, that comes in as like, Zero one might come in as one point point points, no point.

Well, if you depends points, you know, but to convert that to a time, you know, it comes in as, as zero, 0.1 or zero [00:30:00] or w be point 0.1. But anyways you have to add, you have to pat out five zeros mm-hmm so you put five zeros in front of it using the trim function, and then you convert that and take it apart and put into colons.

So, you know, the only way to do that is is my 85. Well, there might be another formula out there, but I teach my 85 character formula and then, you know, so I've done. Here's another one a local department. I did an Excel class for what they did is they got I can tell two stories here. OK, go ahead.

That they got, they got an address. They got a list of addresses well what they had to do. On Friday is they would download this previous seven days worth of crime and then they would go in and they would have the in Excel. They'd have the list of addresses and the type of crime. And then they would remove any sexual crimes and any crimes against children, cuz this is what they reported to the press.

So they didn't report rapes and [00:31:00] child abuse and that sort of stuff to the press. But what they would do is they go into the number, part of the address and they would select it and then they would type in block of. So what they ended up doing is they would take the number like 1127 and they would highlight the 27 and they would paste in zero, zero block of, and they'd do all of those and the ones that had three zeros, they would do that cetera, et cetera.

And it would take like four analysts all day to do that. And that was so that the sheriff could have it for a weekly briefing with the press. So it could be in a Sunday paper by the way. and he could do that. So I'm teaching my five day Excel class there and in teaching the class one of the Supervisor on Wednesday said, cuz we just did a search and replace thing in Excel and he goes, can you do this?

And I said, do what he says, I want just what I described, you know, did you do that? And it's not as easy as it looks. Cuz you have to figure out first off how [00:32:00] many characters is the number, you know, so you have to do a fine space and then you have to de count that and you have to do this, then you gotta say, okay, take that number 1, 2, 3, 4.

If it's, you know, five digits do this. If it's six digits do this. If it's four digits, if it's two digits, do this and then replace that. 11 1, 2, 3, 4 or one, I'll make it different. 1, 5 79 first street to the 1,500 block of first street. And that's the longest formula I teach. That's close to a hundred characters.

Wow. So.

You are the host of a new video tutorial segment for Lea podcasts? Yes. Called small steps. Just give the audience a little snippet on what they can expect from these videos. Okay. Yeah.

Yeah. So the idea is, is there's a lot of things and, and without having to sit through an hour long thing to, you know, get through multiple things at once just to short videos and kind of the way [00:33:00] I, I like see this, Hey, like when you're searching for something yourself, On YouTube, this or that?

What do you, what do you, you get something specific, you get a small piece and it's, it's a lot easier to digest. So I think the idea behind this is, is really, sometimes it might be a couple episodes in a row tackling the same type of thing, but it's just a quick, Hey, check it out. Here's a quick tip.

Here's how you do it. and for this specifically, it's typically using some law enforcement type data, some data that'll be similar to what you would use and, and how you could use it. So like, example, just so you know, text a column or certain formulas can cat eight V lookup, X lookup. Some of these, you know, some of these, you just, like I say, you might not, I'm still, I don't by any means, consider myself an expert, anything to make it easier.

I kind of learn at the same time and I love sharing with other analysts, not an hour long class. You don't have to sign up for it. It's not costing you \$10. Yeah. For stuff you might or might not know. It's just a quick videos, quick tips.

So, so this video series will release every [00:34:00] Tuesday. If you have suggestions for what you would want videos shown of whether it's in Excel or access or SQL or whatever program, it may be send us an email Lea podcasts.

With an s@gmail.com or give us a, a comment in one of our social media postings.

For

me, one of the frustrations I see in with analysts and using Excel is sometimes analysts won't explore how to do things more efficiently. Okay. They're shown how to do it once. And they'll do the same clicks week after week to produce the same product, cuz that's what they're assigned to do.

So they're not even considering shortcut keys or customizing the ribbon or. [00:35:00] Even like I mess around with adding frequently used buttons in the toolbar, up above the title toolbar and quick tip there is, I like to put the, the past values button there. Yes. Because to me, I constantly am like, okay, I'm copying this cell with the formula, but I don't wanna have the formulas because Excel will then.

Wherever I paste it. We'll use the same references to then try to calculate, I don't want that link there. I just want the values. So I'm constantly okay. Just past the values. So I have that quick access tool there. And even you mentioned macros, they wouldn't even consider using macros to make their job easier.

So for somebody maybe listening, maybe their new Excel, or maybe they're in that boat where they're doing something. A task. What advice would you give to them to maybe help them be more proficient in Excel?

All right. So let me, you asked me a question and I didn't answer it. so the, [00:36:00] the function to calculate in age, remember I talked about that.

Oh yes. And I've had all these long there's a hidden function in Excel called date, diff mm-hmm D a T E D I F. And what you do is you have a like to calculate to age, you have the well, there's two ages. You have to remember which one you want. If you want a list of subjects and how old they are today, that's their current age.

But if you want a list of all the juveniles arrested last year, you have to do their age as of the date of arrest last year. Yes. Well, date diff does that mm-hmm for you. And you know, I've had people with, you know, 50, 60 character formulas trying to do leap years and all this kind of stuff. Yeah. Remember in Excel, a date is just a number and the date diff function subtracts one number from another number gives you a number and then you convert that to a date cuz Excel stores a date as a number of days since January zero, 1900.

