

UNDERSTANDING THE PROCESS OF UNDUE INFLUENCE

We believe the best way to prevent exploitation is to understand how it happens!

Stage 1: Building Trust



The "influencer" appears helpful to a Senior. Comes across as a friend/caring person.

They may visit the Senior in their home and offer to do small favors for them.

Stage 2: Testing the Waters



Influencer begins to ask for small favors. May obtain a house or mail key under the guise of "helping the senior."

Many Seniors receive social security checks or credit card offers in the mail and now the influencer has access.

Stage 3: Isolation, Intimidation, Fraud



The influencer will isolate the Senior from friends and family. They may gain access to their bank accounts, create a fraudulent will or trust or encourage the senior to give away and/or liquidate assets.



They will often limit the amount of time a Senior spends with others.

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