



April 8th
Luncheon

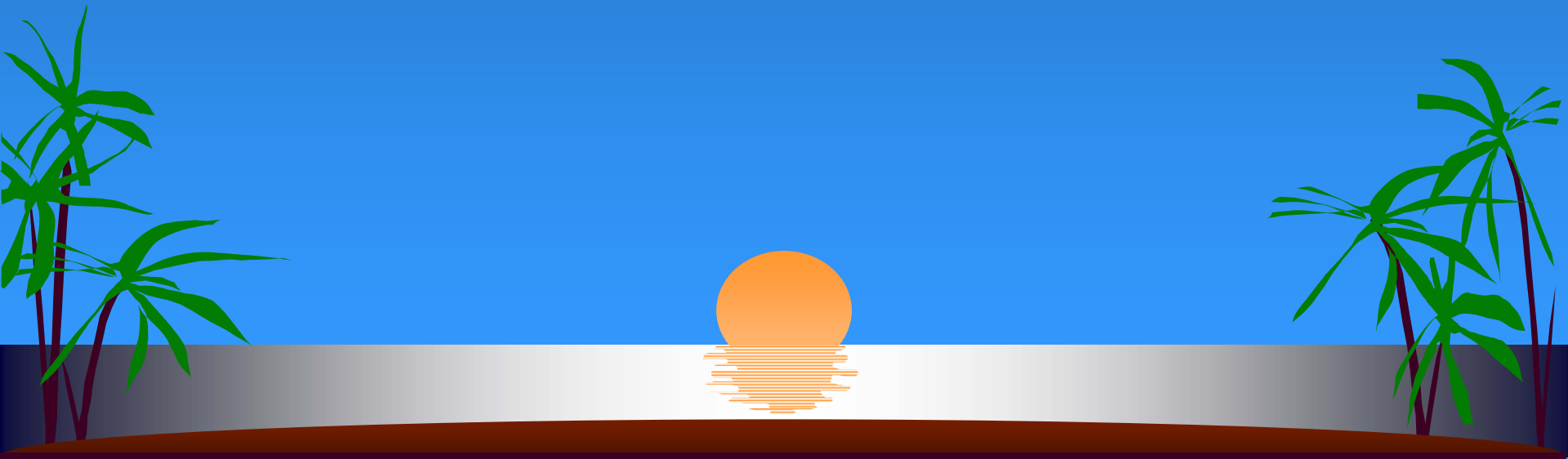
David Darkow

PROTECT YOURSELVES!

Scaring, Scamming & Security for Seniors

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Washington Heights Baptist Church



Objectives

- Learn about Scam's pulled on Seniors
- Hear the Scare Tactics used on Seniors
- Become Aware of Ways to Protect Seniors
- List Local Resources for Help
- Review WWW Resources
- Questions you may need to ask



Why do Crooks pick on Seniors

1. 50+ have more Wealth than any age group
2. 50+ have little experience with fraud, especially "on-line" fraud.
3. 50+ spend 19% more time "on-line" than any age group.
4. Seniors make a lousy Witness in court.
5. Seniors too proud to report being a Victim.



Carpet Cleaning Scam

1. The Sales Pitch -- Dirt Cheap \$\$
2. Bait and Switch to higher Charge.
Spots room size, too much "dirt"
3. Assistant Robs you while not looking

Solution:

Check to Better Business Bureau

Ask for References first - Check them



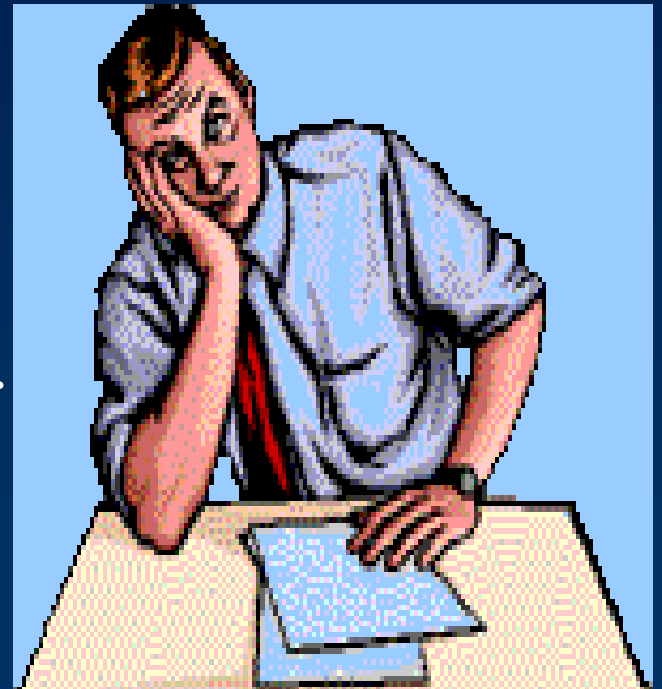
Charities

1. Mail Charity Pitches
2. Telephone Calls

- A. Sucker List (50+)
- B. "Religious" groups
- C. Few \$ to "cause"
- D. Most \$ to Fund Raiser.
- E. Solutions: IRS 990

