

A project with guaranteed returns

OCBA adviser:

A scam is a dishonest practice designed to cheat and trick you into parting with your money. The person carrying out the shonky activity is usually unlicensed and their business place unregistered. These people are called scammers or swindlers. Unfortunately a lot of us have experienced being cheated in one way or another. Listen to the following conversation and think about how you would have reacted if this scammer approached you.

(Party sounds in the background—clinking of glasses, laughter, music)

Pete: (loud whisper):

Hey Josh, have I ever got a deal for you.

Josh: Yeah? Well I really need a break; the bills are really getting me down this year.

Pete: There's big money to be made mate, big money. But it's between us, ok? We don't want the whole world cutting in on our secret.

Josh: So what are you talking about? something shonky? gambling? what do you mean?

Pete: No man, nothing illegal. It's high profile stuff. It's import-export. Top quality, but blue chip. Huge returns, it will make us big money, no fear. Next Tuesday, 8 pm, at the Convention Centre. A seminar. You gotta be there. But don't tell anyone. I'm flying up to Queensland on Thursday to get the low-down on the products first-hand. Designer quality....but you have to get in now to make the big bucks. Don't leave it too long, no time to umm & aah. This is really big.

Josh: So how do I get an invitation to the seminar? Can I come up to Queensland too?

Pete: The seminar bookings are closed, but I reckon I can get you in. It's \$100, and worth every penny twice over. You get a CD with all the information you need, then it's plain sailing. I'll book you in shall I?

OCBA adviser: DON'T DO IT JOSH!

Josh, you are about to hand over \$100 for something that you have no information about, with little understanding of the sort of business suggested, with only the **dream** of big money as the bait on the hook dangled to catch you.

So...what should Josh have done?

Well for a start he should have protected himself by being sceptical. He should investigate:

- What sort of business? what does he actually get for the \$100?
- How much risk is involved?
- Does he have any **real** facts or is it only marketing hype that he is being bombarded with?

Josh should get independent information and advice BEFORE he commits to handing over the \$100, which may in fact be just the start of what he will hand over. He doesn't even know if his 'friend' Pete is getting a kick-back for introducing him to the scheme. Josh should ask himself before committing to any money-making scheme...

Is this too good to be true?

If it is too good to be true then it's a lie.