

# UNDERSTANDING THE PROCESS OF UNDUE INFLUENCE

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

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## 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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