WILLIAM BLUMENTHAL 1 General Counsel 2 GUY G. WARD DAVID A O'TOOLE 3 Federal Trade Commission 55 East Monroe Street, Suite 1860 FILED CLERK U.S. DISTRICT COUR Chicago, Illinois 60603 PH. (312) 960-5634 5 FAX (312) 960-5600 qward@ftc.qov 6 dotoole@ftc.gov 7 John D. Jacobs, Cal. Bar No. 134154 Federal Trade Commission 8 10877 Wilshire Boulevard, Suite 700 Los Angeles, California 90024 PH. (310) 824-4343 FAX (310) 824-4380 10 jjacobs@ftc.gov 11 Attorneys for Plaintiff FEDERAL TRADE COMMISSION 12 13 UNITED STATES DISTRICT COURT FOR THE CENTRAL DISTRICT OF CALIFORNIA 14 WESTERN DIVISION 15 CV07-01791STO (PH) 16 Civ. No. FEDERAL TRADE COMMISSION, 17 Plaintiff, 18 COMPLAINT FOR INJUNCTIVE MYSTERY SHOP LINK, LLC, 19 AND OTHER EQUITABLE RELIEF a Maine Limited Liability 20 Company, TANGENT GROUP, LLC, 21 a Maine Limited Liability 22 Company, ROBIN LARRY MURPHY, 23 individually and as an officer or member of 24 Mystery Shop Link, LLC, 25 ANDREW HOLMAN, individually and as an 26 organizer, manager, officer or member of Mystery Shop Link, 27 LLC and Tangent Group, LLC, 28

1 KENNETH JOHNSON, individually and as an 2 officer or member of Mystery Shop Link, LLC, 3 HARP MARKETING SERVICES, INC., 4 a Florida corporation, 5 AIDEN REDDIN, individually and as an 6 officer or director of Harp Marketing Services, Inc., 7 and, 8 MARC GURNEY, individually and as an 9 officer or director of Harp Marketing Services, Inc., 10 Defendants. 11

12

13

14

15

16

17

18

19

20

21

22

23

24

25

26

27

28

Plaintiff, the Federal Trade Commission ("FTC" or "Commission"), for its Complaint alleges:

1. The FTC brings this action under Sections 5(a) and 13(b) of the Federal Trade Commission Act ("FTC Act"), 15 U.S.C. §§ 45(a) and 53(b), to secure temporary, preliminary, and permanent injunctive relief, restitution, rescission or reformation of contracts, disgorgement, and other equitable relief for Defendants' deceptive acts or practices in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

JURISDICTION AND VENUE

- 2. This Court has subject matter jurisdiction pursuant to 15 U.S.C. §§ 45(a) and 53(b), and 28 U.S.C. §§ 1331, 1337(a), and 1345.
- 3. Venue in the United States District Court for the Central District of California is proper under 15 U.S.C. § 53(b) and 28 U.S.C. § 1391(b) and (c).

4. Plaintiff, the Federal Trade Commission, is an independent agency of the United States Government created by statute. 15 U.S.C. §§ 41-58, as amended. The Commission enforces Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), which prohibits unfair or deceptive acts or practices in or affecting commerce. The Commission is authorized to initiate federal district court proceedings, by its own attorneys, to enjoin violations of the FTC Act in order to secure such equitable relief as may be appropriate in each case, including restitution for injured consumers. 15 U.S.C. § 53(b).

- 5. Defendant Mystery Shop Link, LLC ("MSL") is a Maine limited liability company with a registered office at 2 Market Street, Fourth Floor, Portland, Maine 04101. MSL also transacts business at 2646 Palma Drive, Suite 230, Ventura, California 93003. MSL transacts or has transacted business in the Central District of California and throughout the United States.
- 6. Defendant Tangent Group, LLC ("Tangent") is a Maine limited liability company with a registered office at 2 Market Street, Fourth Floor, Portland, Maine 04101. Tangent also transacts business at 2646 Palma Drive, Suite 230, Ventura, California 93003. Tangent is or has been the manager of MSL. Tangent transacts or has transacted business in the Central District of California and throughout the United States.
- 7. Defendant Robin Larry Murphy ("Murphy"), also known as Larry Murphy, is a shareholder of MSL and also is an officer or member, or has held himself out as an officer or member, of MSL. At all times relevant to this Complaint, acting alone or in

