

Think Like a Criminal: What Goes Wrong When Embezzlement Happens

Bryan Callahan CPA/CFF, CFE, CVA



Introduction



Bryan Callahan, CPA/CFF, CVA, CFE Partner, Forensics & Valuation Services

AGENDA

- Recent Trends in Fraud –
 2018 Report to the Nations
- Fraud "War Stories"

• Ways to Mitigate the Risk

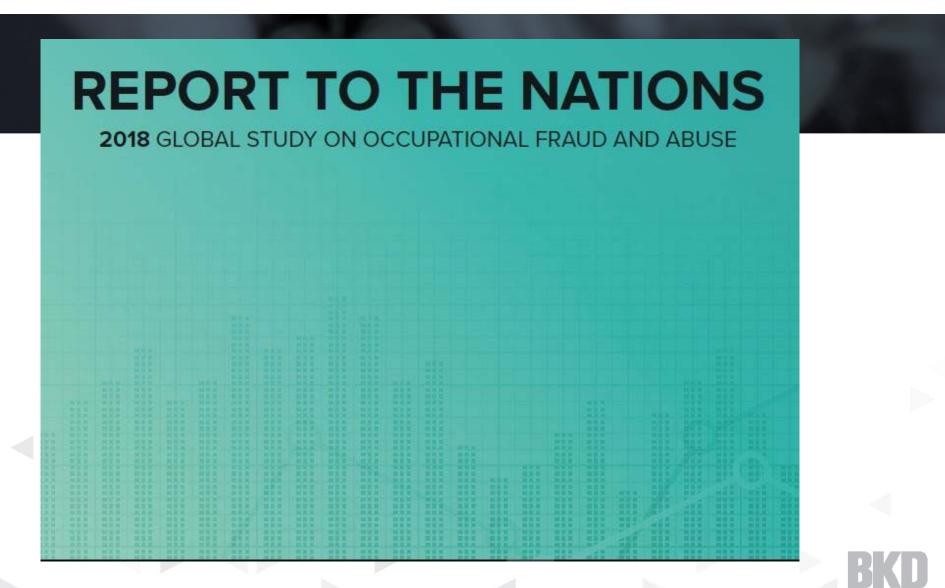






FIG. 35 How does the number of perpetrators in a scheme relate to occupational fraud?



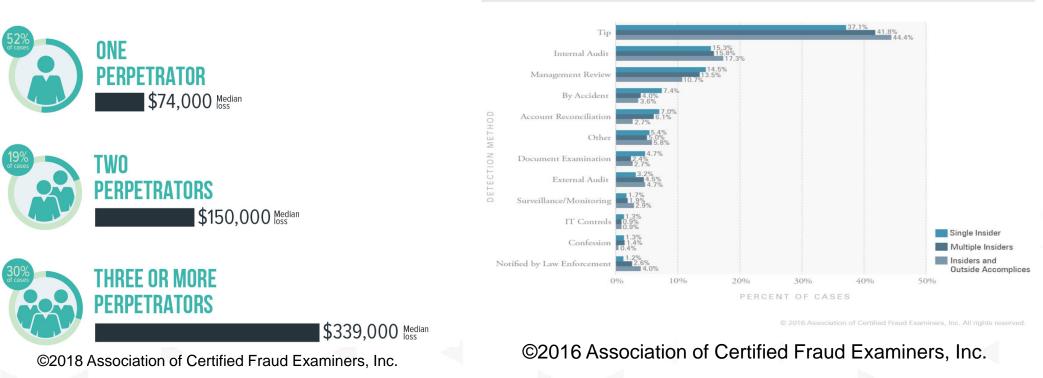
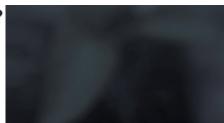






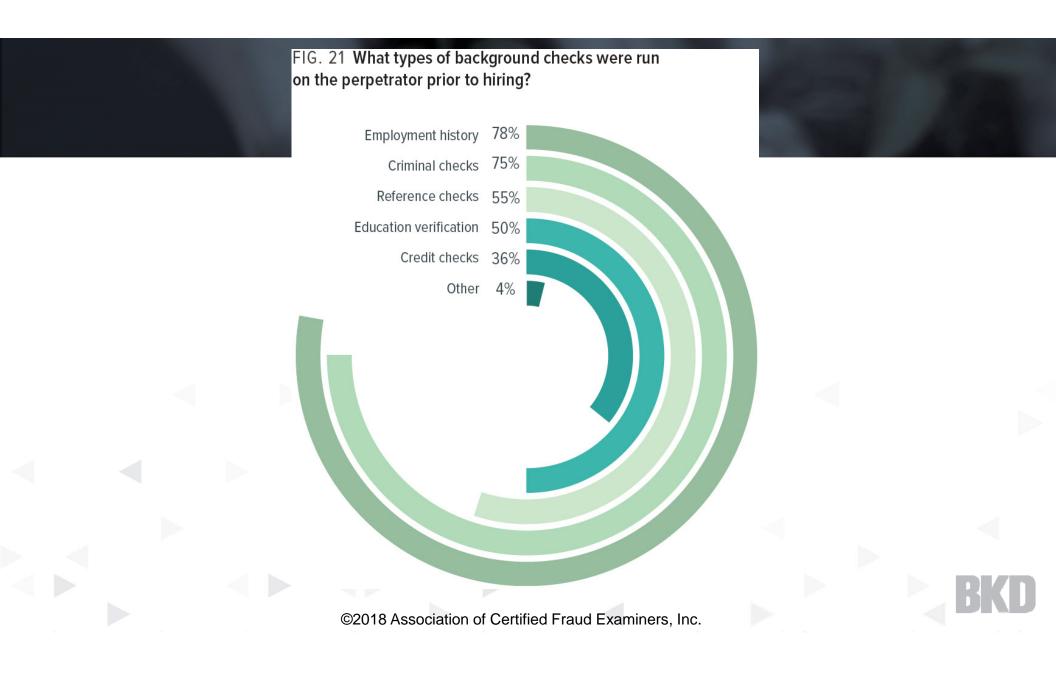
FIG. 36 Do perpetrators tend to have prior fraud convictions?

