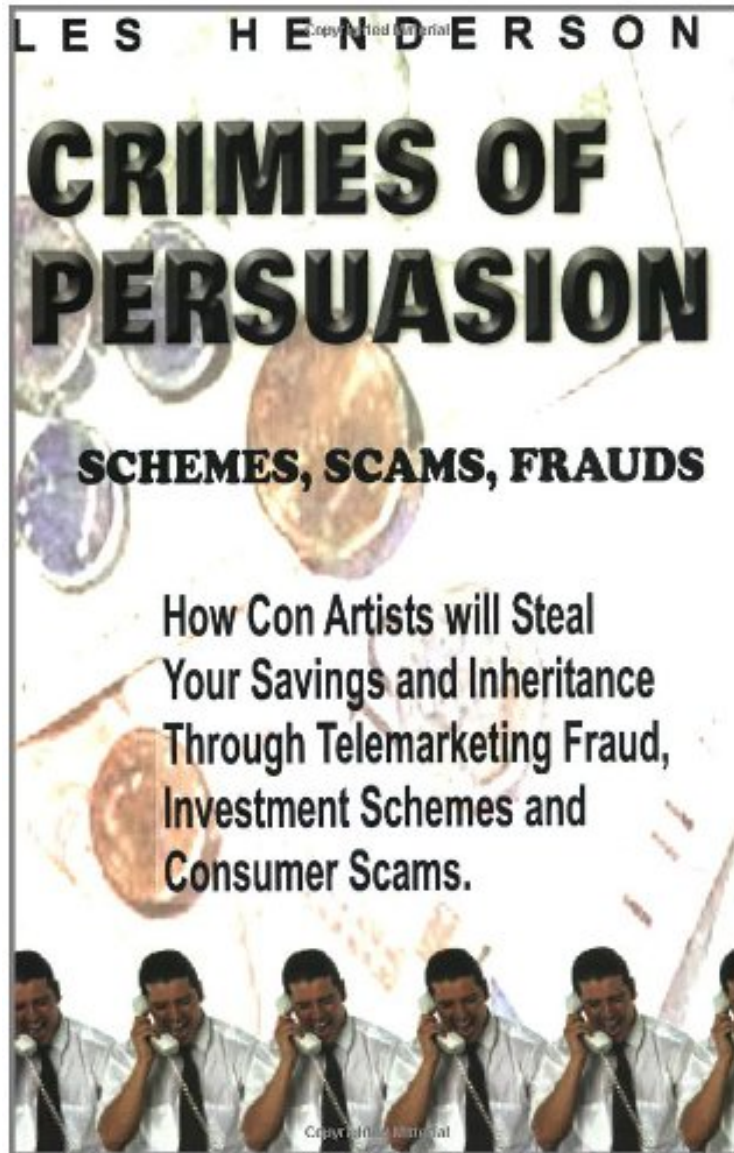


[Mobile book] Crimes of Persuasion: Schemes, scams, frauds.

Crimes of Persuasion: Schemes, scams, frauds.

Les Henderson

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Les Henderson : Crimes of Persuasion: Schemes, scams, frauds. before purchasing it in order to gage whether or not it would be worth my time, and all praised Crimes of Persuasion: Schemes, scams, frauds.:

0 of 0 people found the following review helpful. Persuading a VictimBy Robyn SchefferThe text presented a broad picture of international scams where the extent of the problem was well demonstrated. Les Henderson touched on the basics of persuasion however, I was seeking in-depth information in regard to 'inheritance' and 'drug recruiting' scams

with a focus on the persuasive and victimology aspects i.e.the persuasive tools employed and what facets of personality lend themselves to persuasion.2 of 3 people found the following review helpful. Easy to read explanation of con artists and fraudBy CustomerThis book gives a great over view of con artists and their work. It offers a much needed balance given the media's tendency to glorify con artists and the crimes they commit. The focus on the victims is a wonderful aspect of this work.Although they are psychopathic and antisocial, they are not loners. Con artists have many relationships and I have been most interested in their family relationships. I highly recommend this book to people who are the family members of convicted and suspected con artists. This book will help you come to grips with the real person behind the con and it is not pretty!The author (Henderson) does a great service as he points out that con artists cannot work without accomplices. Often people become unsuspecting accomplices when they endorse a con artist or his/her business.0 of 0 people found the following review helpful. Don't get connedBy YitchLearn about the different cons

