

The Faceless Liar

- Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

THE FACELESS LIAR



The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

**Is He Lying To You on the Phone, E-Mail,
Text, or Chat?**

By: **Dan Crum**

Former CIA Polygraph Examiner

Copyright © 2010 By Dan Crum

Dan Crum International LLC

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Table of Contents

- **Introduction:** *Why You Need this Book*

Part 1: *Deception in the Digital Age*

– *Why and How Modern Men Lie*

- **Chapter 1:** *Deception in the Digital Age*
- **Chapter 2:** *Conquering the Challenges of Limited Information*
- **Chapter 3:** *5 Reasons Guys*

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Part 2: *Mastering the 4 Methods of Modern Communication*

– *Tactics for Using the Phone, Email, Text and Chat*

- **Chapter 4: *It's All Fun and Games Until Someone Gets***

Hurt

- **Chapter 5: *A Fresh Approach for the Digital Age***

- **Chapter 6: *No More Ms. Nice Guy***

– *How to Focus on Deception*

- **Chapter 7: *Establish His Default Setting***

- **Chapter 8: *Give Yourself a Second Opinion***

- **Chapter 9: *The 14 Types of Verbal Deception***

– *And How to Combat Them*

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

- **Conclusion:** *Facing the Faceless Liar*

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Introduction:

Why You Need This Book

I spent a good chunk of last year writing a book for Career Press called [*Is He Lying to You?: An Ex-CIA Polygraph Examiner Reveals What Men Don't Want You to Know*](#). The book talks in depth about such issues as verbal and non-verbal deception, how to set up the ultimate blind date setting so you can detect deception and even shares over 101 real-life examples of actual deception.

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

In that book I shared the various anecdotes and examples I learned during my career as a polygraph examiner for the CIA and how what I learned interviewing prospective candidates could help modern women detect deception in their relationships with men.

Shortly after the book was completed and sent off to the publisher I was watching a news story on internet dating. It occurred to me that while many women go the traditional route of blind dates, hookups and setups to enter into relationships, just as many utilize online dating to start a relationship and even more spend a great deal of time chatting, texting and IM'ing to get to know their men better.

Suddenly I realized, “You know what? The stuff in my book works best when the woman is face to face with a man. But what if she’s on the phone, or email or texting him or even sitting at her computer with a chat window open? How can she use what I taught her to detect deception if she’s not actually in the room with the man?”

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Well, it was too late to include a new chapter and I didn't want you to wait until the 2nd edition of my book came out five years from now to include this timely topic, so I decided to write an ebook; and that's what you're reading today.

Face to Phone with the Faceless Liar

Who, exactly, is the *Faceless Liar* I talk about in my book's title? He could be anybody; and that's why you need this book. It's one thing when you're sitting across from a man and able to see various signs of non-verbal deception, such as fidgeting, sweating, avoiding eye contact, being too intense with his eye contact, etc. However, it's another thing altogether when all you have is what you hear on the other end of the phone or read in an email or text message.

I understand that modern relationships often build around technology. Let's say even if the first time you meet a guy is face-to-face, maybe at a club the night before or a singles event at your local church or

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

even a casual and quite random run-in at work. Quite often these days a one-time meeting turns into an electronic back and forth that gradually builds over time.

But while you are trying to get to know the new man in your life via email or text, for one who wishes to deceive this is a fabulous way to do so. It's like trying to catch-up to a marathon runner with one foot wearing a cement shoe; there's just no way to compete.

Turning Disadvantages Into Advantages

Or is there?

In *The Faceless Liar* I share with you many of the same tips I introduced in [*Is He Lying to You?*](#), only now they're **written specifically for the modern twist of online and electronic communications.**

Here you'll discover that, actually, electronic communications can work to your benefit. Just think about it: in a face-to-face conversation, it's

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

hard to keep up with what was said in the last five seconds, let alone five minutes ago. Not so with online chats or especially emails or text messages.

So if he says he works for PolyCorp Electronics on Friday but that doesn't jive with your memory of what he told you earlier, now you can quickly go back and check Tuesday's text message where he said he worked for Transatlantic Cable Company. Try that in a face-to-face hookup!

The trick to detecting deception is using what you have to your own advantage. After all, he is. Trust me, he knows he can get away with a LOT more via email and text messaging than he can sitting across from you, and wherever he can a deceptive male is going to use that to his advantage.

I'm not saying all men are deceptive; not even close. But if you've run across or hunted down, bought and downloaded this e-book, then chances are you have been burned by a deceptive male before – or suspect you are currently being lied to at the moment.

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Fight Back with *The Faceless Liar*

Now you can fight back.

The Faceless Liar will teach you all you need to know to detect deception even if you NEVER meet this guy face to face. Whether you're talking on the phone, texting or emailing back and forth or IM-ing at 2 in the morning, this book WILL give you the tools you need to detect deception across any platform.

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Part 1:

Deception in the Digital Age

– *Why and How Modern Men Lie*

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Chapter 1:

Deception in the Digital Age

Once upon a time, men and women dated; today they “exchange data.”

How? Sure, there are the blind dates, concerts, dinners, movies, the meet-ups and even the hook-ups, but more often than not there is this preliminary “data exchange” to set up all of the above.

These days, of course, this data is exchanged digitally, typically via phone, text, email or even during an online chat. eHarmony.com,

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Match.com, True.com, Perfectmatch.com all exist to help singles hook up online.

And how do they start?

With a simple “data exchange,” of course.