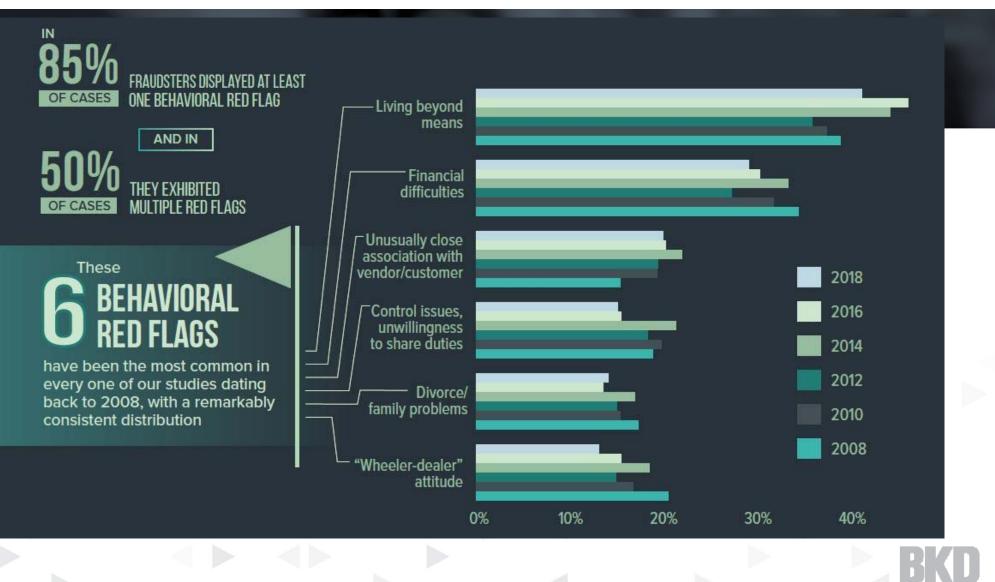


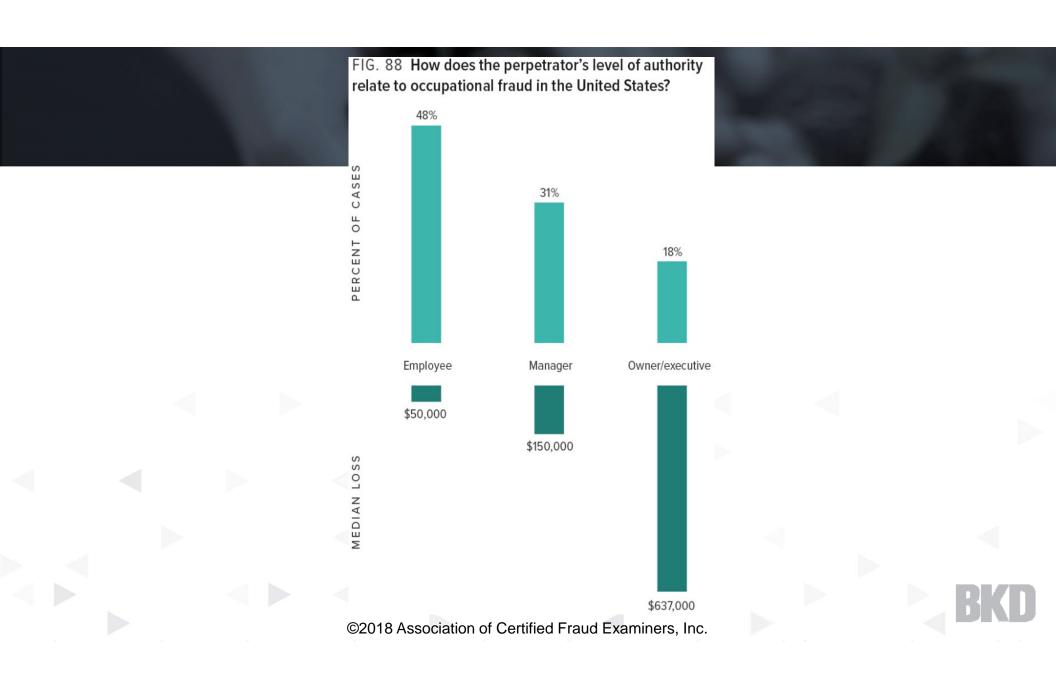


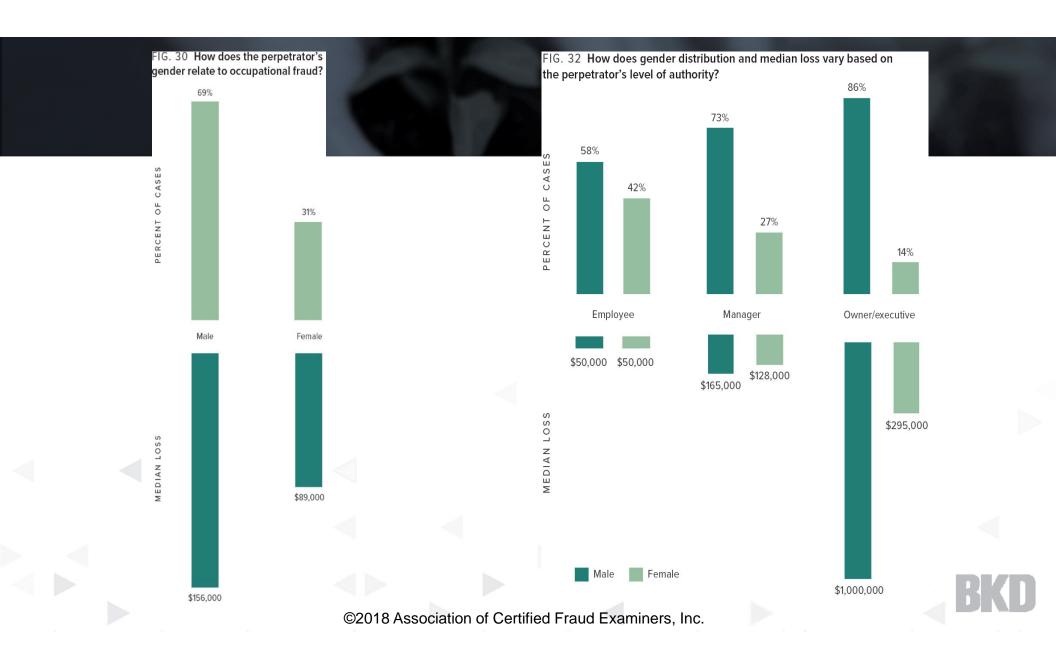
Never charged or convicted (89%)
Charged but not convicted (6%)
Had prior convictions (4%)
Other (1%)
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INDUSTRY	Cases	Billing	Cash larceny	Cash on hand	Check and payment tampering	Corruption	Expense reimbursements	Financial statement fraud	Noncash	Payroll	Register disbursements	Skimming
Accounting	290	29%	14%	17%	30%	23%	12%	13%	7%	14%	2%	19%
Operations	266	15%	8%	15%	8%	36%	11%	4%	20%	5%	2%	11%
Executive/upper management	223	35%	14%	16%	15%	62%	29%	30%	20%	12%	3%	9%
Sales	216	10%	12%	12%	6%	34%	13%	6%	25%	2%	5%	14%
Customer service	155	5%	16%	31%	8%	19%	4%	1%	15%	3%	5%	14%
Administrative support	147	33%	7%	21%	14%	26%	22%	8%	19%	13%	3%	14%
Finance	110	17%	15%	21%	16%	37%	13%	16%	15%	6%	2%	10%
Purchasing	94	18%	5%	6%	5%	77%	10%	3%	31%	3%	2%	4%