Do Not Call lists*

www.charitywatch.org

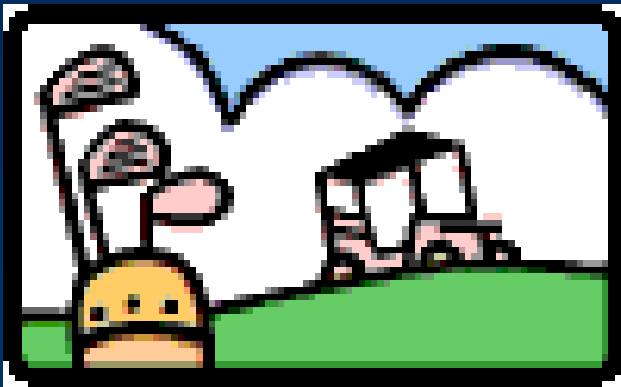


Contest Winner



You get a call/email that
you WON a contest BUT:

It requires you to send
money or Credit Card
information



Solution:

Avoid, Hang Up,

Call Police &
Report it.

Economic Fraud

1. Annuity Sales
2. Free Lunch & Dinner presentations.
3. Hot Investment Tips-
"Cold Call".
4. Insurance Products.
5. Reverse Mortgages.



Annuities

Benefits of Annuities:

Tax Deferred Earnings

Some Insurance Aspect

Problems with Annuities:

Steep/Excessive
Fees&Commissions

Less Favorable Tax
Treatment

Withdrawal Penalties

Annuity Solutions

1. Look at Surrender charge schedule
2. Usually can pull 10% a year without Penalties.
3. Withdraw at end of surrender fees.
4. Contact Ohio Insurance Commissioner if feel agent misled you.

Free Lunch & Dinners

1. There is NO FREE Lunch/Dinner—Selling something in most cases
2. Pitch usually leaves key parts out:
like the “downside” of product
3. Usually want “immediate” decision that night OR an “appointment”

Solution:

Check to Better Business Bureau

Ask for References first - Check them

Don't Attend to begin with



The HOT Tip call

1. They buy your name on a list
2. Pitch is they have a hot stock tip to double or more your money.
3. They give you two Stocks to watch. They think are going UP
4. Call back only those who got UP stock with another 2 Tips to watch
5. Call back only those who tip went up and goes for the GOLD with Next Tip

Solution:

Check to Better Business Bureau, NASD &

Use local brokers for advice-no cold calls

Insurance Products

1. Do you really NEED this insurance?
2. What Alternative ways to protect yourself
3. Is this product the best BUY for you

Solution:

Get other bids

Ask for References first - Check them

Check with State Insurance Commissioner

Reverse Mortgages

1. What is a Reverse Mortgage?
2. Must pay off "loan" in the END-Principle and Interest.
3. Loaded with Up Front Fees (4+%)

Caution:

Must Own House in full, and in Good Condition, must maintain it

Must attend a "Counseling Session"

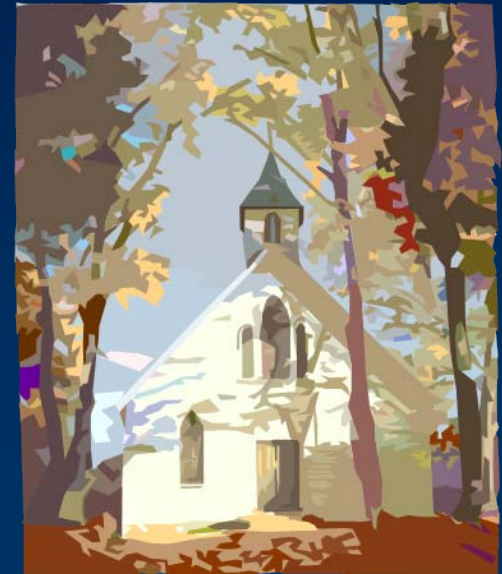
Death Scams

1. Funerals
2. Medical Issues
3. Credit Applications
4. Package Deliveries



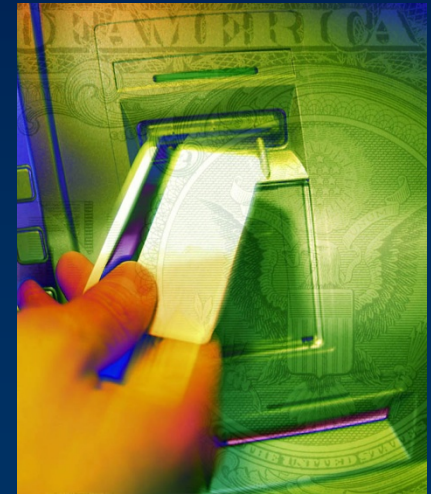
Medical Issues

1. Services Not Rendered
2. Medicines Not given
3. Services performed after Death
4. Bill the "Family" -
- but they are not responsible for unpaid bills



