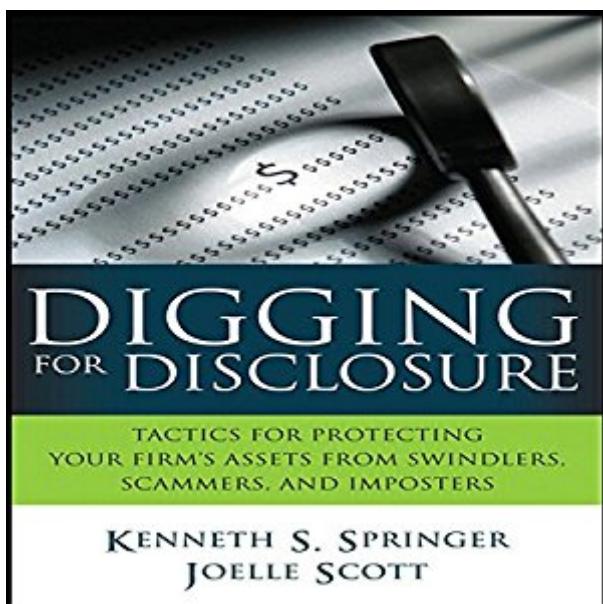


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# Digging For Disclosure: Tactics For Protecting Your Firm's Assets From Swindlers, Scammers And Imposters



## **Synopsis**

The indispensable due diligence guide: how to protect yourself from corporate crime or fraud in any major investment, acquisition, merger, or deal! Top investigators reveal how to think like a swindler uncover hidden assets and a borrowers true finances perform international or corporate background checks gain powerful competitive intelligence and more!

## **Book Information**

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## **Customer Reviews**

As a business owner, this book completely opened my eyes to the importance of background checking and due diligence prior to making any key hires or investment decisions. The book is topical, easy to read and filled with dramatic examples and resource information. As shown in the book, many times we make business decisions based on gut feels and misplaced trust. Those times when we decide to take the next step, it is usually done with a quick google search or reference call. The authors give numerous examples when such perfunctory checks fail to uncover pertinent "deal breaking" facts. It takes a lot more digging to ensure that you are protected and the book details how this is accomplished. I highly recommend reading this book if you own your own business, are planning to buy another business or have any inclination to invest money with a third party.

This is an interesting read with a sad commentary on the lack of ethics and integrity overwhelming our society. Company's Corporate Resolutions is filling a very demonstrative need in sniffing out issues.

## THANKS

Digging for Disclosure: Tactics for Protecting Your Firm's Assets From Swindlers, Scammers and Imposters. The target audience for this book are those who are in a position to hire key personnel - CEOs, CFOs, as well as high-net worth investors who are considering signing off on a deal to buy an existing business or invest money into someone else's business. The book is written in a non-threatening style - you don't need an MBA to decipher the information. If you're going to hire someone to run your company, especially one publicly held, it's your responsibility to know who you're hiring. The authors tell you where to find background information on potential employees, investors and corporations. Also, they explain why a basic internet search, even a paid one, isn't good enough, because not every criminal conviction or proceeding ends up being properly recorded in computer databases. A good part of the prescreening process includes good old-fashioned footwork - either doing the work yourself or hiring a professional to slog through real-life paperwork in courthouses. A few ideas offered are really interesting and different - including the suggestion to implement a whistleblower hotline for existing businesses, encouraging employees to anonymously report problems. The authors explain in very clear terms (with real-life examples offered) why a criminal history does matter, even completely unrelated convictions for family problems. A tumultuous home life hints at potential problems in the workplace when you're dealing with hiring at the top level in a corporation. Also, a potential investor who lies about their personal history can also be bad news for a company. All money is not good money, especially if the person who wants to invest in your company has a criminal history. The authors provide direct (and free) online resources for background searches, including a Federal voter registration website, where you can find out someone's political contributions. This is open, legal and free. Why would this matter? If a former employee or client tries to sue for civil damages, claiming they were left impoverished by bad financial advice from you, and they're now eating cat food and sleeping on the sidewalk, then why did they just make a huge financial donation to a political campaign? Also, for former clients who are refusing to pay their bills, this can also be legal ammunition in civil court proceedings when you're trying to collect on the debt. I found this book to be very interesting and informative. The review copy I read was 177 pages - easy to finish reading in a single afternoon.

Business investment due diligence is complex, emotional and fraught with opportunities to fail. A fresh perspective is always welcome. "Digging for Disclosure" comes at the due diligence subject from the author's perspective as principals from the private investigative firm, Corporate

Resolutions, Inc. The first 15 chapters describe the utility of uncovering individual bad actors that buy or sell investments/companies and/or occupy C-level positions somewhere in the transaction process. There are plenty of interesting stories. One chapter is devoted to investigating the Inc., and finally a well stated rationale regarding why a professional investigator should be included in your due diligence tool set on a comparable level with CPA's and warranty lawyers. The take away is that you might need a professional familiar with the back alleys for information on the folks and entities on the other side of the deal. In other words ... How can one gauge the integrity of the other party? You have to do your homework and you may need help. There are useful web reference sources included by the authors. Honestly? I hate the topic! Practically, the topic is the elephant in the room in most every transaction. Can I trust this guy or not? We hone our BS detectors as we do over the years and persevere. The book is written with a bias towards hiring professionals. At a minimum, the reader might become better able to discern when the need for outside help is warranted. If you're a seasoned business M&A due diligence operator, there's not much 'new' here. It is a quick read and worth the reflection opportunity. For the reader with limited or no due diligence experience, I would caution against the paranoia that this book might create. If I ran into a due diligence situation and discovered that other side of the deal had paid big bucks for an investigator like Corporate Resolutions, Inc, I would become VERY suspicious of the deal. Paranoia is the great deal killer and no amount of due diligence will overcome a paranoid. In deal-making and life, moderation in everything ... and a good warranty lawyer.

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