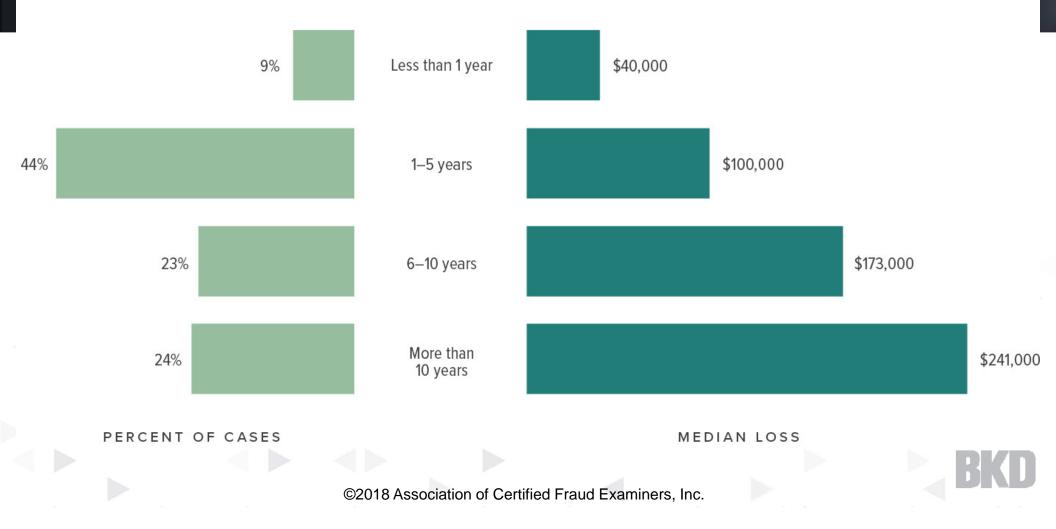
LESS RISK

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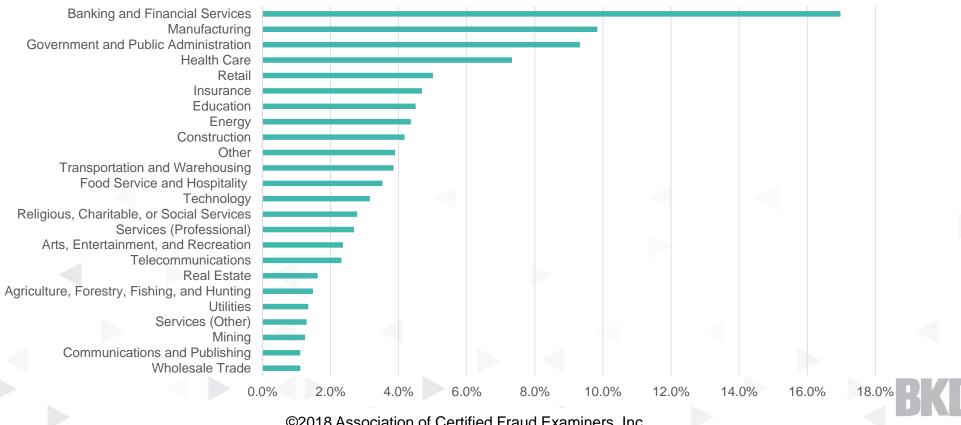
MORE RISK

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Industry



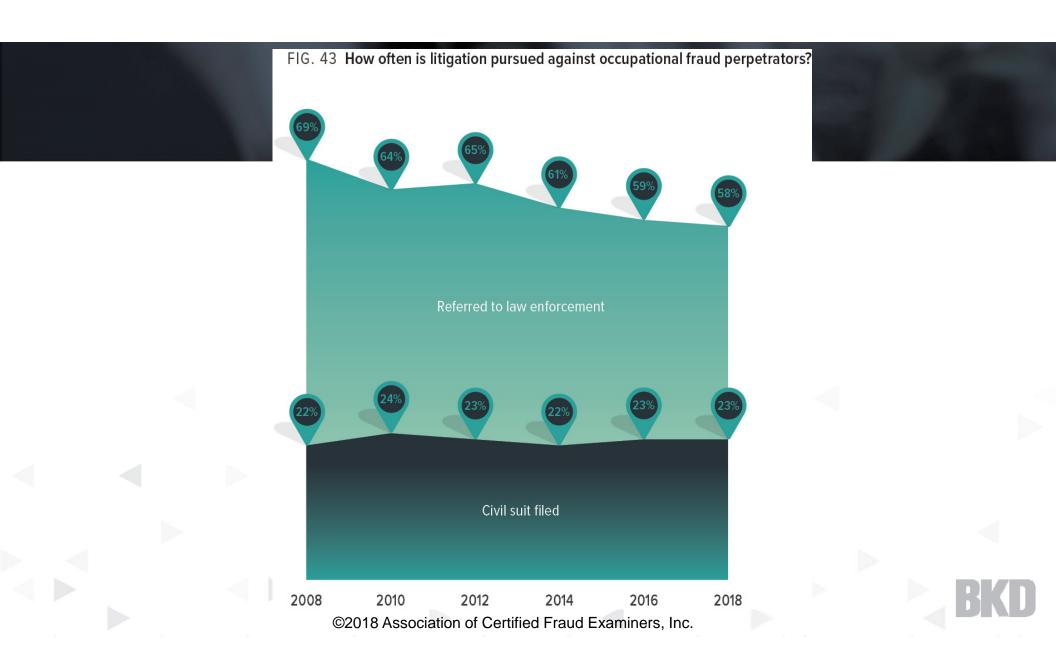
FIG. 16 What are the most common occupational fraud schemes in various industries?

FIG. 16 What are the most common occupational fraud schemes in various industries?												
INDUSTRY	Cases	Billing	Cash larceny	Cash on hand	Check and payment tampering	Corruption	Expense reimbursements	Financial statement fraud	Noncash	Payroll	Register disbursements	Skimming
Banking and financial services	338	11%	14%	23%	12%	36%	7%	8%	11%	2%	3%	9%
Manufacturing	201	27%	8%	15%	12%	51%	18%	10%	28%	5%	3%	7%
Government and public administration	184	15%	11%	11%	9%	50%	11%	5%	22%	7%	2%	11%
Health care	149	26%	7%	13%	13%	36%	16%	11%	19%	17%	1%	12%
Retail	104	20%	10%	19%	9%	28%	8%	12%	34%	5%	13%	13%
Education	96	23%	19%	19%	6%	38%	18%	6%	19%	6%	0%	14%
Insurance	87	20%	9%	3%	18%	45%	8%	7%	11%	3%	1%	11%
Energy	86	20%	2%	10%	12%	53%	10%	3%	27%	7%	2%	10%
Construction	83	37%	12%	8%	19%	42%	23%	16%	23%	14%	1%	13%
Transportation and warehousing	79	25%	8%	8%	9%	46%	15%	8%	28%	3%	3%	13%
Food service and hospitality	75	17%	16%	20%	11%	29%	12%	12%	24%	7%	0%	23%
Technology	62	26%	5%	10%	8%	42%	21%	16%	32%	8%	0%	6%
Religious, charitable, or social services	58	40%	9%	22%	19%	34%	29%	10%	19%	22%	3%	17%
Services (professional)	54	26%	17%	15%	26%	17%	30%	13%	13%	15%	0%	15%
Arts, entertainment,	50	14%	20%	36%	6%	32%	12%	8%	18%	4%	8%	28%