Credit Card Applications

1. Request Credit Bureau Information
2. Send Death Certificate to Credit Bureaus
3. Send Death Certificate to Ohio Divers Lic.
4. Cancel Credit Cards



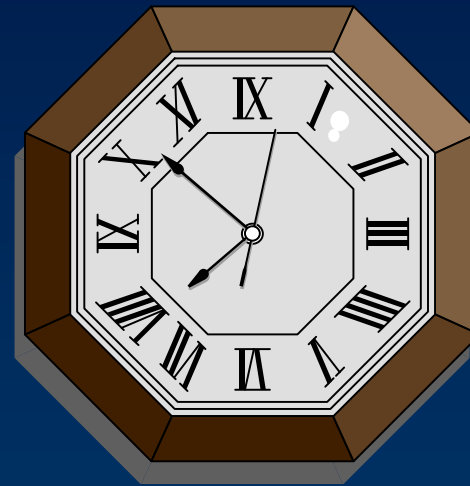
Post Death Deliveries

1. COD Packages to Deceased
2. Magazines Deceased Ordered



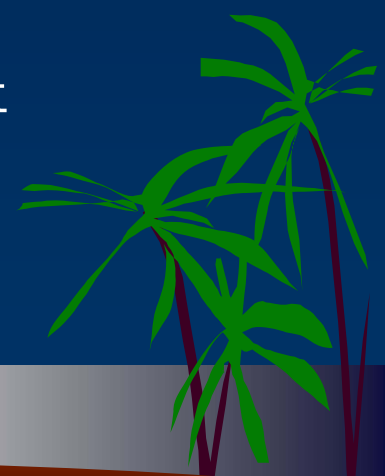
Solutions on Death Issues

1. Free Guide www.ftc.gov
or 877-382-4357
2. Caring for the Dead
800-310-8320
3. AARP #D13496
www.aarp.org Free Guide
4. Medical Schools
Donations 800-727-0700
5. Funeral Society \$25
800-765-0107
6. Pre Plan it!
7. Pre Pay it???
8. Notify all involved of
deceased passing (pre-
death list)



Government Services

1. Local "Inspectors"
2. Look-a-like Government Mail
3. IRS "Refund" Inquiries
4. "Special" Government Rebates
5. Government "Loans"
6. Government "Auctions"
7. Solutions:
8. Call the Agency # in Phone Book
9. Report situation to Agency
10. Call BBB



ID Fraud

1. Steal your Mail.
2. Steal your Trash.
3. Steal your Computer Data.
4. Phony Phone Calls--
fishing for Information.

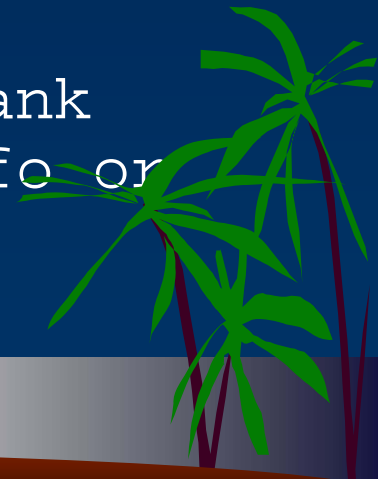
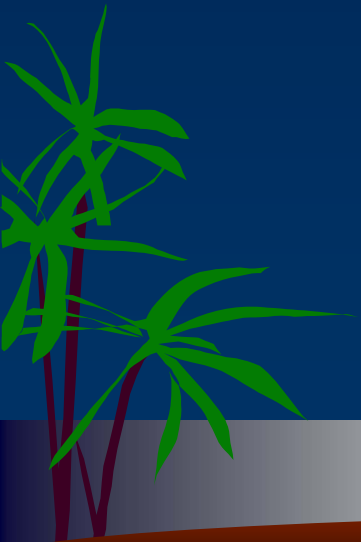
SOLUTION:

