

## Racing away with your money

### 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.

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### Rrrring rrring

Mr Collins: Hello

Scammer: Hello Mr Collins!!  
This is Sharon from Fly-by-Night Investments.  
I sent you a brochure last week about our Galloping 2000 program?

Mr Collins: Oh yes, the one with the pretty blue cover.

Scammer: That's it! I'm sure you'll agree that the idea of getting a good return on your investment is just what you want.  
Tell me Mr Collins, do you have shares in the stock market?

Mr Collins: Yes, I have a few stocks and shares. I invest in this and that.

Scammer: Well, did you know that the Thoroughbred industry is the second largest industry in Australia? This industry's now starting to attract serious responsible investors, like yourself Mr Collins.

Mr Collins: But isn't it just like a bet on the horses?

Scammer: Not at all Mr Collins. Punters are people who place bets – they are just doing what people do when they buy a Lotto ticket.  
We at Fly-by-Night are not talking that kind of investment. We are talking advanced computer technology; we are talking progressive investment solutions; we are talking integrity beyond reproach.  
The majority of our investors aren't gamblers...most have never placed a bet at the TAB. They are normal people with a mature outlook and a sharp eye for the new and innovative.

Mr C: I don't know, sounds a bit risky to me.

OCBA Adviser: **Good on you Mr Collins, you should be sceptical!!**

Scammer: You are quite right to be cautious. But I guarantee that once you are involved in the program you'll see how it works for you. Your scepticism will turn to quiet confidence as you see how the changes in your lifestyle will be all for the better.  
Why don't you take the first step and let me send you a CDROM. You can be a winner...it's so simple.

Mr Collins: This sounds too good to be true.

OCBA adviser **Yes, Mr Collins, it is too good to be true!!**

Scammer: Hahaha. It does, doesn't it!!  
But you can check the accuracy of what I'm offering you. You just have to start

using the program and you'll see for yourself. The rewards are there for the taking Mr Collins. Could just as easily be the guy next door, but why not make it yourself?

Mr Collins: So what's the deal?

Scammer: Well our company has put together an internationally managed investment package. We are managers of investment funds for internationals from New York, London, Hong Kong.

Mr Collins: Well, maybe I'm better off staying with investments here at home.

Scammer: I can understand the convenience of that. But you know better than I do that your local savings bank isn't giving you much for your investments. And if you have Telstra shares, well...say no more!  
What I'm offering you here is the opportunity to make more for you than any Australian bank. Tell me, what level of return do you expect from your investment?

Mr Collins: Ah, maybe 10%?

Scammer: That's fair enough.  
But do you know, we have Harvard graduates on our staff. They continually get more like 25 to 30% return for our favoured investors. What do you think of that??

Mr Collins: Look I think I'll just need to think about it some more. I don't really want to buy into this until I've looked at the scheme more closely.

Scammer: Sure, you can do that, but you may miss the opportunity. I can understand that you want to give it some thought, so how about you hold your spot with a small deposit, say \$500. Then when you're ready to invest you can take up the advantage.

OCBA adviser:

**Remember...you won't get rich quick. But you are likely to get poor fast!!  
Hang up on this offer before you lose out!**

Mr Collins: No, I'll talk to a financial advisor first. Thanks.

(hangs up).