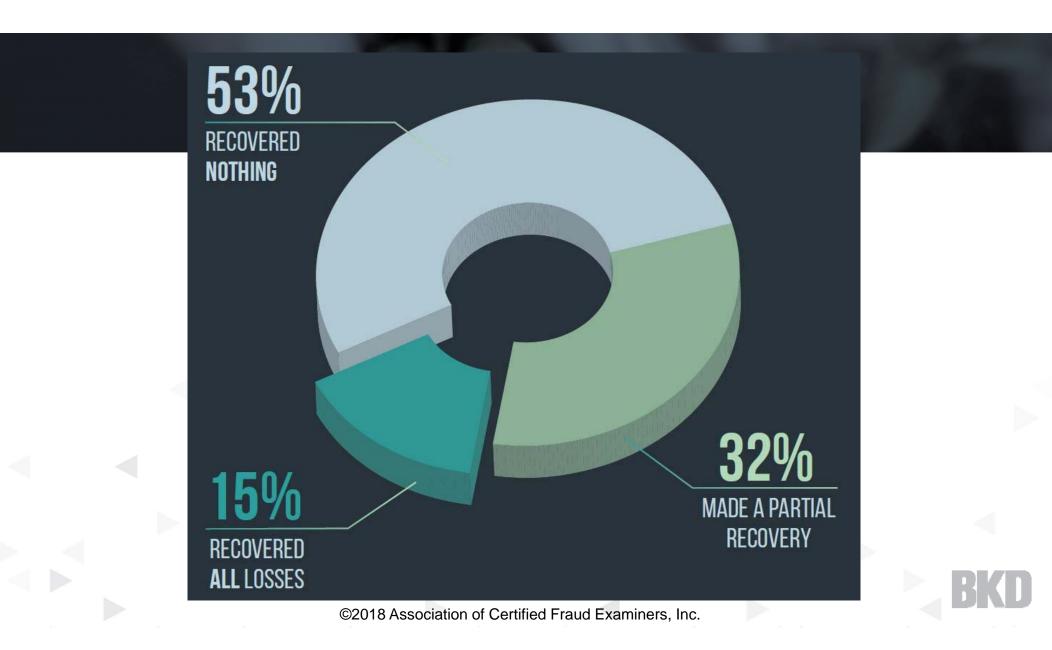
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LESS RISK

MORE RISK



	38%	
Internal discipline sufficient		
	33%	
Too costly	24%	
Private settlement		
	21%	
Lack of evidence	12%	
Other		
	12%	
Civil suit	40/	
	4%	
Perpetrator disappeared	2%	



Profile of Fraud Perpetrator

- No prior criminal history (5%)
- Well liked by co-workers
- Likes to give gifts/compulsive shopper
- Gambling problems not unusual
- Long-term employee
- Rationalizes, starts small or "borrows"
- Lifestyle clues

Which One Looks Suspicious?



\$3 million



\$31 million



\$4.6 million



\$900,000



\$1.0 million



\$1.1 million

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Real Example #1

- Acted alone
- Did not have credit card in his/her name
- Used his/her supervisor's card (memorized #)
- Long-term employee
- Red flags noted
- Amount

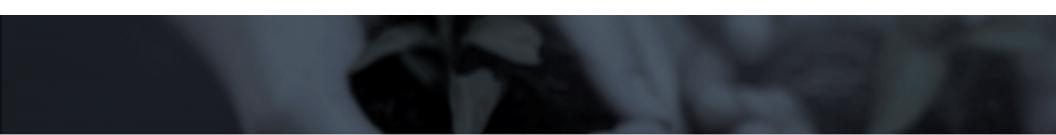
Real Example #2

- President
- Fictitious loan scheme
- How it was discovered
- What happened next



	Loan #	Date Open	Amount	Amount Remaining	In Name Of	Paid off by loan	Cas	Proceeds	Comments
	19292	4/1/2010 \$		¥		19900	\$		Cash proceeds are net of \$2,743.46 interest payment. Remaining proceeds paid off previous loans.
	19326	4/20/2010	73,750.00	-		19665		(8,296.89)	Proceeds paid off previous loan. Negative cash proceeds due to payment to cover interest.
	19336	4/26/2010	41,000.00	-		19602		(4,220.76)	Proceeds paid off previous loan. Negative cash proceeds due to payment to cover interest.
	19372	6/1/2010	48,500.00			19665		17,180.27	Cash proceeds are net of \$2,819.73 interest payment. Cashier check for \$10,000 in name of Cathy subsequently deposited into acc account of Remaining proceeds paid off previous loans.
	19431	7/23/2010	82,500.00	-		19900		82,500.00	Cash proceeds include \$15,000 cashier check to second
	19532	8/26/2010	168,400.00	-		21699		(13,372.82)	Proceeds paid off previous loan. Negative cash proceeds due to payment to cover interest.
	19539	10/22/2010	118,000.00	92,798.54				49,280.13	Cash proceeds are net of \$719.87 interest payment. Remaining proceeds paid off previous loan.
	19602	12/28/2010	112,500.00	-		20277		24,706.48	Cash proceeds are net of \$7,293.52 interest payment. Remaining proceeds paid off previous loan.
-	19665	3/1/2011	189,250.00	171,067.41				58,728.77	Cash proceeds are net of \$8,271.23 interest payment. Remaining proceeds paid off previous loans.
	19578	5/27/2011	62,000.00	46,466.58				62,000.00	All proceeds in cash to savings account.

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21408	11/10/2014	45,000.00	45,000.00
21503	1/21/2015	70,000.00	70,000.00
21581	3/17/2015	62,000.00	62,000.00
21694	5/28/2015	260,000.00	260,000.00
21699	5/29/2015	410,000.00	410,000.00
21700	5/29/2015	610,575.54	610,575.54
21754	5/29/2015	535,000.00	535,000.00
21755	6/1/2015	370,000.00	370,000.00
21729	6/22/2015	50,000.00	50,000.00
21825	8/20/2015	85,000.00	45,000.00

\$ 6,706,150.52 \$ 3,410,223.30

45,000.00	All proceeds in cash to savings account
70,000.00	All proceeds in cash to savings accounts and joint checking
62,000.00	All proceeds in cash to savings account
260,000.00	All proceeds in cash to savings account
(41,670.15)	Proceeds paid off previous loans. Negative cash proceeds
	due to payment to cover interest.
(53,440.96)	Proceeds paid off previous loans. Negative cash proceeds
	due to payment to cover interest.
-	Proceeds paid off previous loans.
-	Proceeds paid off previous loans.
50,000.00	All proceeds in cash to savings account
45,000.00	Proceeds in cashier check to s, which is entity
	owned by Mark

\$ 2,725,539.47 - Gross Cash Proceeds 2010 - 2015

Loan Date	Borrower Name	Loan Amount	Loan Number	Modifications/Extensions	Charge Off Date	Principal Amount	Interest Amount	Total Charge Off
				13 times 'date next pay due'				
10/22/2010		118,000.00		file maintenanced	9/30/2015	\$ 92,798.54	\$ 2,133.35	\$ 94,931.89
				6 times 'date next pay due'				
3/1/2011	(189,250.00		file maintenanced	9/30/2015	171,067.41	3,427.91	174,495.32
				4 times 'date next pay due'				
5/27/2011		62,000.00		file maintenanced	9/30/2015	46,466.58	957.47	47,424.05
				9 times 'date next pay due'				
9/23/2011		354,321.00		file maintenanced	10/2/2015	306,755.50	6,685.59	313,441.09
				5 times 'date next pay due'				
8/13/2012	(185,000.00		file maintenanced	9/30/2015	175,559.73	4,514.06	180,073.79
				2 times 'date next pay due'				
8/8/2014		70,000.00		file maintenanced	9/30/2015	70,000.00	1,201.99	71,201.99
10/14/2014	. (90,000.00		N/A	9/30/2015	90,000.00	1,502.88	91,502.88
11/10/2014	1	45,000.00		N/A	9/30/2015	45,000.00	751.43	45,751.43
1/21/2015		130,000.00		N/A		70,000.00	4,406.64	74,406.64
3/17/2015		62,000.00		N/A		62,000.00	2,803.16	64,803.16
5/28/2015	. (260,000.00		N/A	9/30/2015	260,000.00	4,505.48	264,505.48
5/29/2015		535,000.00		N/A	9/30/2015	535,000.00	9,186.61	544,186.61
5/29/2015	1	410,000.00		N/A	9/30/2015	410,000.00	7,040.20	417,040.20
5/29/2015	1	610,575.00		N/A	9/30/2015	610,575.54	11,396.02	621,971.56
6/1/2015	(370,000.00		N/A	9/30/2015	370,000.00	6,178.50	376,178.50
6/22/2015		50,000.00		N/A	10/2/2015	50,000.00	669.52	50,669.52
8/20/2015	1	85,000.00		N/A	9/30/2015	45,000.00	177.23	45,177.23