Opt Out of Phone calls

Stop Direct Mail Marketing

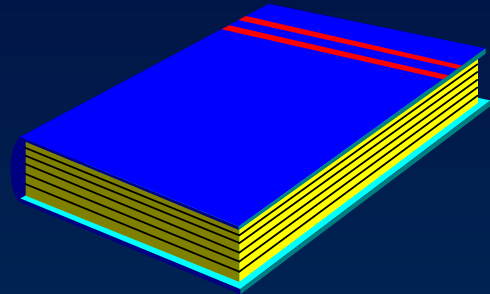
Shred you Mail

Don't give out SSN, Bank
Acct#, Credit Card Info or
other ID information



Magazine Subscriptions

1. Kids and Working for College
2. Kids selling for Charities
3. Automatic Credit Card Renewals
4. Advance Renewal Letters



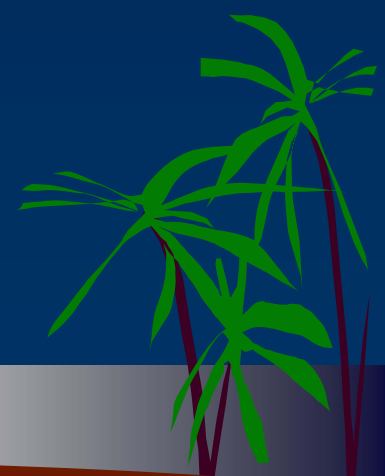
Solutions:

Don't buy Door to Door

Use Library—it's FREE

Log your Renewal Dates

Contact BBB



Medical Fraud

1. Billing for Services not performed
2. Double Billing Insurances (ie car and Medicare)
3. Phony Cure Alls
4. Billing for Non-reimbursable \$
5. Phony Prescription Drugs

Solution:

Report Improper Billing to Ins Company

Log all medical services & payments



Pigeon Drop

- ❑ Stranger finds money on the street
- ❑ Stranger asks you to hold money to split if owner can't be found.
- ❑ You are ask to put up \$ while they look for owner-they leave found \$ with you
- ❑ They leave with your \$
- ❑ Envelope contains no money—just paper



Solution: Call Police-
NOW

Product Demonstration

1. Usually Door to Door sales
2. Sometimes a partner
3. Over Priced Product
4. High Pressure Sales
5. Buy TODAY or never

SOLUTION:

Don't invite in

Sign nothing

Call BBB & Police



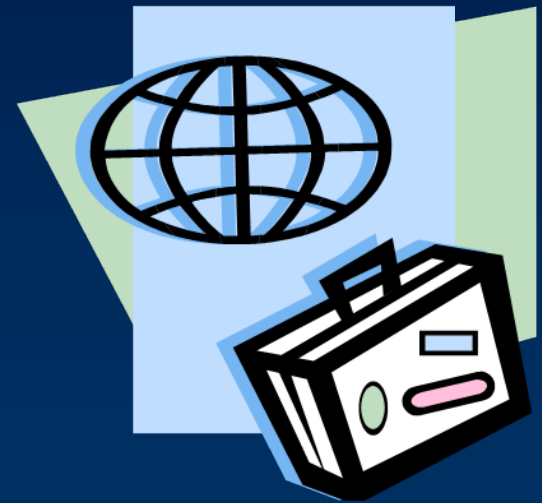
Time Shares & Travel Clubs

1. Offer bargain air fare or lodging
2. Must sit thru speech
3. High Overhead costs
4. On-going annual fees
5. Most rarely use them
6. Old Game-new "Name"
7. Hard to Sell

Solution:

Buy on the "used" market

Don't buy at all



Unknown Visitors

1. Stranger knocks at door
2. Needs help/directions
3. Wants to use phone
4. Wants inside to Rob/steal

Solution:

Don't let in house

Call Police for help

Refer to Public place



10 Questions to Consider

Where did you get my name

Explain ALL risks

Ask for it in Writing First

You want to discuss it with XXXX first

What Government Agency reviews their work

How long in business & License info

How much in Commissions

Cancellation Policy (in writing)

What type of paper work will I have

How do I communicate after the sale

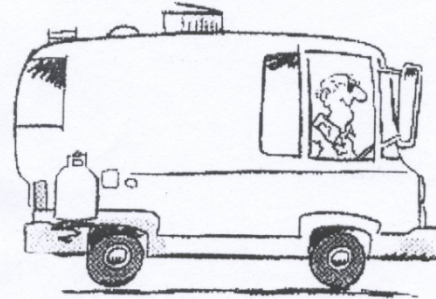
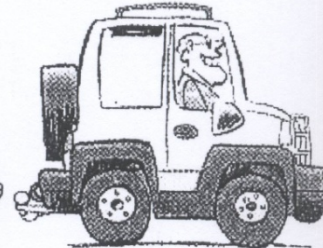
Ask for References & check them first

WWW & Seniors?

1. See the Grandkids
2. Try to Library
3. Take a class



The Wheels of Life



YAH ON THE INTERNET

WHBC-YAH.BLOGSPOT.COM