So anyways, date D does that. Now the problem is I'm. [00:37:00] This is I'm guessing at this point, that used to be a documented function in Excel, and then it went away. Now it's back, it's documented, but it's hidden. In other words, it's not right there for you to see easily, but if you type in equals date diff left parenthesis.

In Excel, you can click on the, it shows a little part of the formula right below it. You can click on that and up comes the help. And what it says is Excel provides the date function in order to support older workbooks from Lotus 1, 2, 3 . Okay. So my thinking is Excel stole that function from I'm guessing don't get bill gates to Sue me.

Yeah. I'm guessing Lotus, when they started losing all their for, because there are people on this that have never heard of Lotus 1, 2, 3. Yeah. The only program they know is Excel or that, what, what is, Google's called Google. Count or Google. I don't, yeah. I don't even know. There's some Google now you

can use Excel in Google.

So I don't even know [00:38:00] how

much it's used, but anyways so I'm thinking they got sued by Lotus and they had to take it out. They left it in there, but it was not documented. You could, there was no help function for it now, the help functions back. So I don't know, but anyways, date diff, so if you want, if you're gonna, if you're gonna say, what did I learn during this podcast, date, date diff to calculate and age.

Okay. I'm sorry. No, it's go back. Let's go back. Where were we? Okay, so now, somebody we wanna help the analyst. Yeah.

Help the analysts be more proficient by making their task easier. What

advice? Number one, training. You know um, there are several Excel people out there teaching. I personally think I teach the best, but that's me.

No, I'm just kidding. absolutely. But you know, training, you need training and don't be afraid to learn. You don't know how many people okay. I offer a five day Microsoft Excel class. You have to pay for it and I'll come to your agency. I'll train you. You don't know how many people will, will get that for the class.

And they're gonna say I've used Excel for 10 years. I know Excel. [00:39:00] Okay. I actually had that happen to me. I taught a class for an agency. I it hap it was close to where I lived. So I drove over took the day, drove over and talked to 'em and they had five analysts in there. And. So I went to every person and I said, you know, how can I help you?

What do you wanna learn? I do this, how can I make this easier? And I said, okay, I'll build that in. I did all that. And I went to the last person and I said, how do you use Excel? He goes, I've been using Excel for 10 years. I know Excel. I said, were you gonna come to my class? He goes, what can you teach me? And I went, okay, what are you doing there? And he had a list of arrest charges and. For the week, this is another report that had to be done on Friday and he had a list of the charges and he was sorting them by charge, which is fine.

And then he had Microsoft word open in another page and he would go to the first charge now, restaurant warrant, and he would copy that. He'd go over to his other screen and he would click and he [00:40:00] would paste a rest on warrant. And then he would count, go back to Excel, go 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, and type go back to word and type 10.

And then he would go down to the nest next chart. And I said, so what do you do? What I mean, what's this? How long does this take? He goes, well, I come

in on Friday morning and if everybody shuts up and doesn't bother me, I can have it done by one or two. And I went okay. Do you mind if I show you something

So I went in and in five mouse clicks is what it takes for a pivot table. And that's my thing. I can do a, I can do a pivot table in five mouse clicks, and I did that in five mouse clicks basically did his six to eight hours worth of work in. What, 15 seconds, 20 seconds. And then it, when you, if you're not used to pivot tables, it opens it in another tab at the bottom.

So I said now to me, [00:41:00] that's what I would do. then I reached down and I right. Clicked on the tab. I hit delete and walked out by the way, love it by the way, because he goes, what, can you teach me? Well, let me tell you. So, by the way, he came to my. It's a true story, but I use that to illustrate part of what, you know, it's not an attitude.

It's just, that's the way they were trained. Mm-hmm , you know, you, you doesn't matter whether you're an analyst or you're a cop, you do what you're trained to do. Like the shootings, you know, there was a famous shooting down in Miami by FBI and they had revolvers and one of the FBI agents was killed was a couple killed, but one of 'em was killed.

And when they found him in his hand, he had the, the ex. A brass that he had kicked out of his gun because in their training they would shoot six shots. They would then unload the revolver. They would kick the empties down into their left hand. [00:42:00] And then they stood there with the revolver open and the empty cartridges in their left hand.

And then the instructor would walk down to make sure they shot all six and then they would load up. So that's what he was trained. And so here he is in a shootout dumping rounds into his left hand instead of just complete reloading and going on because that's what you were trained to do. So, you know, you do what you're trained.

I mean, an analyst comes in and there's an existing spreadsheet. Some other analyst shows them what to do and they think that's the way to. I mean, you don't know how many times people will say I already use Excel. There's nothing else to teach me. And then I don't know who said this to begin with, but it's been around for a while.

You don't know what you don't know. Yeah. And if you there's stuff in Excel, I mean, I'm good. And I admit it. I know I'm bragging a little bit on myself, but

I'm good in Excel. I must be people. The army sends me all over the world to train their analysts and investigators. So I must [00:43:00] be doing something right.

so, but there's stuff in Excel. I have no idea. My granddaughter knows my Excel expertise and I've helped her and stuff. But then she starts asking me my daughter she's working on her civil engineering degree and there's engineering functions in Excel. Now I have no idea what they even mean, how alone, how to use them.

mm-hmm so, I mean, it was a, you know, Trying to help her with a function. She says, well, this is the function the instructor says to use. And you know, I'm pretty good at reading stuff and figuring out and, you know, but I don't know what the terms are and stuff like this, but we ended up doing it and it took me a long time to do it, but do it again.