 \triangleleft

\$ 3,410,223.30 \$ 67,538.04 \$ 3,477,761.34

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Real Example #3

- Top Exec
- Former E&Y employee
- "Hard working, smart, trusted"
- Insider knowledge of contracts/bids
- Other employees notice budget discrepancies
- A little digging reveals big problems
- Contractor connected to him \$3.0 million



Filed with Missouri Secretary of State

The undersigned is doing business under the following name, and at the following address:

Business name to be registered:	Gateway Technical Solutions, LLC		
Business address:	1355 McKinley Ave	Residential Address	
	(PO Box may only be used in addition to a physic	cal street address)	
City, State and Zip Code:	Saint Louis MO 63119		

Owner Information:

If a business entity is an owner, indicate business name and percentage owned. If all parties are jointly and severally liable, percentage of ownership need not be listed. Please attach a separate page for more than three owners. The parties having an interest in the business, and the percentage they own are:

Name of Owners,	Charter #	If listed, Percentage
Individual or Business	Required If	of ownership must
Entity	Business Entity Street and Number, City and State, Zip Code	equal 100%
Gateway Technical Solutions, LLC	LC0834218 1355 McKinley Ave Saint Louis, MO 63119	100%

All owners must affirm by signing below

In Affirmation thereof, the facts stated above are true and correct:

(The undersigned understands that false statements made in this filing are subject to the penalties of a false declaration under Section 575.060 RSMo)

Electronically Signed By:	David Neff	Fake	Dav	id Neff	08/17/2012
	Authorized Signature		Print	ed Name	Date



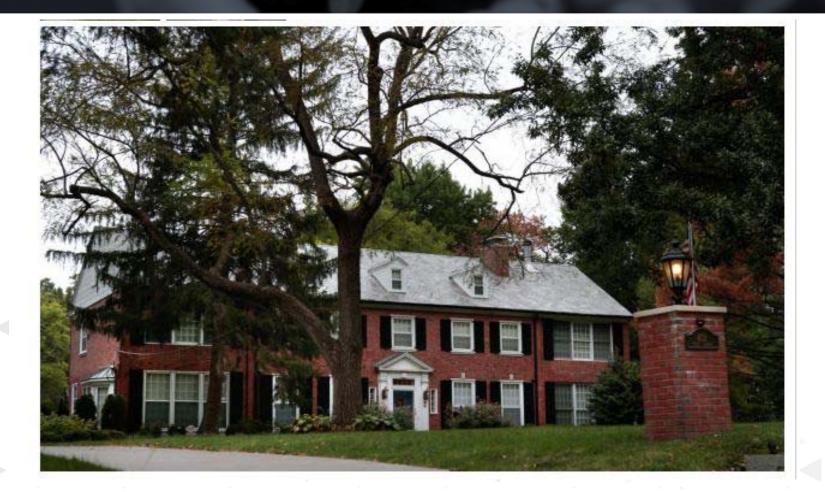
SOS Home :: Business Services :: Business Entity Search

Search By Business Name By Charter Number By Registered Agent For New Corporations	Date: 10/23/2013 (Click:	Documents above to view filed to that are available.)	
Verify <u>Verify Certification</u> Registration Report <u>File Online</u>	Name David Neff	Name Type Legal	
File Fictitious Name Registration File Online Renew Online File LLC Registration File Online Online Orders Register for Online Orders	Fictitious Registration - I Charter Number: Status: Entity Creation Date: State of Business.: Expiration Date:	Domestic - Information X00834217 Fictitious Active 8/5/2007 MO 8/5/2017	
● <u>Order Good Standing</u> ● <u>Order Certified Documents</u>	Owners Name: Address:	Edward Mueth 453 Gray Ave Saint Louis MO 63119	

From Google Maps – Large Contractor??



Movin' On Up – \$1.5 million mansion



Red Flags Abound

- Contractor had no website
- No one knew the owner (he was fake)
- Simple address check revealed small home
- Phone # connected to a cell (no one answered)
- Executive living beyond means

A Few Vendor/Subcontractor Verification Tips

- A fake company might be "real" company (registered w/secretary of state)
- Free & easy internet resources use them
 - Secretary of State websites are great
 - Google Maps/Streetview
 - Hit vendor/subcontractor website
 - Look at principals behind company
- Use caution with fee based searches on internet



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DATA ANALYTICS BASICS

Definitions

Big Data

Information of extreme size, diversity and complexity.

- Gartner, Inc.

Source: http://www.gartner.com/technology/topics/big-data.jsp

Data Analytics

...processes and activities designed to obtain and evaluate data to extract useful information and answer strategic questions...

Fig. 18 How does the presence of anti-fraud controls relate to median loss?

Control	Percent of cases	Control in place	Control not in place	Percent reduction
Code of conduct	80%	\$ 110,000	\$250,000	56%
Proactive data monitoring/analysis	37%	\$ 80,000	\$165,000	52%
Surprise audits	37%	\$ 75,000	\$ 152,000	51%
External audit of internal controls over financial reporting	67%	\$100,000	\$200,000	50%
Management review	66%	\$100,000	\$200,000	50%
Hotline	63%	\$100,000	\$200,000	50%
Anti-fraud policy	54%	\$100,000	\$ 190,000	47%
Internal audit department	73%	\$108,000	\$200,000	46%
Management certification of financial statements	72%	\$109,000	\$ 192,000	43%
Fraud training for employees	53%	\$100,000	\$ 169,000	41%
Formal fraud risk assessments	41%	\$100,000	\$ 162,000	38%
Employee support programs	54%	\$100,000	\$ 160,000	38%
Fraud training for managers/executives	52%	\$100,000	\$ 153,000	35%
Dedicated fraud department, function, or team	41%	\$100,000	\$ 150,000	33%
External audit of financial statements	80%	\$120,000	\$ 170,000	29%
Job rotation/mandatory vacation	19%	\$100,000	\$ 130,000	23%
Independent audit committee	61%	\$120,000	\$ 150,000	20%
Rewards for whistleblowers	12%	\$ 110,000	\$ 125,000	12%

Fig. 19 How does the presence of anti-fraud controls relate to the duration of fraud?

Control	Percent of cases	Control in place	Control not in place	Percent reduction
Proactive data monitoring/analysis	37%	10 months	24 months	58%
Surprise audits	37%	11 months	24 months	54%
nternal audit department	73%	12 months	24 months	50%
Management certification of financial statements	72%	12 months	24 months	50%
External audit of internal controls over financial reporting	67 %	12 months	24 months	50%
Management review	66%	12 months	24 months	50%
Hotline	63%	12 months	24 months	50%
Anti-fraud policy	54%	12 months	24 months	50%
Fraud training for employees	53%	12 months	24 months	50%
Fraud training for managers/executives	52%	12 months	24 months	50%
Formal fraud risk assessments	41%	12 months	24 months	50%
Rewards for whistleblowers	12%	9 months	18 months	50%
ndependent audit committee	61%	12 months	23 months	48%
Code of conduct	80%	13 months	24 months	46%
lob rotation/mandatory vacation	19%	10 months	18 months	44%
Dedicated fraud department, function, or team	41%	12 months	20 months	40%
xternal audit of financial statements	80%	15 months	24 months	38%
mployee support programs	54%	12 months	18 months	33%





Fig. 17 What anti-fraud controls are most common?