- 8. Defendant Andrew Holman ("Holman") is a shareholder of MSL and also is an officer or member, or has held himself out as an officer or member, of MSL and Tangent. Holman also is or has been an organizer and manager of Tangent. At all times relevant to this Complaint, acting alone or in concert with others, Holman has formulated, directed, controlled, or participated in the acts and practices of MSL and Tangent, including the acts and practices set forth in this Complaint. Holman transacts or has transacted business in the Central District of California and throughout the United States.
- 9. Defendant Kenneth Johnson ("Johnson") is a shareholder of MSL and also is an officer or member, or has held himself out as an officer or member, of MSL. At all times relevant to this Complaint, acting alone or in concert with others, Johnson has formulated, directed, controlled, or participated in the acts and practices of MSL, including the acts and practices set forth in this Complaint. Johnson transacts or has transacted business in the Central District of California and throughout the United States.
- 10. Defendant Harp Marketing Services, Inc. ("Harp"), is a Florida corporation with a registered agent at 3000 N. Ocean Boulevard, Suite 406, Ft. Lauderdale, Florida 33308, and its principal place of business at 2238 Sarno Road, Melbourne, Florida

- 11. Defendant Aiden Reddin ("Reddin") is an officer, or has held himself out as an officer, of Harp. At all times relevant to this Complaint, acting alone or in concert with others, Reddin has formulated, directed, controlled, or participated in the acts and practices of Harp, including the acts and practices set forth in this Complaint. Reddin transacts or has transacted business in the Central District of California and throughout the United States.
- 12. Defendant Marc Gurney ("Gurney") is an officer, or has held himself out as an officer, of Harp. At all times relevant to this Complaint, acting alone or in concert with others, Gurney has formulated, directed, controlled, or participated in the acts and practices of Harp, including the acts and practices set forth in this Complaint. Gurney transacts or has transacted business in the Central District of California and throughout the United States.
- 13. Defendants MSL and Tangent have operated as a common enterprise in the commission of the acts or practices described herein.

COMMERCE

14. At all times relevant to this complaint, Defendants have maintained a substantial course of trade in or affecting commerce, as "commerce" is defined in Section 4 of the FTC Act, 15 U.S.C. § 44.

DEFENDANTS' DECEPTIVE ACTS AND PRACTICES

15. Since at least 2003, and continuing thereafter,
Defendants have conducted a nationwide advertising and
telemarketing campaign to sell "mystery shopping" employment
opportunities to consumers.

13-

- 16. Defendants advertise in various media throughout the country, including newspapers, radio, cable TV and the Internet, offering consumers training, certification and continuous paid employment as "mystery shoppers." Mystery shoppers are persons hired to pose as customers of a particular business and then prepare reports on its operations, personnel and/or facilities.
- 17. Defendants place "help wanted" ads for mystery shoppers in local newspapers around the country, inviting consumers to apply for actual mystery shopping positions. A typical ad includes the following statements:

<u> Help Wanted - Now Hiring!</u>

SHOPPERS NEEDED! GET PAID TO SHOP!

Mystery Shop Link Shoppers Needed Immediately Across America!

> Pick Your Assignments! Choose Your Hours! Full-Time Or Part-Time!

Pays up to HUNDREDS Weekly Plus Keep What You Purchase* - FREE!

Do you LOVE to shop? MysteryShopLink.com needs THOUSANDS of new Mystery Shoppers right now to keep up with more than 1 million Mystery Shopping assignments per year throughout the USA! As America's largest and most trusted mystery shopping company, we represent many famous-name retailers who want to know YOUR opinions about their customer service, security, parking, store cleanliness and overall shopping

experience. As a trained, professional Mystery Shop Link Shopper, you can receive as many as 30 potential paid assignments e-mailed to your computer each morning - ranging from simple shopping in retail and grocery stores, to eating in restaurants or even going to the movies. You get paid to handle each assignment PLUS you can get reimbursed for purchases you make (so they are yours to keep FREE*). You pick your assignments and choose your own hours. How much money you make is up to you! Many Mystery Shop Link Shoppers earn hundred\$ each week!