Oh my God. No way. cause I never use it. Yeah. So, you know, training is a thing don't be afraid to learn something new, you know? Yeah. Ask somebody. Yeah.

Well and YouTube or there's plenty of forums. There's plenty out there on the internet as just the, some of the terms that we've already brought up about [00:44:00] shortcuts and ribbons and customization and macro.

There is a ton of videos out there. Lea podcasts with Seth Potts is doing small. Two three minute videos on Excel right now that we publish every Tuesday. So there is a ton of stuff out there where you can learn more. And I highly suggest you even take one of Lenny's classes. If you ever go to the conferences and he's teaching

highly recommend that.

Well, what I've been doing since COVID is I have two classes that I've sort of come up in trying to, you know, help people that are stuck. I mean, there's still people that can't travel. I mean, we just did you know, where I saw you at L a I U in Dallas. Yes. And there were people who were not allowed to come.

Because of COVID still, and that was only what three months ago. Yeah. Yeah. May so, I mean, there's still people and today there's still people that can't their department won't let 'em travel, but anyway, yeah. So I have two classes that I offer I've taught, oh, for several the risk [00:45:00] projects I taught for.

I taught the same classes I taught for IU. I taught him online for R O C I C for oh, a couple other places. And as well as the national fusion center association and the classes, I have two of them. They're about three hours, each three to four. Cuz it depends on the questions cuz I can't stand to leave.

Turn it off. I can't, I can't do a, they said do it in two hours. Well then someone has a question and I can't hang up. I just say, you know, I'm there to help. But anyways, so the two classes are formulas functions and macros. Oh my. Yeah, playing on yeah, the wizard of Oz and then the other one is pivot tables from A to Z with a lot of Z trying to show some of the more complicated things you can do with a pivot table so that somebody reading it will think, well, maybe I'll learn something.

Yeah. But I still, I mean, to this day it amazes me how many people do not know what a pivot table is. And the number one thing is the double [00:46:00] click on the fill handle to fill that formula down and when I teach my class and matter which class it is in person, I can't do it online, but in person I'll.

We'll do something. I'll say again, how many people learn something new? And I used that and I, I said, I'm not trying to embarrass you. I'm trying to gauge how fast to talk. Cause although I'm a Florida boy, , the guy can talk fast. I may have a lot of sauce in me, but I can talk fast and I wanna gauge it. If I have a whole bunch of people raising their hands at that then I slow down.

Yes. And we make sure we stress on this stuff, but seriously, a third to a half did not of my, of matter when I did teach it. Don't know about double click on the fill handle. Yeah. Actually there's I was

wondering if you have a solution for something that I'm frustrated with Excel that I wish it would do a better job of, and maybe I'm missing something.

So there are times when I'll have detailed data and I want something [00:47:00] that probably would look more like an access report. So I might have five or six dimensions. And then I wanna summarize, do a count or a sum of the final column there. Now I don't necessarily wanna do a pivot table there cuz I don't want it.

I don't want it to be tiered. I, I just want the dimensions in the columns and then the final one being the metric. to me, the only way I know how to do that is to, take the dimensions, make them a distinct list and then do a, some ifs function.

That's what I was gonna say, thing to do that.

And that's the only way that I can do that. And it's doable, but it's still, to me that that's a lot of steps in order to get to that point. I wish they would have something where it would be easier to take.

Raw data and summarize it in a report in Excel.

Yeah. Yeah, it would be nice. Excel doesn't I mean [00:48:00] it doesn't have a lot of reporting functionality. I mean, it's just one of the things. It doesn't do it counts and ads and breaks it down. That's what's good at. But what I tell all my students, I said, now that you've had my class if you have a question, be glad to help me.

I said, but do not call me and say, Lenny, I have this spreadsheet and then call 'em, I've got this and call him B I have this and I'm trying to do this. I wanna add this and subtract this. I wanna do this. I wanna do that. I stopped listening about five seconds into it, just like I did with you. . And, and say, send me the sheet.

Cause you don't know what's in the sheet. I mean, I have an idea of what you're trying to do, but, and you know, I know what the sum, if function does and you know, where you can do this sum and you can do that to not show the data. Now you can do that in a pivot table too. If you drag a bunch of stuff into column a it can help break that down into that kind of format.

From what I'm understanding, you're saying, you know, it does that sort of some if type thing, if you drag, for example, if you [00:49:00] drag day and month, into column a, on a pivot table. It'll break it down by month and by day. And it won't show all the months. It'll just show the days. And if you drag year, it'll say 20, 22 January, then the dates in January and then 20 then February and then March, et cetera, cetera.

So it does sort of. But again, you know, it's hard for me to visualize what you're talking. No, and I, I guess where

I was getting at is say, I have like, city, state, and county right in the data I'd want one column for state, one column for county and one column for city, but I don't want them tiered.

Like they would show up in a pivot table. I don't want, you know, if I put all three of those into a pivot table, it's gonna gimme the, the state and then it's gonna have the plus minus there. And then it's gonna break down underneath

that, the counties. And then underneath that, it's gonna show me the cities that are in, within each county.

So it's gonna tier them. I don't want them teared. I want it to be into like a, [00:50:00] a, just a, basically a new spreadsheet. Where it says column one is state column two is county column three is city, and then the metric in the fourth column. And the only way I know how to do that is with the sum ifs, how we described it, where you do a distinct and then do a sum ifs to, to calculate that.