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Summary of Categories

				Transactions at Round Hundred								
	Total	Transaction	Categorical	Holiday	Transactions	Merchants of	Potential Split	Transactions	Dollar	Weekend		
Job	Transactions		Hits	Transactions	with Keywords	Interest	Transactions	on PTO	Transactions	Transactions		
Sales Representative	1,239,885.17	16,131	6	52	215	178	-	81	21	1,463		
Vice President Sales	564,654.06	4,112	6	15	7	62	-	13	4	459		
Technical Sales Rep	524,032.93	5,504	6	19	61	34	-	40	2	587		
Business Unit Manager	495,998.25	5,001	6	16	10	79	-	12	2	454		
Customer Service Rep	270,665.16	3,272	6	13	3	56	-	22	1	300		
Executive Vice President	263,505.40	1,724	6	14	7	31	-	2	7	189		
Regional Vice President	223,448.47	1,819	6	5	59	11	-	15	2	178		
VP Operations	194,824.17	1,433	6	11	1	7	-	5	1	181		
Print Production Manager	190,866.42	2,310	6	9	4	19	-	10	2	185		
General Manager	156,892.40	1,915	6	5	21	4	-	23	2	215		
Plant Manager	101,922.90	1,324	6	2	5	6		15	2	141		
Production Manager	87,231.55	949	6	1	12	3	-	13	5	72		
n/a	406,902.25	3,704	5	10	20	75	-	-	2	316		
Sales Division Manager	297,656.65	2,470	5	10	3	31	· ·	3	-	217		
Operations Manager	106,736.03	1,221	5	4	5	20	-	7	-	106		
IT Manager	100,892.16	759	5	2	5	29	-	2	-	132		
Finance Manager	79,946.48	507	5	1	-	7	-	1	4	39		
Chief Financial Officer	77,086.00	317	5	1	15	1	-	1	-	27		
CEO & President	72,371.44	433	5	6	5	1	-	1	-	60		
Business Development Mgr	64,449.41	803	5	1	3	15	-	-	1	58		
Quality Control Manager	50,332.81	634	5	1	-	7	-	5	1	42		
				-		-						
									n			
										2Kn		
										DRU		

Weekend Purchases

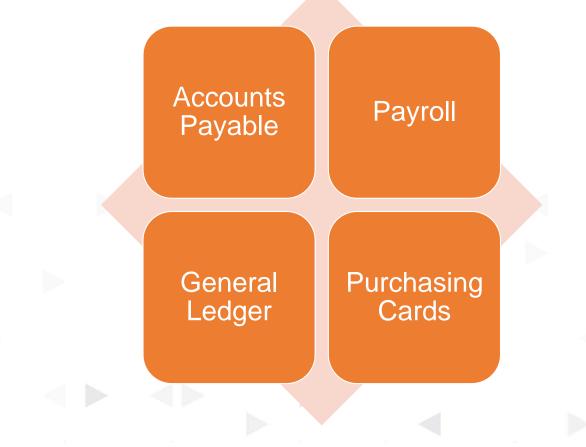
Transaction	Transaction				State	Expense
Date	Amount	Merchant Name Original	Address	City Name	Province	Description
7/7/2013	79.08	SHERIDAN NURSERIES EST		MISSISSAUGA	ON	
10/5/2013	28.20	VALUE VILLAGE #2027		MISSISSAUGA	ON	
10/12/2013	56.44	HOMESENSE 013		ETOBICOKE	ON	
1/11/2014	124.42	CLOVERDALE HOME HARDWA		ETOBICOKE	ON	
1/11/2014	50.76	KITCHEN STUFF PLUS #7		ETOBICOKE	ON	
1/11/2014	14.63	HOME OUTFITTERS #5116		TORONTO	ON	
1/11/2014	22.59	TARGET CANADA T3715		TORONTO	ON	
1/11/2014	31.56	HOMESENSE 013		ETOBICOKE	ON	
2/2/2014	36.01	HOUSE WARMINGS INC		OAKVILLE	ON	
2/23/2014	235.04	LULULEMON 262		ETOBICOKE	ON	

Keyword Search

Transaction Date	Transaction Amount	Merchant Name Original 💌	City Name 💌	Expense Description
9/7/2013		ALBERTSONS #4132		personal expense to be reimbursed by Amy
8/11/2013	6.36	STARBUCKS #02240 WOODR	WOODRIDGE	Card used in error - will send check
12/5/2013	17.71	NOODLES CO 611	LAGRANGE	Check Included - personal mistake
11/2/2013	2,000.00	PTI MARKETING TECH	8588476613	This was billed by mistake and was credited on January 2014 statement
3/26/2014	65.04	FRONT STREET CAFE	NEW RICHMOND	Personal Expense Check Inclosed
6/29/2013	44.90	LILYDALE BP QPS	LILYDALE	gas for personal vehicle
7/3/2013	31.10	HOLIDAY STNSTORE 0336	BROOKLYN PARK	gas for personal vehicle
7/9/2013	48.05	LILYDALE BP QPS	LILYDALE	gas for personal vehicle
7/13/2013	46.36	LILYDALE BP QPS	LILYDALE	gas for personal vehicle
7/17/2013	35.92	HOLIDAY STNSTORE 0336	BROOKLYN PARK	gas for personal vehicle
7/19/2013	41.19	HOLIDAY STNSTORE 0336	BROOKLYN PARK	gas for personal vehicle
7/21/2013	35.58	LILYDALE BP QPS	LILYDALE	gas for personal vehicle

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Examples of Uses in Examinations



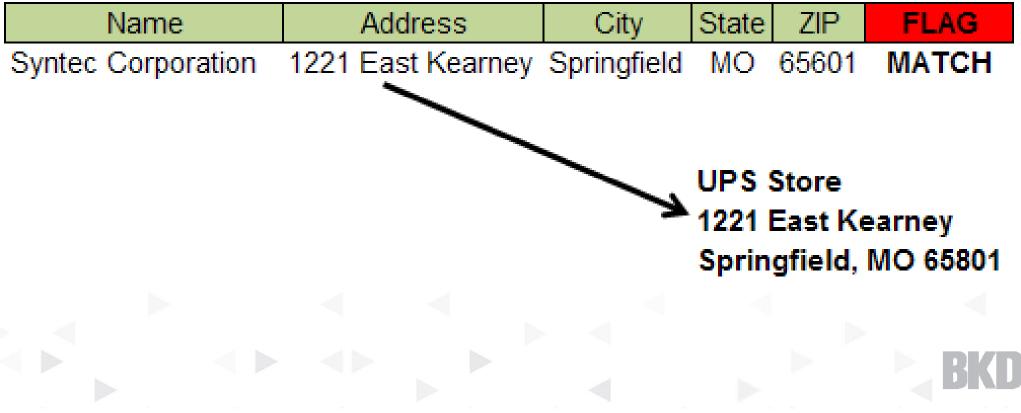
Vendor Attribute Analysis – Employee /Vendor Matching

