

## Questions to Ask

1. Is this investment registered with the state? If not, why not?
2. Do you receive a commission for selling the investment. If so, what is it?
3. What is your registration or license number to sell securities?
4. Do you have a financial interest in this investment?
5. When is the principal and return on my investment paid?
6. What is the potential risk of financial loss to me?
7. What fees or costs am I responsible for paying?
8. Have you or your company ever been disciplined by a regulator, filed for bankruptcy or have a tax lien filed against you?
9. What are the main negatives about this investment? Is it liquid?
10. Do I have the right to cancel the investment and receive a refund?

## Contact Us

To verify registrations or file a complaint:

**Investigator on Duty**

**602-542-0662**

**[SecuritiesDiv@azcc.gov](mailto:SecuritiesDiv@azcc.gov)**

To arrange investor education presentations or request materials:

**Investor Education Coordinator**

**602-542-0428**

**[info@azinvestor.gov](mailto:info@azinvestor.gov)**

For general information on wise investing and fraud prevention, visit:

**[www.azcc.gov/azinvestor](http://www.azcc.gov/azinvestor)**



**Ask and check  
before you invest!**

Securities Division, Third Floor  
Arizona Corporation Commission  
1300 W. Washington St.  
Phoenix, AZ 85007

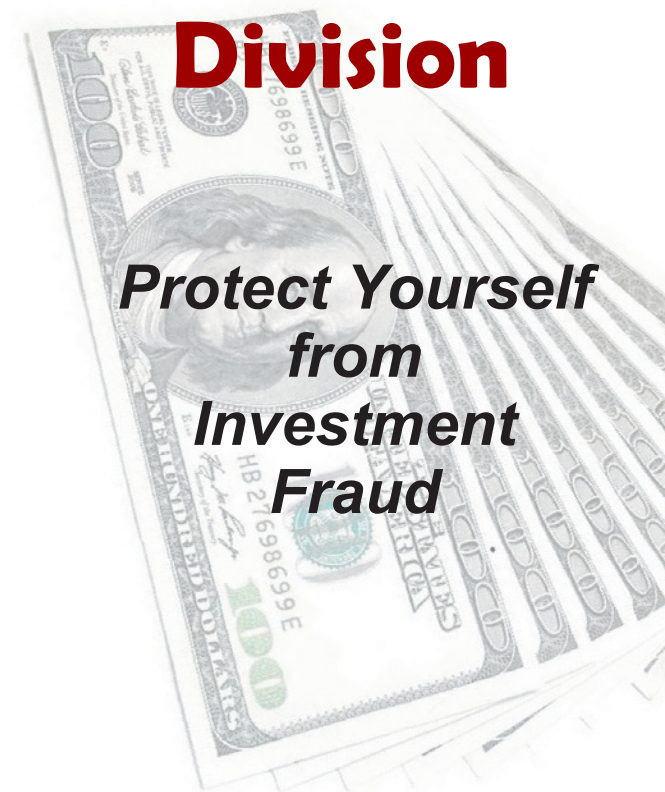
Toll Free in Arizona  
: 1-866-VERIFY-9 (837-4399)

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# ARIZONA CORPORATION COMMISSION

## Securities Division

**Protect Yourself  
from  
Investment  
Fraud**



## Outsmarting Fraud

Most people believe they can spot a con artist by his or her appearance or by the sound of his or her voice. The truth is that most successful con artists look like any other successful businessperson and are typically smooth, cultured and very disarming. Fraudsters use multiple persuasion tactics and are very skilled liars. They use glossy, sophisticated sales literature or a flashy website, which are all part of the illusion of legitimacy.

Investors are most vulnerable to being victimized when they are swept away by the representations of a promoter and are not willing to ask questions and verify the answers. Con artists try to gain your trust but will have an answer to every objection that you may raise. They may even embarrass or intimidate you into making a quick decision, using fear and intimidation to cloud your good judgment. Remember, an investment that is right for you will make sense because you understand it and feel comfortable with the risk involved.



## Know the Red Flags

How can you protect yourself from investment fraud? Be on the lookout for the following red flags of a scam:

- 1. “Insider information” only a few people are being told.**
- 2. Secret methods or technologies for extracting precious metals, oil, or curing a disease.**
- 3. Repeated telephone calls or emails to break your sales resistance.**
- 4. Limited time period (often days) in which to decide.**
- 5. Guaranteed investment return with little to no risk.**
- 6. An offshore investment, tax-free.**
- 7. An offer to pick up your money by courier.**
- 8. Request for upfront money before you have access to information.**
- 9. Refusal to put promises in writing and/or to send written information.**
- 10. An opportunity that sounds too good to be true.**

## Fraud Prevention

Moreover, observe the following fraud prevention tips:

- ✓ Avoid companies lacking audited financials.
- ✓ Consult with an objective third party not associated with the investment.
- ✓ Require written documents of all agreements and transactions. Verify the stated facts.
- ✓ If you don't understand how the investment works, don't invest.
- ✓ Take notes on all telephone or in-person conversations. Ask questions.
- ✓ Verify the license status of the promoter and company with a regulator.
- ✓ Don't feel pressured to invest NOW!

### Ask and Check

Contact the **Investigator on Duty** of the Securities Division to obtain registration and disciplinary information about salespeople and companies at **602-542-0662** or by email at **SecuritiesDiv@azcc.gov**. Also, learn more about investment fraud prevention in the Ask & Check section of **www.azcc.gov/azinvestor**.