I don't, I gotta see it. All right. So let's go on then, cuz I do wanna get into a couple stories before we finish up and you did work some really fascinating cases. The first one I'd like to talk about is the Henry

Lyons case. So Henry Lyons was a preacher and was the head of the some, I forget the name of it.

You, you can Google it and find it mm-hmm but so Henry Lyons was a preacher in St. Pete and he. Was also the head of the south Baptist, something or other collection of churches. [00:51:00] So one day we get the call of an arson and we go to this really fancy we part of St. Pete down on the water and we find in there, Henry Lyon's wife who has been drinking and she has set fire to this.

House. So we come to find out she was going through some drawers at her house, which was not in the nicest area. It was okay. But it wasn't the nicest area. It wasn't as nice as this house. And she found a deed to this house down here for her husband. And I think she was his secretary. This is years ago, classic story.

Oh yeah. And so she said, well, I'm gonna go to that. So she broke into the house and started drinking and find out. So we started going in to and finding out that he has been stealing money, not only from his church, but from the national convention of those churches also. And [00:52:00] anyway, so one of the things I had to do is cuz he was in charge with the part I can, I was gonna tell you, so I can't.

Talk about that. I don't wanna talk about what he was not charged with. Okay. But one of the things I had to do is this is a long time ago. I had to break down the phone calls from his office phone, from his cell phone. And from this. Other suspected person. And one of the things I had to do now, this is before you could do it.

And any other program is break it down by what I called the multi Targett analysis, where you list all the targets and then you show the, the numbers that were called. And then you show how many times each target called each number. Then you break it down. So that gives you the total number of calls by each target, but then you break it down by how many targets, how many targets that number is in common to.

So if he only called it from the house, there'd only be a one, but if he called it [00:53:00] from his house, the phone and this other person, if they all called this number, then it was called by all three targets. Sure. So you, you wanna rate that higher than just a plain frequency analysis. So I had to come in at 5 30, 6 o'clock in the morning, every day during this investigation and then break out the total calls like that.

And then the daily, what happened in the last day, how many targets and that had to be done and faxed, believe it or not to the state attorney for their daily meeting, because this was a high profile case. Yeah. How

were you getting the data? Was the data coming to you in her

copy? Phone tolls and pin registers.

Yeah, but was okay. So they had electronically

already. Okay. Yeah. So I, I had an electronic at that point. So phone and pin registers. Thank God. but, and then, you know, that was, I was getting daily things from the phone company, which, you know, were hard to do they, every day the phone company would send me the one, we had phone tos or CDRs, whatever you wanna call 'em I would get those daily [00:54:00] and which, you know, was not, is not done very much now.

I mean so I got to work that point anyways. That's a pretty famous case.

What was he eventually

charged with? Embezzlement. Okay. And then, then he got. He came and said, I, I first off he blamed he, he was up there preaching. He goes and blaming.

He said they put me on the internet is back when the internet was sort of new, I'm on the internet. They're accusing me all this internet stuff. And the congregation is all behind a preacher. Right? Sure. . So they're all screaming

and hollering about the internet and this, then they find out he's stealing their money and weren't so happy.

Oh. So anyways, he gets outta jail, goes back and says, I have seen the way Jesus has taught me the way and wants me back. He wants me in, they hired him back and caught him stealing. Oh, then he went only once then he went, so they fired him. He went to another area of the state close by here and started a daycare [00:55:00] center and then put his girlfriend in the charge of the daycare center and him as a advisor paying them, you know, Tens of thousands of dollars in consulting fees, they don't do anything.

So they got fired from that one too. So anyways.

Yeah. Some people never learn, I guess. Ah, all right. So yeah, let's go to the next one, cuz this is one that's more recent and I think people are gonna be

aware of this case. well I had another one, so I'll go back to that one in a second when you, when you get a chance.

But so the one you're talking about is I got to work on the Boston marathon bomb. Now I was on the periphery of the case, but the master used of state police is using AA software. Well, in addition to the case management. Program. One of the modules we have is called tips and tasks it's to manage leads.

So in my unit, we used it for all the drug tips. The drug tip would come in we'd fill out the information, we'd give it to a supervisor. He would [00:56:00] review it. He would then assign it. And when you assign it, you' give him a due date and it's not done by the due date, the supervisor's notified and the investigator's notified.

And then if it's a crap tip, you know, you don't gonna do anything with it. You just close it out. But if it's a good tip and you got three addresses and a phone number and a vehicle and all that kind of stuff in the tip, all you gotta do is click a button and it will copy all the tip information into a case, put it into the report.

Now, all you gotta do is add any new information into a narrative and your report is done. So anyways, they have this software. So I was at a. Conference in Texas, I think, I think it was in Austin. I'm not sure where I was. And a minute conference, I got called out of the meeting, my cell phone's ringing.

So I went out and Lenny we're using ACISS to track all the leads in the bombing. How do I sign a tip to someone that's not built none work at my agency? I said, well, and to enable that, go to system [00:57:00] admin, go to tips, click this button, do this. And then click that. And then an option will be where you can just type in the name and it will build them for you.

So you don't have to build them first. He goes, thank you. I said, but what bombing? He goes the marathon. I said, cause I did, you know, I didn't put two and two together. I said, what marathon? I said, the Boston marathon, two bombs have gone off. We've got five or 10 people dead. We got hundreds of people injured, cuz this is the first 30 minutes.

