



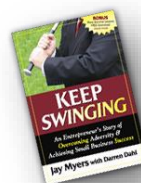
A Fraud Victim Speaks Out

Jay Myers
Interactive Solutions, Inc.



INTERACTIVE SOLUTIONS

COMMUNICATION IS EVERYTHING



Winner of 2010
Ethan Award



What We Do

Videoconferencing



Distance Learning



Presentation and Multimedia Technologies



Telemedicine



“The Day My Business Almost Died”

- Company Growth
 - Revenue from \$1 to over \$6 million (1998-2002)
- Replaced Clerical Support
 - Hired Professional Accountant (May 2002)
- Personal Crisis
 - Brother (John) died suddenly (June 2002)
 - Difficult to “Soldier On”



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“The Day My Business Almost Died”

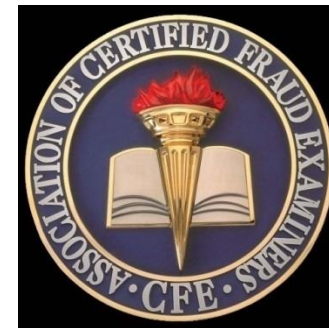
- INC Magazine Article
 - “A Thief Within” (4/28/2003)
- Discovered Theft
 - Very Next Day
 - Accounting Manager & Receptionist stole over \$257,000 (Payroll and AP)



“The Day My Business Almost Died”

- Called Local Police
 - Certified Fraud Examiner (CFE)
- Decided to Prosecute
 - Not Many Small Businesses Do
- Contacted US Secret Service
- Leadership Challenge of a Lifetime
 - Wrote Letter to Employees
 - Called Vendors, etc.

Summary: “Staring at the Abyss”



“The Courtroom”

- Sentencing Hearing
 - Nov. 22, 2004
 - 17 Days After Death of Mother
 - Accounting Manager
 - 100 Months in Federal Prison
 - Receptionist
 - Diversion Sentence
 - Pay Back approx. \$5,000
 - Emotionally Draining
 - Idea of “Keep Swinging” emerges



“The Comeback”

- If Theft Not Detected
 - ISI Would Fail by December 2003
- Employees Refusal to Give Up
- Local Support
 - Newspaper and local Media
 - Overwhelming
- Sales Team Double Revenue
 - Over \$10 million in 2004



Embezzlement Prevention Tips

- Conduct a civil and criminal background check on all employees. (Especially ones that handle your money)
- Take away the opportunity to steal by auditing all bank and credit card statements, payroll records, purchase orders etc. on a regular basis.
- Lead the charge by maintaining a culture of honesty and integrity in your business. (Zero tolerance for theft of any nature)
- Make sure employees take their vacations. (Provides oversight and possible detection)





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Thank you! Questions?

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