Vendor Inf	ormation	1						Employee Information	
√endor TIN	Vendor nu	Name	City	Paid Januar	Amount from y 04 to 2005	Street	Region	NAME	ADDRESS1
227620426	454385		ROANOKE	no	activity	605 HIGHLAND AVE SW			605 Highland Ave Sw
241720797	437069		LEXINGTON			3139 BECKS CHURCH RD			3139 Becks Church Rd.
243464534	509775		LEXINGTON	\$167,	708.00	315 RIDGECREST DRIVE			315 Rigdecrest Dr.
250085378	434913		FLORENCE	no	activity	436 EAST TIERRA DR			436 E. Tierra
55398736	497638		AUBURN			1247 DEE KENNEDY RD			1247 Deen Kennedy Rd
59869739	525761		SALINAS	S	70.00	1510 LITTLE RIVER DRIVE			1510 Littleriver Dr
60159762	443860		CHATTSWORTH	\$ 13,	042.00	151 MONTGOMERY RD			151 Montgomery Road
65960806	445631		FERNANDINA BEACH	S 2	472.00	1204 FIR STREET			1204 Fir Street
92649087	496812		KINGSVILLE	S	225.00	/			P.O. Box 141
94847554	473441		ANTIOCH	no	activity	5825 CROSSINGS BLVD #216			680 Lake Terrace Drive
319729230	424820		GALESBURG	S		876 LIBERTY STREET			612 California Avenue

Vendor addresses match employee addresses

Address Mining – Mailbox Services

Mailbox Service Comparison



Address Mining – Proximity

Latitude/Longitude Comparison

Earnaac, Eon ânaa						
Name	Address	City	State	ZIP	LAT	LONG
AP Clerk	312 East Warwick	Springfield	MO	65807	37.320552	-93.583655
Syntec Corporation	1221 East Kearney	Springfield	MO	65807	37.320289	-93.583836
					965	feet