They didn't know what they had. Mm-hmm . And so myself and the other guys from ACE, we basically worked with them till midnight. And every lead that came in was done in our software. And up until midnight, when the FBI came in and took over the, the things they declared as a terrorist act and they put themselves in charge.

So they stopped using ASIS mm-hmm . So anyways that's one of the biggest honors of my life. Think about that. Yeah. You know, they're sitting around scraping the bottom of the barrel in the whole United States and at the very bottom amongst all the gunk and everything [00:58:00] else, my name popped up . But out of that because at that time now this is early in the investigation.

They didn't know if these two guys were working alone, if they were part of another cell or if there were other people working with them, they didn't know at that point, but they knew that the original target of the Boston marathon bombing was not the Boston marathon. It was the 4th of July celebration, but they got the bombs done early.

So they were gonna do both mm-hmm well, anyways, so for the, about a. Month after the bombing I called them. I said, Hey, let's do a wash of this and see what you can do better, what we can do better and see what we can come up with. And they said, sure. So we did this and we're on the phone for about an hour and der Quinn, major Quinn Who later became Colonel Quinn, who was now retired.

But anyways Colonel Quinn told, said, well, I'm gonna tell you something, not everybody knows. And he told us that about the they weren't sure what was gonna happen and that the original target and they were afraid there's gonna be a a bombing for the 4th of July. [00:59:00] So I, he said, well, two things first off, can we have the software?

Well, in our software, it's based on the number of users. So they had like 200 user license. Well, there were a thousand people using the software. Well, if you ha, if you're using our software and something like Boston marathon bombing happens, or Haley Anthony the little girl in Orlando, mm-hmm it was using that also, but we will open up our software for unlimited users for 30 days.

No questions asked. And at the end of 30 days, if you need it more, we'll do another 30. Well, anyways, so what they asked is if they could keep this open, because they had so many people on this till after the 4th of July, and we said, no problem, it actually kept it till the end of August. But anyway, and I said, so, whatever, whatever else you need.

And he goes, well, I need you. I says, okay, well, you know, I'll do whatever you want. He said, no, no, no, you don't understand. I want you to come to Boston and know I'm not gonna break into the song. I want you come to Boston and you're gonna work in the command center. If something happens, [01:00:00] we are going to use ACISS to track all the leads in ASIS.

And I want you there just to make sure we're doing it right, because you know, you've been doing it so long, et cetera, et cetera, et cetera. Like I said, one of the biggest, you know, the honors of my life, my second wife, my children, my grandchildren, and being asked to be up there and work the command center.

So I actually flew up there and worked three 20 hour days and nothing happened. Be glad it didn't. Oh my God. How long, how long did you do that for three

days. Oh, did you just did it for three days? Okay. That was

just right around 4th of July. Yeah, I think the, the, the second, third and fourth, this when I was there, but so nothing happened, but be glad it didn't because the people in, so if we have people from the Northeast are gonna get me mad at me, not mad at me.

Here's my joke. Not my it's true. The people in Boston, they take the 4th of July, very, very serious to them. This is their holiday. They're the ones that threw the tea in the water. [01:01:00] they, they started all of this. So the rest of the country is just hanging on. I mean, they have the boss not know that, oh yeah.

The Boston pops orchestra plays at this outdoor pavilion. I mean, they close the city. You can't drive in the city. You have to take subways. They don't call it subways. They call it You get a Charlie card to write it. And it goes back to a

Kingston trio song. Let me tell you a story about a man named Charlie on a Transcon faithful day.

He had tens in his pocket kiss, his wife and other went to ride on the MTA anyways. So they have a Charlie card. Shery had, which I thought was funny, cuz I'm a Kingston trio fan. But anyway, the so you have to take a bus, you have to walk cabs work and you can take the subway and that's the only way to get in and out of town.

Cause it's so crowded had the bonds gone off then and they'd have put 'em in the choke points, like where everybody's trying to go crowd down to the subway CA subway station. Yeah, well that

was similar to the Olympic bombing. [01:02:00] In 96, that's similar to what, what he was doing. Right. But anyway, go ahead.

Sorry. Interrupted.

You that's okay. But anyways, if they'd had done that, all there'd have been, you know, normally telling how many people killed and thousands injured, just because of that there. But so anyways, being asked to work, that was like I said, one of the biggest honors of my life. Yeah.

So I'm just trying to get the timeline real quick in my heads.

Cuz that's Boston, marathon's always around tax day. Right. So that's April, April 15th. And then you're talking about a month later reaching out and that would've been May 15th. Right. That's another six weeks before the 4th of July. So that's not, it's still fresh in everybody's mind and certainly could have been kind of high, still high stakes, even moving into the high 4th of July.

So that's good stuff

there. Yeah. But anyway, that's a really cool walking in as the only, oh, by the way, I'm the only civilian I got, I got a, I got a story. So I walk into the thing and you know, the FBI was upset. But the, [01:03:00] the Colonel said, look, you're in my house.

mm-hmm, , you know um, this is the way it's gonna be, this is what we're gonna do. So anyway being asked to do that was really cool. I mean, so I'm sitting, they have a bunch of rows of tables and everybody had computers and I had ACISS on mine and I'm doing all this stuff, you know, checking names. So

somebody would call in and this is the FBI is running at the command center and they had a whiteboard at the top of the screen.

