

Human Intelligence: aka Informants

How to Identify and Manage, Risk Mitigation and Event Planning

March 6, 2026

Sponsored by Los Cruces PD and New Mexico HIDTA

This is a NM POST Certified class #NM240592

Informants are an invaluable asset in the acquisition of information and intelligence. Informants can provide real-time intelligence on criminal activities. However, informants can present challenges to even the most skilled controlling officer. This course will teach some of the skills needed to identify and manage informants while they conduct intelligence gathering operations for law enforcement effectively and safely. Additionally, it will outline how to mitigate risk in the management of informants when they are deployed undercover, in addition to how to mitigate risk in the planning and execution enforcement operations.

If you work in any LE role such as homicide, drugs, gangs, gun crimes, sex crimes, human trafficking, property crimes, financial crimes or street crime units, any discipline where you might use an Informant, this class is for you! Prosecutors are more than welcome too! *This class is only open to certified/active law enforcement personnel, including Prosecutors*

This eight (8) hour class will cover such Topics as:

- How to identify Confidential Informants (CI)
- How to manage CIs and be successful
- How to mitigate risk while working with CIs
- Risk Mitigation in street ops, UC ops, and warrants
- The Flip or solicit cooperation
- How to determine a CIs motivation
- Is your CI policy working for you?
- How to set up a CI Network

Instructor: Selby Smith is a retired DEA agent with over 32 years of law enforcement experience. He has been teaching the use of confidential informants since 1999. He served in Los Angeles, Islamabad (Pakistan), Spokane (WA), Washington DC, Kabul (Afghanistan), and Seattle offices. He finished his law enforcement career as an Assistant Chief of Police in Spokane. He is the author of the book: Human Intelligence aka Informants How to Identify and Manage.

COST*LOCATION*TIME

Cost: \$150.00 (book included) * Location: NM HIDTA, 555 S. Telshor, Suite 200, Las Cruces, NM * 8:00 AM (start time)

HOW TO REGISTER

Email your name, a phone number, class location and your agency to: KLS3.ES@gmail.com

You will receive instructions on how to pay once registered

Review by a previous students:

- "Most direct CI training I've been to."
- "I loved how energetic and enthusiastic you are while presenting. I really liked the stories you told as they really drove home the points. It is clear you have so much experience."
- "You clearly have lots of information & experience relating to Informants."
- "I found it difficult to NOT pay attention, Amazing class!"
- "Clearly you have years of experience in this area."
- "No joke, I have attended a lot of drug related training throughout my career and your course was right up there at the top. Also, it helped to have an instructor that knows their stuff and the delivery was great. Already implementing some changes in my unit as a result."
- "Selby brings exceptional expertise in managing informants. In his tailored presentation, his depth of knowledge and experience shone through, delivering a wealth of valuable information while keeping the audience fully engaged."