In-depth fraud coverage of computer crimes such as pyramid schemes make this crime library of internet crimes the cyber crime location for the schemes and scams that con artists perpetrate. White collar crimes such as prime bank fraud, pyramid scams, internet fraud, phone scams, chain letters, modeling agency and Nigerian scams, computer fraud as well as telemarketing fraud are fully explained. This crime report on organized crime topics include credit card fraud, check kiting, tax fraud, money laundering, mail fraud, counterfeit money orders, check fraud and other who's who true crimes of persuasion.

From the PublisherThe main reason the book was produced was due to the notable shortage of pertinent organized information on the complex topic of telemarketing and investment fraud, despite low government estimates which peg the losses from them at over \$45 billion per year in North America. There are several reasons for this which have been overcome by the author as a result of his background and writing skills. First of all, investigation of the complex financial workings of investment fraud required someone with experience in the field of securities. Mr. Henderson, once a Chartered Financial Planner and longtime investor himself, is able to maintain accuracy while simplifying the procedures used by the fraudsters into an understandable and entertaining format. His short, fact-filled examples are broken out into numerous and meaningful categories and classifications which in other works are normally lumped together into tedious statistical or psychological dissertations on fraud as a whole, or too-narrowly focused on one sole example, examined in boring minutiae. Secondly, he looks at the problem both as a victim and as a former sales trainer and direct sales force manager. Knowing the persuasive techniques used by all professional sales people, but which have been subverted to an evil purpose, he leads you step by step from contact to conviction. Thirdly, he is able to distill from reams of court transcripts, involving hundreds of cases, the kernel of truth and understanding which appears to be lacking in other works and governmental advisories. Most importantly, he does not preach the age old sermon of how you should know better if an offer sounds too good. He simply shows what happened to other victims, which number in the millions, then lets you come to your own startling conclusions. This lack of patronizing and the sometimes humorous and always sardonic style of writing shine a new light on a topic that has been hidden by the shame of its victims. Many people, upon reading the book, determine that they have been defrauded in the past by offers which until now they thought were legitimate. Finally, it is hoped that by popularizing an understanding of these schemes, while exposing the organized and criminal nature of the con artists, that law enforcement efforts will be accelerated and court sentences will reflect the impact of the scams upon its victims.From the AuthorI have spent over two years of research pouring over court transcripts involving fraud cases. By reducing and combining the relevant facts into an entertaining read I hope to spare potential victims the heartache caused by this crime.From the Inside Flap600 VICTIMSLOSE \$ 7 MILLION DOLLARS 8,300 VICTIMSLOSE \$ 135 MILLION DOLLARS 900,000 VICTIMSLOSE \$ 45 MILLION DOLLARS It is almost certain that you will be a victim of fraud during your lifetime, for it is not just the greedy and the gullible who fall prey to these deceptions. The unwary, the trusting and especially the elderly are targeted by large-scale fraud operations which steal an estimated \$45 billion dollars per year in North America alone. You will be overwhelmed by the many variations of scams, which have been condensed from the court transcripts of multi-million dollar fraud cases, as well as law enforcement advisories, into a clear and entertaining format. You will marvel at the audacity, and shudder at the heartless greed, of these scammers who successfully and profitably portray themselves as reputable investment brokers, business opportunity franchisers, sweepstakes operators, lottery vendors and loan brokers. The only protection you and your parents have is to fully understand how the various scams operate before they strike. This book goes into great detail exposing con artists for what they really are, criminals without a conscience. Save yourself and your inheritance, then pass the book on to a friend. Help stop this financially and emotionally devastating crime.