So somebody called in a tip, they'd walk over to the whiteboard and write the tip down on the whiteboard. And then everybody back there would walk up, get the name stuff, go back, check your computer systems to see if you had any information on that. So in ASIS, you don't have to do that. He lost that battle, but in ASIS, we.

Command center. So it can actually automate your command center. When a tip comes in, it shows on a projector on a screen, it maps all the tips as are coming in. And then it does, which I think is really cool. Any subjects, vehicles, telephones, or addresses that have more than one tip it shows it. So if there's an address with five [01:04:00] tips, you can say, wait a second, you don't have to remember it.

I mean, it just tells you that now the supervisor can say, let's send the team down to that address. See what's going on. Let me see those tips. But anyway, side to point, but anyways, we're all getting, doing all this stuff. Well. Now think of the guts. This took two detectives says I have a middle Eastern male, short hair, cleanly shaved carrying a backpack.

He has just set the backpack down by a tree and is walking away. That's what they did in the

Boston

marathon bombing mm-hmm . First bomb. He, I don't remember which one it is, but went over and put it down by that garbage can a tree and a little kid. And when it went off, it killed that kid right away. So anyways, did the same thing.

Think of the guts. It took those two undercover detectives to walk up to that guy. So it turned, so they're talking to the guy and they're sitting there and they come up and they said, he's in a student and he lives [01:05:00] such and such. And he's from, and I forget if it was Iraq or, and one of the two.

And they said here, here's his phone number from his cell phone and his, where he lived in Iraq, Iran. So at everybody's table, you had your name. And the agents who represented. So I had Lenny Leady and I had Massachusetts state police. There was Boston PD. The Navy was there. The army was there.

All the local police departments were there. The college security had to run thing. And behind me were three people with a name and no agency. Okay. Let that sink in. Mm-hmm so the guy calls up and he says, and he's got his cell phone number. This, the guy behind me jumps up and says, what's that number?

And I'm going, okay. So he tells him number and in about 15 or 20 seconds, let me get the wording. Right. We have. [01:06:00] Calls to not targeted, but calls to countries of interest, but no calls of significance. Mm-hmm you know what that was? Think about it. Z NSA and the CIA were sitting behind me. Yeah. They checked that phone number.

What was that program called back then? Where all calls out of the United States to were being taken by the NSA. Yeah. Anyway, so that's what that was. I just thought that was cool. yeah. So I turned around and I said, now I know where you work and you just smiled at me.

well, flight, well flight.

Alright. Did

you have a, another story you wanted to tell? Just we did Romeo math. Romeo Mathis was a the first, when he was prosecuted was prosecuted under the federal statute for the death penalty for crack cocaine. So if you did so much crack cocaine then you could, they could request the death penalty on you.

And he was found guilty under that turned out, you know, they said that was too extreme. He lost that. So we [01:07:00] got life in prison and then a certain president went ahead and pared him. So anyways, beside the point we were, he had a bunch of people working for him, and this was my biggest at that time, the biggest cell phone.

Pin registers phone tools that I'd ever worked. And this is back when beepers were popular. Mm-hmm and so what he did, he had a bunch of dealers working for him and we did 10,000 phone calls a month. I'm sorry. In three months, 10,000 phone calls in three months. Wow. How do you do 10,000 phone calls in three months?

And it was, you know, it'd be, you'd get a, he'd send out a, a beep, then he'd get a call in and then he'd send out another beep, get a call in. I mean, you know, what is that? 3000 calls a month, a hundred calls a day. Yeah. How do you do that for three solid months? And so we did that. And back then I [01:08:00] did the majority of the analysis.

I did an ACISS because, you know, by this point, ACISS is pen register program. I had told him what we wanted to do, which is sort of cool. They weren't cops. So I they basically built the software on our suggestions, what do we need? So I basically speeded out what was in the telephone analysis package.

I wanna do a frequency analysis. I wanna do time a day. I wanna do day a week. Then they would write the code and they did it because, you know, they didn't know, but anyways, turned out it's a fairly decent program. And I was still doing some stuff in Excel cuz they didn't have that functionality yet, but that was another one of those, you know, every day I was working phone calls, but 10,000 phone calls in three months, I, I can tell you how I made an analyst cry.

I'm teaching Excel up in Orlando area for a HDA. They hired me up there to go up there and teach class. So I was up there teaching and in Excel. If you have a phone number in Excel, 10 digits, you could go in and type left parentheses [01:09:00] type in area code, right? Parentheses put in a space type three numbers, put in a dash and then type the number.

Correct. Mm-hmm but you can just type the 10 numbers and then you write click format, sale, click format on the column, write click format, go to special. And about the third one down there is phone number mm-hmm and it will add that for you. Yeah. So I'm in the class and I am teaching that, and I said, here's a quick trick.

Cause I like to do these quick tips. The things people don't know mm-hmm and here's a quick tip. And I said, click here. Right. Click do this, do this. And then I'd look back a few minutes later. And this girl has tears in her eyes. and I'm, I joke a lot. I'm very outspoken. I, you know, and I'm thinking, oh crap, I offended her mm-hmm and I, you know, I don't wanna do that.

I'm a nice guy. So I asked her, I said, [01:10:00] what did I say? Did I say something I'm so sorry. She goes, you don't understand. And I. My God, she goes, I hand typed 30,000 phone records into Excel. And we had the number called from the called two and the call number. And I typed in left parentheses, right?

