



**Investor
Protection
Trust**

Results from the Investor Protection Trust

**Elder Investment Fraud and
Financial Exploitation Survey**

Released on June 13, 2012



www.investorprotection.org

ELDER INVESTMENT FRAUD/FINANCIAL EXPLOITATION SURVEY








1. What is your profession?

		Response Percent	Response Count
State securities regulator.		10.0%	76
Financial planner.		10.1%	77
Medical professional.		3.1%	24
Caregiver/Social worker.		12.2%	93
Adult protective services worker.		22.6%	172
Educator.		7.3%	56
Other.		34.6%	264
answered question			762
skipped question			0






2. How often do you deal with the elderly victims of investment fraud/financial exploitation?

		Response Percent	Response Count
Quite often.		31.7%	237
Somewhat often.		26.3%	197
Not very often.		32.4%	242
Never.		6.7%	50
Don't know/not sure.		2.9%	22
answered question			748
skipped question			14

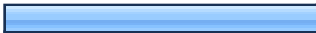





3. How often do you deal with the children of elderly victims of investment fraud/financial exploitation?

		Response Percent	Response Count
Quite often.		21.3%	156
Somewhat often.		27.8%	204
Not very often.		34.7%	254
Never.		12.0%	88
Don't know/not sure.		4.2%	31
answered question			733
skipped question			29


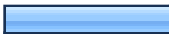


4. How serious would you say the problem of elderly investment fraud/financial exploitation is today?

		Response Percent	Response Count
Very serious.		69.7%	508
Somewhat serious.		26.2%	191
Not very serious.		0.8%	6
Not serious at all.		0.4%	3
Don't know/not sure.		2.9%	21
answered question			729
skipped question			33






5. Would you say that the problem of elderly investment fraud/financial exploitation is getting worse or better today?

		Response Percent	Response Count
Much worse.		46.9%	340
Somewhat worse.		37.0%	268
Somewhat better.		1.7%	12
Much better.		0.4%	3
No change.		3.7%	27
Don't know/not sure.		10.3%	75
answered question			725
skipped question			37






6. How vulnerable would you say that older Americans are to investment fraud/financial exploitation today?

		Response Percent	Response Count
Very vulnerable.		74.5%	537
Somewhat vulnerable.		24.4%	176
Not very vulnerable.		0.3%	2
Not vulnerable at all.		0.0%	0
Don't know/not sure.		0.8%	6
answered question			721
skipped question			41






7. How often do you think potential problems with mental comprehension make seniors more vulnerable to investment fraud/financial exploitation?

		Response Percent	Response Count
Very often.		63.3%	453
Somewhat often.		33.1%	237
Not very often.		1.5%	11
Not often at all.		0.1%	1
Don't know/not sure.		2.0%	14
answered question			716
skipped question			46







8. How important a role do you think that medical professionals can play when they are trained to spot and report the warning signs of elderly investment fraud/financial exploitation?

		Response Percent	Response Count
Very important.		68.7%	489
Somewhat important.		24.6%	175
Not very important.		3.2%	23
Not important at all.		1.0%	7
Don't know/not sure.		2.5%	18
answered question			712
skipped question			50


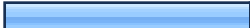



9. How important a role do you think Adult Protective Services workers can play when they are trained to spot and report the warning signs of elderly investment fraud/financial exploitation?

		Response Percent	Response Count
Very important.		80.4%	570
Somewhat important.		14.7%	104
Not very important.		2.1%	15
Not important at all.		0.3%	2
Don't know/not sure.		2.5%	18
answered question			709
skipped question			53

10. Why do you think that elderly investment fraud tends to go unreported? (You may select more than one response.)

		Response Percent	Response Count
Shame on the part of the victims.		85.5%	605
Failure of adult children to spot the problem and intervene.		69.9%	495
Inadequate securities regulatory resources.		43.9%	311
The ability of con artists to string victims along until it is too late.		80.1%	567
None of the above.		2.0%	14
Don't know/not sure.		2.3%	16
answered question			708
skipped question			54

11. A 2008 study found that about 35 percent of the 25 million people over age 71 in the U.S. either have mild cognitive impairment or Alzheimer’s disease, making them especially vulnerable to financial exploitation, including investment fraud. Does this seem to be consistent with your experience in dealing with elderly victims of investment fraud?

		Response Percent	Response Count
Very consistent.		43.3%	305
Somewhat consistent.		36.6%	258
Not very consistent.		4.4%	31
Not consistent at all.		1.1%	8
Don't know/not sure.		14.6%	103
answered question			705
skipped question			57