



I Would NEVER Fall for That Scam!

“I would never fall for that scam!” Ever said this to yourself? You probably have. So have thousands of other human beings—many of whom have since been targets of the “Injured Grandchild” scam.

While there are several variations, two popular versions of the “Injured Grandchild” scam are:

- You receive a call from “your grandchild” who says they were in an accident, and they need money. Note: It’s not really your grandchild - that’s the scam.
- You receive a call from “authorities” who say “your grandchild” was in an accident and money must be sent to post bail. Note: They are not really authorities, and your grandchild has not been in an accident - that’s the scam.

“How does this happen?” you ask. How do aware, intelligent, rational, highly responsible people fall for the injured grandchild scam?

- Targets are kind and loving people who care deeply for their family and loved ones; they will do anything it takes to make sure those loved ones are safe. Their huge heart makes them vulnerable to scammers who are dedicated to taking the target’s money.
- Targets have trust and faith in humanity and respect order and authority--and they allow those aspects to override their own gut feelings in times of fear and stress.

“Still” you say, **“I love my family, but I would never fall for that stuff.”**

Stick with me. Here’s why someone might...

- When scammers call, they don't sound like scammers or "horrible people." They sound professional and authoritative. They tell you they are attorneys, police officers, or other officials that many seniors were taught to automatically respect and defer to. The scammers language is clear, their tone is serious, and they are stressing URGENCY.
- The targeted person is UPSET. They just heard something horrible happened to their loved one! Targets are human, so they have an amygdala in their brain--the part of the brain that activates our fight or flight response. "In his 1995 book "Emotional Intelligence: Why It Can Matter More Than IQ," psychologist Daniel Goleman named this emotional overreaction to stress "amygdala hijack." The amygdala hijack occurs when your amygdala responds to stress and disables your frontal lobes. That activates the fight-or-flight response and disables rational, reasoned responses. In other words, the amygdala "hijacks" control of your brain and your responses." (<https://www.healthline.com/health/stress/amygdala-hijack>). Scammers know if they can scare or alarm targets in some way, the target's OWN BODY will help the scammers succeed. Scammers are incredibly deliberate and strategic in their approach!
- Targets may not realize that scamming is BIG BUSINESS--a thriving industry, with huge organizations that exist solely for the purpose of defrauding innocent, well-intentioned people. When targets think of scams and scammers, they may think of a few, isolated people sitting in a basement somewhere with an old PC and a phone. Targets think the chances of they themselves being scammed are remote. And when they are hit with a family tragedy that comes out of leftfield, their guard drops, and they focus on the crisis at hand and jump into ACTION.

What do you think?

Have you ever been defrauded by a scammer? Please help us help others by sharing how you were fooled. **Was there something that really tipped the scales for you and caused you to believe the scammer was authentic?** Feel free to comment on our End Elder Fraud Facebook Page (<https://www.facebook.com/End-Elder-Fraud-110120414948556>), or if you prefer, you can email us at info@endelderfraud.org.

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