Parentheses space dash, and the number she goes that took me a month to do that. I spent 40 hours a whole week just typing, left parenthesis, right. Parenthesis space and a dash. She figured out how many characters she typed, how fast she types per minute. And she figured she spent seven days. Just doing the parentheses, the dash I'm about to cry.

oh man. Well, you

think

about, you know, because you don't numbers, you can pretty type pretty fast, but then you gotta look at the keyboard, hit the shift, find the parentheses, make sure you have the space, right. [01:11:00] It's not as quick as you're just typing numbers or letters. That's the same class. I almost killed.

An analyst. Geez. Oh yeah. So I tell jokes in my class because Excel's not the most it's boring. Okay. yeah. So I try to tell jokes and make people laugh. So I told this stupid joke and I look back and the class, oh, it was so, oh, it was so tight. We were so tight in there. There was only one aisle and there was like 10 people to a row.

And you had to actually go down, walk down one end of the classroom and go behind 10 people to get to the other mm-hmm . And so I look back and three rows back is a girl. And just like you hear on TV and you, you know, when you go to first aid, class face is red hands. She has her hands around her throat.

Her eyes are bulging out, she's choking. Right. So I'm tell, got done telling this joke. And I look back and I knew what it was. So I jumped up on the instructor's table. I ran across [01:12:00] all three tables and I'm. Call nine one one, call nine one one. And they're all laughing thinking I'm doing more joke stuff, right?

Yeah. So the whole place. So I grab her, I push the table outta the way I pick her up and I'm doing the Heim lick on her. And all of a sudden, everybody said, You know, I think Lydia is serious. so they all got up in there. They're clearing tables and chairs outta the way. And they're running off to call 9 1 1.

And it wasn't like in the movies where they spit it across the room. I, I got it out of her throat and it went into her mouth and she raised her hands and he's waving her hands saying and shaking her head, like, okay, okay. You got me, you got me. And it was my stupid joke. And she started laughing while eating a piece of licorice.

Oh, okay. I was good. I was trying to get to the point where, how did you almost kill her? Cuz it sounds like you saved her life, but I seen what you

did

there, but it was, oh, now it's a funny story. But [01:13:00] back then I tell you what we were saying. She's going, oh my God. It was just like on TV. I couldn't breathe.

I couldn't do anything. Thank you. Thank you. But uh, so that's how I made the analyst cry. And almost killed one in the same day. Oh geez.

Oh, what a class. All right. Well, let's finish up with personal interests which you have a couple of fun ones here, so you play the banjo and you're our wilderness trainer.

So that means we need to cue the music. Oh, don't do it. You know, cue the music, deliverance . But just to talk a little bit about

both of those. Well, when I first. I had a football track scholarship in college. No. What the heck does this have to do with banjo and whitewater canoeing?

So I had a football scholarship track scholarship in college, and I was used to getting up at five in the morning, going down for the weight room, going to class then having skull sessions at night and doing this. And then when I went to work for the Y M C a, my boss required me to put in my 40 [01:14:00] hours during the day.

And I had to do night things for the community. I did different things Indian guides and all kinds of different programs. So I was used to working, you know, 60, 80 hours a week. So when, and I became a cop I got bored. mm-hmm I basically worked eight hours and went home. So I happened to be looking and the local college said we're teaching a wilderness survival class.

And I said, I like the wilds. So I took the class and we did repelling. We did a little bit of canoeing and we did you know, wilderness, survival, you know, map and compass and you know, all the skills building fires, you know, all that kind of stuff. So we did that and I liked it. I had good time, but anyways, I became good friends with the instructor and I started teaching with him.

Well, then he moved away. And in, in that time I had taken there's a place called the Nana Hala outdoor center in North Carolina, which to me, if you wanna learn canoeing and kayaking, that's the place to go. It's on the N Hala river. So I took the [01:15:00] whitewater canoe instructor. I first I took basic whitewater classes and then I took the instructor's class.

And so out of that, I started a business cuz I was bored and. I would teach a Wilder, what I called my wilderness skills class. And we did rock climbing, repelling, whitewater, canoeing, some wilderness survival stuff. And then we would, you know, we did two days of whitewater, two days of rock climbing.

What worked out that I had my days off rotated, it went from Monday, Tuesday to Thursday, Friday to Saturday, Sunday. Well, I worked midnights. I got off Friday morning, so I would jump in the car because we would do the basic stuff here in Florida. And then I would jump in the car on Friday drive to Yona mountain in Helen, Georgia, where we taught rock climbing.

And we did that for two days and then we would go and do a day of white water there in Helen there's the Chattahoochee river. And then we would go to North Carolina and go on the Nema Hala river and then come home. And I didn't [01:16:00] have to take any time off because I had off. I was off Saturday, Sunday, Monday, Tuesday, and I have to go back to work till Wednesday afternoon.

So it worked out well. And I did that for years. Well, that's the, my white water, my wilderness classes and the white water and stuff like that. And I've done that for years and I've also been interested in the banjo. It started with Bonnie and Clyde and listening to foggy mountain breakdown.

I said, that's so cool. And then I happened to go to a conf concert by Shawna, which is a band from the seventies anyways, who Steve Martin opened for. Yeah, cuz he's a banjo player. Oh, he is a banjo player. Yeah. He's one of the best in the world. And he walks out with an arrow on his head, you know, arrow through his head playing foggy mountain breakdown.