Address Mining – Geocoding

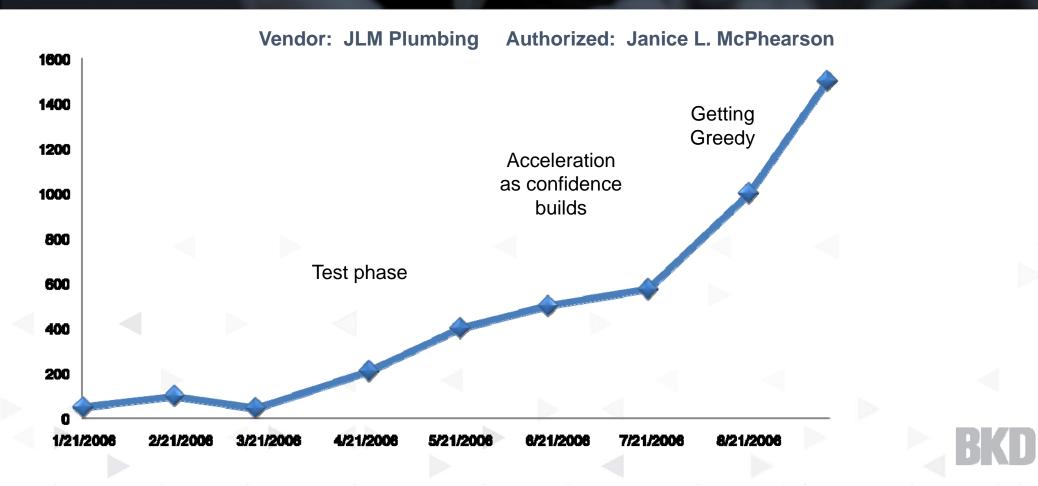


Vinny's Salvage Yard

Employee-Vendor Proximity



Vendor Trending Analysis



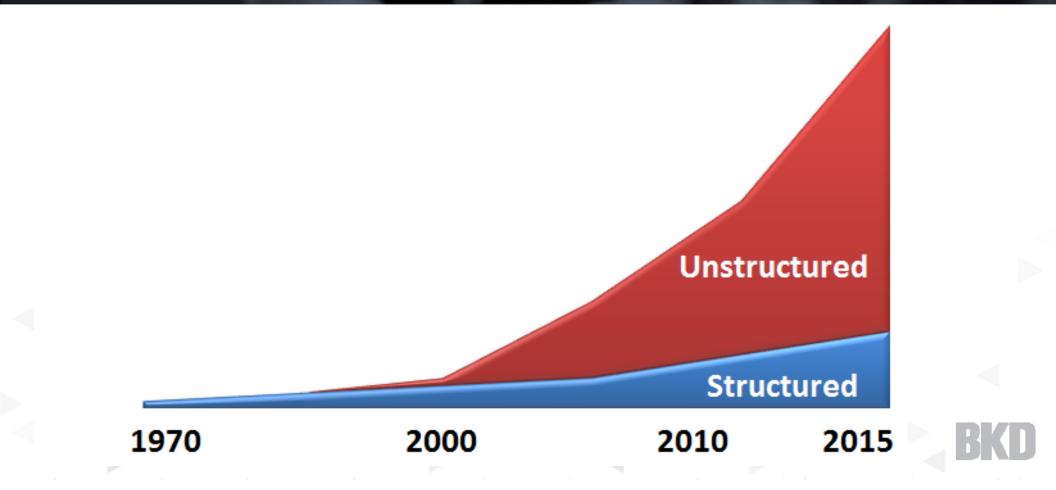


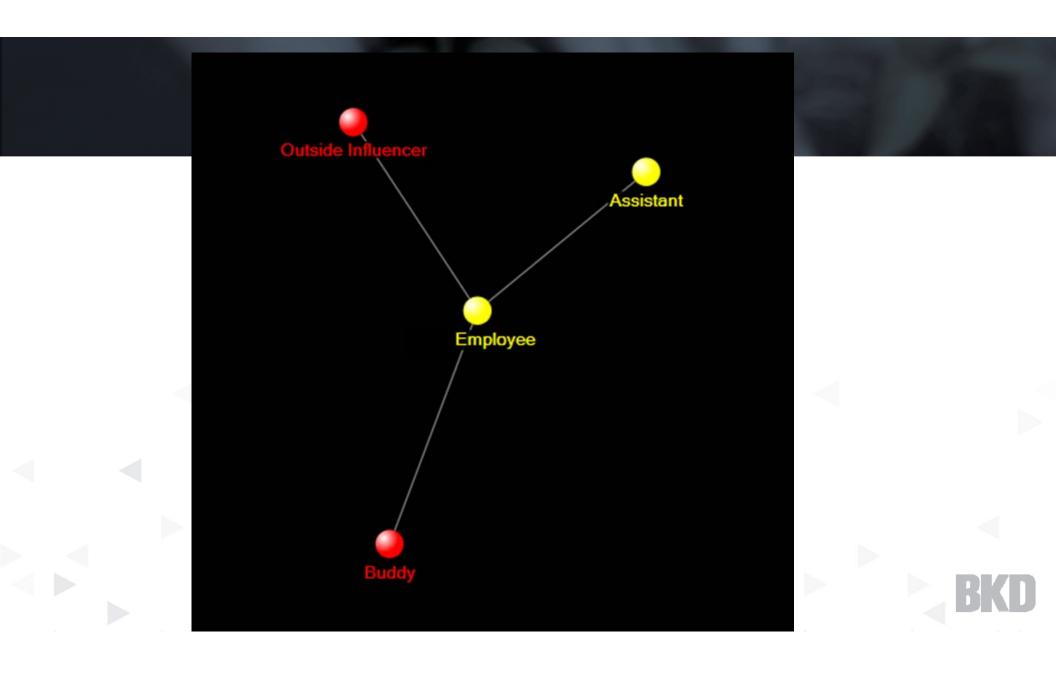
BKD

TEXTUAL ANALYTICS



Data Types





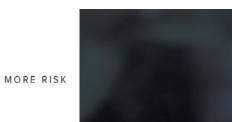


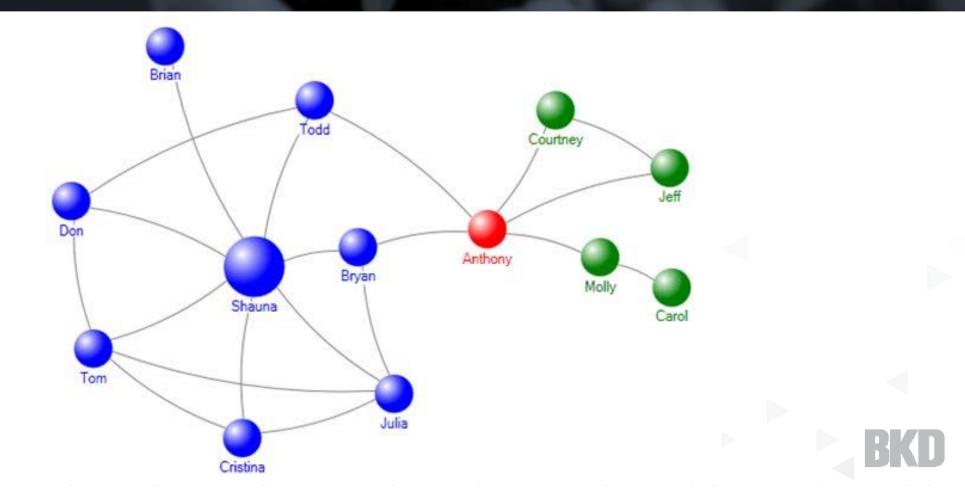
FIG. 16 What are the most common occupational fraud schemes in various industries?

INDUSTRY	Cases	Billing	Cash larceny	Cash on hand	Check and payment tampering	Corruption	Expense reimbursements	Financial statement fraud	Noncash	Payroll	Register disbursements	Skimming
Banking and financial services	338	11%	14%	23%	12%	36%	7%	8%	11%	2%	3%	9%
Manufacturing	201	27%	8%	15%	12%	51%	18%	10%	28%	5%	3%	7%
Government and public administration	184	15%	11%	11%	9%	50%	11%	5%	22%	7%	2%	11%
Health care	149	26%	7%	13%	13%	36%	16%	11%	19%	17%	1%	12%
Retail	104	20%	10%	19%	9%	28%	8%	12%	34%	5%	13%	13%
Education	96	23%	19%	19%	6%	38%	18%	6%	19%	6%	0%	14%
Insurance	87	20%	9%	3%	18%	45%	8%	7%	11%	3%	1%	11%
Energy	86	20%	2%	10%	12%	53%	10%	3%	27%	7%	2%	10%
Construction	83	37%	12%	8%	19%	42%	23%	16%	23%	14%	1%	13%
Transportation and warehousing	79	25%	8%	8%	9%	46%	15%	8%	28%	3%	3%	13%
Food service and hospitality	75	17%	16%	20%	11%	29%	12%	12%	24%	7%	0%	23%
Technology	62	26%	5%	10%	8%	42%	21%	16%	32%	8%	0%	6%
Religious, charitable, or social services	58	40%	9%	22%	19%	34%	29%	10%	19%	22%	3%	17%
Services (professional)	54	26%	17%	15%	26%	17%	30%	13%	13%	15%	0%	15%
Arts, entertainment, and recreation	50	14%	20%	36%	6%	32%	12%	8%	18%	4%	8%	28%

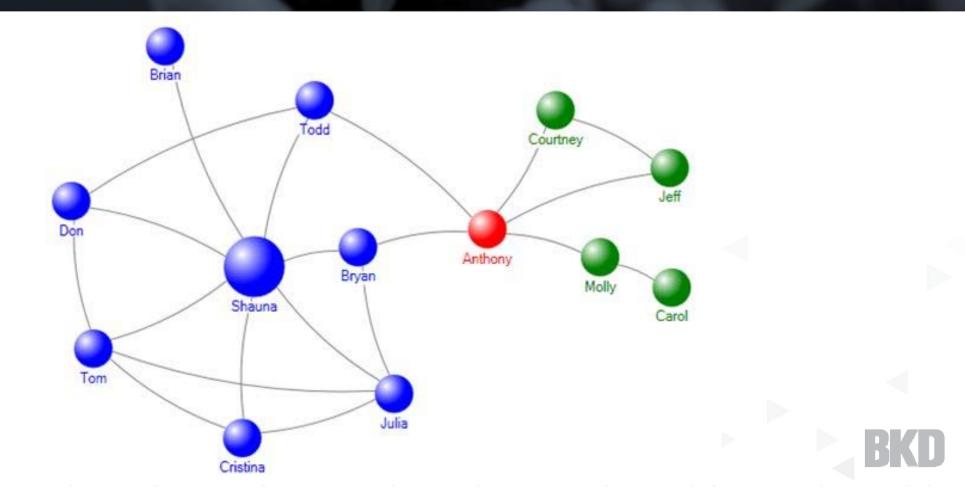
LESS RISK

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Degree



Betweenness Centrality



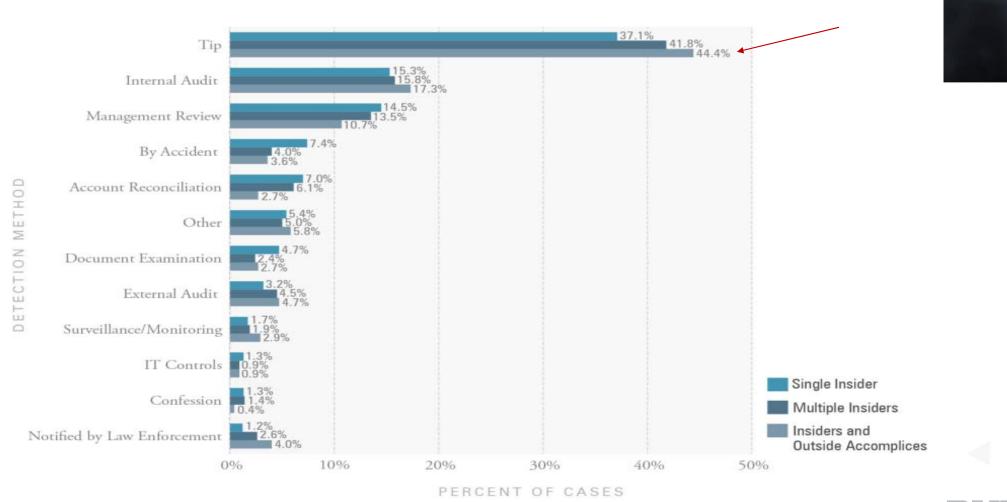


Figure 91: Detection Method by Perpetrators' Relationship to Victim

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Questions?



THANK YOU!



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Thank You!

