



Proximal Consulting Archived White Papers



The Proximal Consulting white paper series began when Proximal Consulting launched in 1999. The white papers provided precise and detailed information on cutting edge business crime topics during a period when the Internet as a source of business information was in its infancy. We are now making these white papers available again.

Whilst the specific cases and examples used in the white papers are historical, the fundamental issues and potential red flags have remained the same.

Please note that the white papers are provided as an un-edited archive: any content, laws, regulations or similar were correct at the time of publishing, but may now be out of date.

PROXIMAL CONSULTING WHITE PAPER 25 HOW TO PREVENT LOSS BY OUTSIDER FRAUD THROUGH BASIC DUE DILIGENCE CHECKS

When you are approached by any unknown person and/or organization to establish any new business relationship, you must validate their claims and history. Please remember that you are a target! Additionally, there is no such thing as a free lunch. If you follow these guidelines you will almost certainly save yourself a substantial amount of money and pain.

- Never forget: if any deal, offer or person appears to be too good to be true, turn it down.
- There are no such things as 'once in a lifetime opportunities' or 'guaranteed returns on investments' when the figures guaranteed are astronomical.
- Be suspicious.
- Question all transactions.
- Jealously guard all of your personal and/or business information such as bank account details and credit card numbers.
- Don't sign any document before you have had it checked out.
- Find out if the individual or company exists, and is registered with the necessary regulators or licensing authority.
- How long has the individual/company been trading? Who are the principals?
- Check out the filings of the subject company. It might be registered somewhere but is it trading? If so, do its financials in any way reflect the deal being offered?
- Check out addresses and contact details of those approaching you (it still surprises me how many of these rip-off artists quote deadlines).
- Validate any documents presented for authenticity.
- Ask for references, but don't take them at face value.
- Ask for a prospectus and brochure.
- Carry out a media and Internet search on the individuals.
- Don't pay for anything up-front unless you've dealt with the person/company before and know that they are reputable.
- Don't be afraid to say no.

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Proximal Consulting have unrivalled experience in providing KYC enhanced due diligence background reports on individuals and companies on a global basis. We also offer a complementary range of services including AML training, country risk reports and bespoke investigations.

Our enhanced due diligence reports are tailor-made to our clients' specifications. They are totally different from the usual database-led reports that often fail to meet enhanced due diligence requirements. Our reports present clear, accurate and confidential findings which enable our clients to make informed business decisions and to fulfil their AML obligations.

We work with a variety of global clients including regulatory agencies, law firms, individual companies, private banks, trust companies and other firms in the financial sector.