And so I got interested and I said, I don't have any real musical talent. And I don't mm-hmm, as a matter of fact, I'm sitting here. If you, if this was on video, you could read [01:17:00] my t-shirt. It says I play banjo because I like it. Not because I'm good at it. nice. And my problem is I just don't have time to practice.

Mm-hmm if I practice more, I could be better. But anyways, so seeing Steve Martin and then I started taking banjo lessons, well, then I got transferred to narcotics and I had no free time anymore because I ended up working evenings and then courts all day search warrants, all that kind of stuff. So for years I didn't do anything.

And then when I retired, I started taking some more banjo classes and teaching some other whitewater stuff, but I enjoy it. I, I enjoy the outdoors. And I enjoy doing that. Excellent. So yeah, that's something people, when you say, tell me something you think Levy does, they're gonna say, well, he's a computer geek and he like, well, he, he is, I'm sitting here right now and I've got three monitors and my laptop.

And so I am a geek, but Lenny does like, my wife and I my wife say was really cool. My wife was a Cop for 30 years at St. Pete retired on a [01:18:00] Friday, became a Sheriff's deputy and did 15 years as a Sheriff's deputy did 45 years. She was the first female swap member in the state of Florida.

Wow. And she went to the police Olympics. She not only outshot all the women, she outshot all the men. Nice. And homicide detective for 15 years worked a pretty famous case. I even got to work on that one too. I did the link charting and it was the OBA Chandler case. If they wanna Google that OBA Chandler, C a N D L E R a mother and two daughters came down from Ohio.

They were D worked on a dairy farm. They owned their own dairy farm and they came to Florida and just the girls, the white mother, and two daughters. The dad had to stay there cuz cows don't take a vacation. They still need to be milked. Well, anyways, the girls came down. They met this guy in Tampa, they did all the touristy stuff, you know, met this guy in Tampa.

He took him out on a boat. He raped them tied them duct taped their hands and feet together, tied a cement block around their necks and threw 'em overboard alive. My wife worked that case for five [01:19:00] years. And basically I did all the link charts on all that. And I did all the phone toll.

We worked the case in conjunction with the FBI, but the FBI, it was so much paperwork for them to do a pin register and the trap and trace that we did it for them. They wrote the paperwork, but we did all the data. So I did all the analysis on that and ended up catching the. And he ended up getting the death penalty was put to death a few years ago after about 20 years on death row,

and my wife has been on national TV five or six times. So for your listeners, if you're saying, wait a second, that sounds familiar. She has been on most recently on a show called family massacre, which was on the oxygen channel. And it was a, they did 10 shows. And one of those shows was about the Rogers family.

Your wife's name, CiDRA or Cindy Leady, L E E D Y. But if you Google Cindy Leady or Cindy Cumings because we weren't married back then mm-hmm so yeah, I took, I took my girlfriend out to Reno, Nevada. I was there for a week teaching a [01:20:00] wiretap class and came back married. I don't know how that happened. I don't, I, I seriously, we went out there and all of a sudden I come back and now I'm married and, but we lived together for 18 years before that, cuz it took me that long to convince.

Yeah. but anyway, so I worked, I got to work uh, that case and got to do a lot of stuff on that. So that was sort of cool.

All right. Well, good. Well, we're running a little bit long here, so I didn't get to talking about conferences, but I just wanted to point out that I really appreciate your effort as a vendor.

Who also teaches at these conferences teaching something like Excel and really giving great advice to analysts all these years. So thank you so much for your contribution to the associations

and the profession. Well, you have to thank ASIS also because, you know, they're the ones paying for the conference.

And in a lot of these conferences, I get timed it's paid for by them. And I do just a five minute thing. But then I get to do a half hour or an hour of Excel. So that's pretty cool.

[01:21:00] Yeah. Excellent. All right. Well, our last segment to the show is words to the world, and this is where I give the guest the last word.

L you can promote any idea that you wish. What are your words

to the world?

Don't stop learning. , you know, seriously there's a lot of resources out there. You can go to YouTube, there's all kinds of stuff on YouTube. Now the problem is most YouTube stuff is business oriented, but still you can learn it, go to your local junior college.

I took every junior college class. There was in outlook. I mean, outlook in Excel. Also access, but I ended up not using access cuz it was easier to do Excel. So anyways, go to, go to school, learn something, call me up, say, Lenny,

will you do a your two free classes? For my group? Yeah. You get 20, 30 people in.

Or you know, if you work at a Sheriff's department, get to local police departments, we'll set up a conference call and I'll send you some [01:22:00] files and you can follow along and don't be afraid to learn, you know, especially stop saying I've been using Excel for 10 years. I already know everything is in Excel.

I've been using Excel since 1990 or 91 or 92. Whenever it came out, I've been using Excel ever since then. There's a whole bunch of stuff. I don't know. So, and I, and I learned stuff even from classes I'm teaching somewhere will come up with some unique way of doing something. I'll go. I didn't think of that.

So use your resources and they are multiple. Is that good?

Very good. Well, I leave every guest with you've given me just enough to talk bad about you later.

yes. And that's easy for me but I do appreciate you being on the show.

Lenny. Thank you so

much. And you be safe. All right. Have a good day, sir. 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 in other episodes, found on our website@wwwdotleapodcasts.com.[01:23:00]

If you have a topic you would like us to cover or have a suggestion for our next guest, please send us an email@lepodcastsatgmail.com. Till next time analyst keep talking.