

Youlen Detective Agency's core mission: Finding the truth, gathering the facts

By E. BRUCE DAVIS
Observer staff

Michael Youlen started his Youlen Detective Agency, located at 9108 Church Street Suite 10091, Manassas, in September, 2011. Stephen B. Greenman is the Agency's other private detective.

Youlen explained why he became a private detective: "The existence of private investigators has been around for over 200 years. The nature of the job has changed as society has changed through the years. However, the core mission of finding the 'truth,' and gathering the facts has not changed. The ability to help others achieve those goals is why I enjoy the work."

According to Youlen, detective work was "One of the first jobs I ever had in the 1970s. I responded to a want ad in the Washington Post in reference to investigative work."

Youlen Detective Agency, which is licensed and insured, offers

criminal and civil services for individuals/law firms and businesses.

Civil cases make up 65 percent of its business, and 80 percent of its cases deal with personal clients or law firms. Youlen Detective Agency provides many services, with some overlapping and utilizing surveillance. Youlen said civil cases frequently arise from criminal cases and vice versa.

"Family law, including matrimonial/[divorce], is very common year after year, and comprises roughly 40 percent of cases," he said.

"Asset research determines if someone or something is a suable entity and is 15 percent. Background investigations, vetting perspective employees current and future, is 15 percent. Civil process service, locating and serving people [with] various court documents is 15 percent. Computer/Electronic forensics, locating information on devices and computer systems using forensic software is 10 percent. Missing Per-



Courtesy Photo

Arrest of an Arizona fugitive due to the work of Manassas-based Youlen Detective Agency. The company has been finding the truth and gathering the facts since 2011.

sions/Clients, frequently looking for an extra set of eyes and techniques in their search for locating a friend or family member is 5 percent."

GPS tracking may be employed, and Political Operations provides a small amount of business.

With a support staff of four, Youlen said, "On any given day [he and Stephen] typically have a half dozen or more cases, with more specific requests for service that are taken and adjudicated within an hour or two, such as background checks, location services, etc."

Youlen earned a B.A. in criminology from LeMoyn College, in his hometown of Syracuse, NY, where he served an internship with a PI firm and worked with local law enforcement.

Both he and Greenman are licensed through the Virginia Department of Criminal Justice Services. Greenman is certified as a private detective. Youlen holds Private Detective, Law Enforcement Officer, Peace Officer, Notary Public and Compliance Agent certifications.

"To get a certification, it generally requires a criminal records check, 18 years of age or older and pass a 60-hour course. This allows you to work for a licensed business. To start a PI business, you need a FEIN number, insurance, SCC number, compliance agent and pay a license fee \$500 every 24 months," Michael said.

He started his agency, which serves the Virginia/DC metro area, to be able to work independently, cre-

ate his own firm, devise his own strategies and most importantly, to generate his own income.

In-person consultations are arranged at pre-determined places, however during COVID, most clients have preferred phone or email consultations. Most cases are on an hourly fee basis, ranging from \$75-\$125, with others on a flat fee basis. About 30 percent of the detective agency's cases go to court.

Youlen recommends that clients attain accurate information. "Sometimes time and money are spent trying to discern basic facts of a case before we even start."

Youlen Detective Agency honors credit cards. Most cases are prepaid or with a 50 percent retainer. Law firms are usually billed when the job is completed.

Youlen said he has been involved with some interesting cases. His detective work resulted in the arrest of an Arizona fugitive. Another case started as a child custody matter, but through his work resulted in the arrest of a Colonial Beach woman who traveled every week to Manassas to purchase drugs. This later led to obtaining a search warrant for her distributor's home.

Through Youlen's work five years ago in a resolved family matter case, he cites fate in reuniting siblings when he was called by a man in Germany who was looking for his father, whom he had never met. Recognizing the name associated with one of the father's family members as his former client, he was able to reconnect them before the father died in Germany. DNA had proven they were siblings. Family members have stayed in touch.

Youlen Detective Agency's may be reached around the clock 365 days a year at 571-292-1937. Email: info@youlendetective.com or go to www.youlendetective.com for more information.

Larkin and Parsons named to honor rolls at Ole Miss

Emily Larkin, of Gainesville was named to the Spring 2022 Chancellor's Honor Roll at the University of Mississippi, which is reserved for students who earn a semester GPA of 3.75-4.00.

Larkin is majoring in Integrated Marketing Communications.

Reiley Parsons, of Haymarket, was named to the University of Mississippi's Spring 2022 Dean's Honor Roll, which is reserved for students who earn a semester GPA of 3.50-3.74.

Parsons is majoring in Sport and Recreation Administration.

Affectionately known as Ole Miss, the University of Mississippi is the state's flagship university. Its 16 academic divisions include a major medical school, nationally recognized schools of accountancy, law and pharmacy, and an Honors College.

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Dr. Mariano A. Polack, DDS, MS is a Prosthodontist with over 40 publications and is a frequent national and international lecturer.



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