WHO CAN APPLY? Males or females over 18, stayat-home moms, seniors, college students, professionals, anyone who loves to shop.

WHAT DO YOU NEED? A credit or debit card or checking account plus access to the Internet to receive the daily list of potential job assignments in your area.

WHAT IS INVOLVED? We'll train you in the privacy of your home.

WHEN DO YOU START? The very day your brief training program ends.

CALL TOLL-FREE NOW FOR DETAILS! 1-888-231-9796

- 18. Defendants also place ads in newspapers purporting to tell the stories of a "corporate spy" who earns substantial part-time income performing mystery shopping assignments provided by MSL, or a woman rendered homeless and unemployed by Hurricane Katrina, who now earns \$1,000 to \$1,400 per week performing mystery shopping assignments provided by MSL.
- 19. Defendants also run ads on the radio, which include the following statements:

Have you ever wondered how people get an inside track to become a paid Mystery Shopper? If you're self-disciplined and self-motivated there are over 40,000 retail chains looking for Mystery Shoppers across the country. We work with large retailers, grocery chains, restaurants and banks who need shoppers to evaluate things like customer service, store

cleanliness and parking.

So, if you like to shop and have a valid email address, we have assignments available now for men and women 18 years and older.

Call 1-888-829-8936 to find out how you can get paid to shop. That's 1-888-829-8936. Paid shopping assignments are now available in your area. 1-888-829-8936.

20. Defendants also advertise on cable television. An ad that appeared on Game Show Network in June 2006 included the following statements:

As a trained and certified Mystery Shop Link shopper, you'll be able to bring home hundreds of extra dollars each week; work part-time or full-time; set your own hours. Prior experience not required.

- 21. Consumers who call Defendants' toll-free telephone number are connected to Defendants' telemarketers at Harp and other locations, who represent that, in exchange for a payment of \$99.95, consumers will receive everything they need to get started as mystery shoppers, including training, certification, and all the paid assignments they can handle for an entire year.
- 22. Defendants' telemarketers tell consumers that numerous mystery shopping jobs are currently available in consumers' local areas, and that many of these jobs go unfilled, so consumers can pick and choose which jobs to take, and how much income to earn. The telemarketers often tell consumers there are "dozens" or "hundreds" or a similarly large number of mystery shopping jobs currently available in their local areas. Defendants' telemarketers represent that these available jobs will enable consumers to easily earn up to \$300 to \$500 per week, or similar amounts, performing mystery shops.

- 23. After paying Defendants' \$99.95 fee, consumers receive passwords to access Defendants' on-line training at mysteryshoplink.com. The training consists of consumers shopping at two local businesses, without pay or reimbursement, and submitting reports to Defendants. After consumers submit these reports, Defendants inform them that they are certified as mystery shoppers.
- 24. At this point, based on Defendants' representations, consumers expect to receive assignments and begin earning money as mystery shoppers. Instead, Defendants provide them with job postings, essentially help wanted ads, placed by third parties. Most or all of these job postings are available through other sources free of charge. Defendants place the job postings in consumers' mailboxes on mysteryshoplink.com, or send them to consumers via e-mail. In all or nearly all instances, the job postings require consumers to apply to third parties for employment. Defendants have no role in deciding who gets hired by these third parties, and Defendants' "certification" carries little or no weight.
- 25. Consumers find that the number of mystery shopping jobs available in their local areas is much lower than Defendants represented, and there is no guarantee that consumers will get any of these jobs. Consumers find that, contrary to Defendants' representations, there are not large numbers of mystery shopping jobs going unfilled. In fact, consumers find that many of the job postings they receive from Defendants are already filled, or expired, or do not even involve mystery shopping. After paying Defendants' fee, most consumers do not get a single mystery

∠

VIOLATIONS OF SECTION 5 OF THE FTC ACT

- 26. Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), prohibits unfair or deceptive acts or practices in or affecting commerce.
- 27. Misrepresentations of material fact constitute deceptive acts or practices prohibited by Section 5(a) of the FTC Act.

