

THE CONSTANT CORNER

QUESTIONS A CON ARTIST WILL DODGE

A con artist who uses the telephone to attract his or her victims will act in predictable ways when confronted.

Notice how your caller attempts to control the entire conversation from start to finish. The con artist will persist in making demands until he or she gets the desired result. In most cases, the desired result is your personal information, financial information, or cash in the form of a money wire or other transfer of funds.

But here's how to stop him cold in his tracks. These are the questions a con artist WILL DODGE:

1. May I have your business LICENSE NUMBER?
2. May I have your Broker LICENSE NUMBER?
3. What state and county agencies are you REGISTERED WITH?
4. What sort of references can you provide me?
5. Can you give me addresses where I can see samples of your work?
6. Do you mind if I get a second opinion?
7. May I call your Embassy about that?
8. Do you mind if I check with the local authorities?
9. Do you mind if I call the American Medical Association?
10. May I call the American Bar Association?
11. May I call the Banking Commission?
12. Will you wait until I contact the account holder to verify this check?

Here's a solution: When you get any type of unsolicited telephone call in which the caller takes control of your conversation and makes demands on you for money or information, TAKE BACK YOUR CONTROL immediately.

Make sure that he or she can answer your questions right away, or at least deliver the information you seek in a timely manner with complete accuracy. Then find out if their answers are really true.

If they can't answer your questions or refuse to comply, it's most likely a SCAM.

From the desk of Jane Constant

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