It’s called a profile, but that’s basically what it is: **an exchange of data.**

It goes like this: I tell you what I look like, where I’m from, what I do for a living, maybe what kind of car I drive, my hobbies, my interests, my pet peeves, my hopes... my dreams. You tell me the same and maybe, just maybe, we’ll hit on that “perfect match.”

New Times Require New Measures

According to *The National* magazine, “Roughly 40 million American singles use online dating and social networking sites to meet new people.” Forrester Research, Inc. notes that “in 2008 the online dating

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

industry earned \$957 million.” According to Datingsitereviews.com, “This makes it the third highest revenue grossing industry.”

Now more than ever, single women are looking online to find love. And while many consider the active single sites to be a good “filter” for future lovers, you may not be aware that if a man wants to deceive you, there is no better place to do it than online.

Think about it: at least in a face-to-face meeting you have some indication not just of what the guy looks like but what he *acts* like. As I taught readers in my first book, [*Is He Lying to You?*](#), there are literally hundreds of ways a man can deceive you and when you know what to look for, just as many ways to catch him in the act!

But take away the face-to-face aspect of dating and it’s like trying to spot a liar with your eyes closed. And if you’re communicating via text, email or chat it’s like doing so with your ears closed as well.

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

The Faceless Liar is designed to give you a few of your senses back and fight back against those men who see online dating – or simply the phone or chat – as “easy pickings” when they want to lie.

50 Ways to Deceive Your Lover

Actually, there are many, *many* more than 50 ways to deceive your lover online, but it only takes one or two to deceive you thoroughly. We’ve all been there. From the simple “fudges” in an online dating profile that lead you to believe he is over 5’ 10” and all his hair to the outright lies that state he’s no longer married, being deceived in any manner hurts – being deceived online can be even more painful.

For the online world – even over a phone line – is a world full of fantasies. In that interim period between linking up online, chatting in real-time and hooking up in the real world, anything is truly possible. You want to believe he still has his high school hair and, for that matter, his high school waist. You want to believe he’s not married.

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

Online, it all seems so... simple. Why would someone lie? Why would someone post an old photo? Or a picture without his wedding ring? Or one where he's standing in front of a Ferrari when his real ride is a Camry?

Unfortunately, there is no accounting for men and how they behave online. Although I'm not sympathizing with male deceivers, look at it from their perspective. Here is a place where they can be anything – or anyone – they want.

With an old picture or even Photoshop, they can instantly lose 50 pounds, gain 5 inches and a head full of hair! Simply by taking a picture next to a private jet or a flashy car, they can imply untold riches. They can claim to work at any job, in any building, in any town, live in any house – the bigger the better. As Brad Paisley says in his song, "I'm so much cooler online."

Here are some simple ways men deceive women online (all the time), by lying about their...

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

- **Physical appearance**
- **Employment status**
- **Income**
- **Place of residence**
- **Marital status**
- **Parental status**
- **Etc.**

Unfortunately, the more women who fall for these tactics, the more these guys are encouraged to indulge in them. Hey, it's a victimless crime, right? Or so they think. But if you've been a victim, then you know how much it hurts.

Dancing With the “Digital Four”

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

The digital world of online dating is dominated by what I call the Digital Four. In other words:

- **The Phone:** While the phone makes some men more vulnerable to their lies being detected, for those with the “gift of gab” it makes perfect sense to talk their way into a woman’s heart. Women often feel more of a connection when they’ve spoken with a man before they meet, hence it is a good way for a man to “lure you in” before an eventual meeting. The more you think you know a man before you meet, the more likely you are to believe what he says.
- **Email:** Email is one of the more effective ways a man can deceive you thanks to the fact that everything is so premeditated. In a phone call, one must think on his feet; in a text message, one only has so many words – and so much time. And chatting online? The longer he delays in answering you, the more you suspect he’s cooking up a ready-made answer. But emails take time; you know it, he knows it

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

– and he uses this to his advantage. With an email he can spell check every word to make himself seem more educated, read his responses over and over again – even out loud – to see if they sound too preposterous or not. All before hitting “send” and spreading another lie.

- **Text messages:** While text messages are typically short and sweet, a practiced deceiver knows that oftentimes, less really IS more. If he keeps his answers short, keeps them coming and keeps them consistent, the male deceiver knows you’ll suspect him less – and trust him more.
- **Online chats:** At first blush, chatting online can seem a safe and distant way to communicate with a potential suitor; no face to face, no commitment, no muss, no fuss. But if you’re not careful, this simple and “safe” method of transferring information can leave you exposed and give him ample opportunity to deceive you.

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

As you can see from above, each modern method of communication has its own strengths and weaknesses. What's more, men who deceive tend to specialize in one or the other.

Well, it's only natural. If you're a guy who stammers, whines, yammers or stutters when you lie, why use the phone? If you can't spell or type very fast, why use email? If you have a short attention span and can handle several IMs simultaneously, then chatting online might be best for you.

Regardless of which method of modern communication is your vehicle of choice, **you will learn to use that tool to fight back against deception**. In **Part 1** of this book you will discover why men lie, how they lie and how to actively – and effectively – look for deception. In **Part 2** you will learn what skills YOU can use to fight back whether it's on the phone, in an email, in a text message or during an online chat.

Never fear: you're not alone anymore.

Together, we're about to rip the mask off *The Faceless Liar*!

The Faceless Liar

– Is He Lying To You on the Phone, E-Mail, Text, or Chat?

By: **Dan Crum**

You've reached the END of your FREE excerpt. Now that you have read this far you are ready to [**ORDER YOUR COPY of The Faceless Liar**](#)