COUNT ONE

- 28. In numerous instances, in the course of offering for sale or selling mystery shopping employment opportunities, Defendants have represented, expressly or by implication, that Defendants are themselves hiring consumers to perform work as mystery shoppers or are hiring on behalf of others.
- 29. In truth and in fact, in numerous instances, Defendants are not themselves hiring consumers to perform work as mystery shoppers and are not hiring on behalf of others.
- 30. Therefore, Defendants' representations, as set forth above, are false and misleading and constitute deceptive acts or practices in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

COUNT TWO

- 31. In numerous instances, in the course of offering for sale or selling mystery shopping employment opportunities,

 Defendants have represented, expressly or by implication, that a specified number of mystery shopping jobs are currently available through Defendants in consumers' local areas.
- 32. In truth and in fact, in numerous instances, the specified number of mystery shopping jobs were not currently

available through Defendants in consumers' local areas.

33. Therefore, Defendants' representations, as set forth above, are false and misleading and constitute deceptive acts or practices in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

COUNT THREE

- 34. In numerous instances, in the course of offering for sale or selling mystery shopping employment opportunities, Defendants have represented, expressly or by implication, that a large percentage, such as 45 percent, of mystery shopping jobs go unfilled due to a lack of mystery shoppers.
- 35. In truth and in fact, in numerous instances, a large percentage, such as 45 percent, of mystery shopping jobs do not go unfilled due to a lack of mystery shoppers.
- 36. Therefore, Defendants' representations, as set forth above, are false and misleading and constitute deceptive acts or practices in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

COUNT FOUR

- 37. In numerous instances, in the course of offering for sale or selling mystery shopping employment opportunities, Defendants have represented, expressly or by implication, that consumers who pay a fee to Defendants for access to mystery shopping jobs are likely to earn substantial income.
- 38. In truth and in fact, consumers who pay a fee to Defendants for access to mystery shopping jobs are not likely to earn substantial income.
 - 39. Therefore, Defendants' representations, as set forth

above, are false and misleading and constitute deceptive acts or practices in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

1.3

CONSUMER INJURY

40. Consumers throughout the United States have suffered and continue to suffer substantial monetary loss as a result of Defendants' unlawful acts and practices. In addition, Defendants have been unjustly enriched as a result of their unlawful acts and practices. Absent injunctive relief by this Court, Defendants are likely to continue to injure consumers, reap unjust enrichment, and harm the public interest.

THIS COURT'S POWER TO GRANT RELIEF

41.—Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), authorizes this Court to issue a permanent injunction against Defendants' violations of the FTC Act and, in the exercise of its equitable jurisdiction, to order other ancillary relief, including but not limited to, temporary and preliminary injunctions, rescission or reformation of contracts, restitution, the refund of monies paid, and the disgorgement of ill-gotten monies, to prevent and remedy injuries caused by Defendants' law violations.

PRAYER FOR RELIEF

WHEREFORE, Plaintiff Federal Trade Commission, pursuant to Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), and the Court's own equitable powers, requests that the Court:

1. Award Plaintiff such preliminary injunctive and ancillary relief as may be necessary to avert the likelihood of consumer injury during the pendency of this action and to preserve the possibility of effective final relief, including, but not

- 2. Enter a permanent injunction to prevent future violations of the FTC Act by Defendants;
- 3. Award such relief as the Court finds necessary to redress injury to consumers resulting from Defendants' violations of the FTC Act, including but not limited to, rescission or reformation of contracts, restitution, the refund of monies paid, and the disgorgement of ill-gotten monies; and
- 4. Award Plaintiff the costs of bringing this action, as well as such other and additional relief as the Court may determine to be just and proper.

Respectfully Submitted,

WILLIAM BLUMENTHAL General Counsel

DATED: March 19, 2007

GUY G. WARD

DAVID A. O'TOOLE
Federal Trade Commission
55 East Monroe Street, Suite 1860
Chicago, Illinois 60603
PH. (312) 960-5634
FAX (312) 960-5600

John D. Jacobs, Cal. Bar No. 134154 Federal Trade Commission 10877 Wilshire Boulevard, Suite 700 Los Angeles, California 90024 PH. (310) 824-4343 FAX (310) 824-4380

25

1

2

3

4

5

6

7

9

10

11

12

13

14

15

16

17

18

19

20

21

22

23

24

26

27