

IN THE MATTER OF

JAMES R. WYATT

CONSENT ORDER, ETC., IN REGARD TO ALLEGED VIOLATION OF  
SEC. 5 OF THE FEDERAL TRADE COMMISSION ACT*Docket C-3511. Complaint, July 27, 1994--Decision, July 27, 1994*

This consent order prohibits, among other things, the owner of the Wyatt Marketing Corporation from distributing an infomercial, from making false claims regarding a book on the availability of government grants and loans, and from making or selling any commercial that misrepresents it as an independent program, rather than a paid advertisement. The respondent is required to have a disclosure statement for any commercial 15 minutes or longer, and to have substantiation for future claims regarding the availability of grants, loans or other benefits from any source, the terms or conditions of getting government loans or grants, and methods for starting or operating a business.

*Appearances*

For the Commission: *Michael J. Bloom* and *Donald G. D'Amato*.

For the respondent: *Glenn W. Peterman, McDonough, Holland & Allen*, Sacramento, CA.

## COMPLAINT

The Federal Trade Commission, having reason to believe that Wyatt Marketing Corporation, Inc., a corporation, and James R. Wyatt, individually and as an officer and director of said corporation, (hereinafter, collectively, "respondents"), have violated the provisions of the Federal Trade Commission Act, and it appearing to the Commission that a proceeding by it in respect thereof would be in the public interest, alleges:

PARAGRAPH 1. Respondent Wyatt Marketing Corporation, Inc. (formerly doing business as James R. Wyatt & Associates, Inc. and Cornerstone Publishing) is a California corporation that has had its principal office or place of business at 4231 Pacific Street, Suite 4, Rocklin, California.

PAR. 2. Respondent James R. Wyatt, at all times pertinent herein, has been an officer and director of respondent Wyatt

Marketing Corporation, Inc. Individually or in concert with others, he has formulated, directed, and controlled the acts and practices of the corporate respondent, including the acts and practices alleged in this complaint. His principal office or place of business has been the same as that of the corporate respondent.

PAR. 3. Respondents have manufactured, advertised, labeled, offered for sale, sold, and distributed various materials that are represented to feature information on obtaining government benefits to start a new business, to obtain money for college, or to save on taxes including but not necessarily limited to a book, entitled 101 Ways to Get Cash From the Government (hereinafter also referred to as the "Government Benefits Book."

PAR. 4. The acts and practices of respondents alleged in this complaint have been in or affecting commerce, as "commerce" is defined in Section 4 of the Federal Trade Commission Act.

#### COUNT I

PAR. 5. Respondents have disseminated or have caused to be disseminated advertisements for the Government Benefits Book, including but not necessarily limited to a 30-minute advertisement that appears in the form of a talk show entitled "Focus on Success" (hereinafter also referred to as the "Government Benefits Infomercial"), a complete transcript of which is attached hereto as Exhibit A. These advertisements contain the following statements:

[James Wyatt]

". . . there's a program called, through the United States Department of Agriculture, through what they call their Farmers Home Administration agency and they've got a program to where you can qualify for a house for 0 down and 1 percent interest, and I as a general contractor have built 3,000 of those homes and sold them to people back in America. Zero percent down and 1 percent interest. So it's not a fluke. As a matter of fact, this year, I think the government, in that particular agency, the Farmers Home Administration, has a \$5.7 billion program strictly for housing of people. You can buy a single family home as well as apartments."

[George Reading]

"So its not a fluke?"

[James Wyatt]

"No."

[George Reading]

"I heard you right - 0 percent down; 1 percent interest?"

[James Wyatt]

"For 32 years, 31 days."

(Exhibit A)

PAR. 6. Through the use of the statements contained in the advertisements referred to in paragraph five, including but not necessarily limited to the advertisement attached as Exhibit A, respondents have represented, directly or by implication, that the Farmers Home Administration had \$5.7 billion in loan money available for individuals for the purchase of single family homes and apartments.

PAR. 7. In truth and in fact, the Farmers Home Administration did not have \$5.7 billion in loan money available for individuals for the purchase of single family homes and apartments. During the time period that respondents disseminated or caused to be disseminated the Government Benefits Infomercial, the loan money available for individuals from the Farmers Home Administration for the purchase of single family homes and apartments totaled approximately \$1.3 billion per federal fiscal year. Therefore, the representation set forth in paragraph six was false and misleading.

#### COUNT II

PAR. 8. Respondents have disseminated or have caused to be disseminated advertisements for the Government Benefits Book, including but not necessarily limited to the Government Benefits Infomercial. These advertisements contain the following statements:

[George Reading]	"It gets even better, doesn't it? Here's one that says 'How You May Be Entitled To A \$10,000 Refund.'"
[James Wyatt]	"Yep. Do you know how many people in America that overpay might be entitled to that? Might and I put might because not everybody is, but one out of every three taxpayers in the United States is overpaid in this Social Security Administration system. We give you the telephone number and address of the agency to call. They will send out and tell you, in fact, whether you're in fact owed money back. \$10,000 bucks. They will look it up--they tell you--it's simply done by a telephone call and simple signature on a form and they'll show you how to do it."

(Exhibit A)

PAR. 9. Through the use of the statements contained in the advertisements referred to in paragraph eight, including but not necessarily limited to the advertisement attached as Exhibit A,

respondents have represented, directly or by implication, that the Government Benefits Book gives the reader a telephone number to call to find out whether she or he has overpaid into the Social Security System and to determine whether she or he is entitled to a refund from the Social Security Administration.

PAR. 10. In truth and in fact, the Government Benefits Book does not give the reader a telephone number to call to find out whether she or he has overpaid into the Social Security System and to determine whether she or he is entitled to a refund from the Social Security Administration. Therefore, the representation set forth in paragraph nine was false and misleading.

### COUNT III

PAR. 11. Respondents have disseminated or have caused to be disseminated advertisements for the Government Benefits Book, including but not necessarily limited to the Government Benefits Infomercial. These advertisements contain the following statements:

[George Reading]	"All right. 'Collect Social Security Before Age 65.'"
[James Wyatt]	"That's exactly right."
[George Reading]	"Full benefits?"
[James Wyatt]	"That's right. Full benefits before age 65. You didn't know that, did you?"
[George Reading]	"No I didn't know that. I suspect a lot of people didn't know that."
[James Wyatt]	"No, most people in America don't know that."
[George Reading]	"How do you do that short of being disabled?"
[James Wyatt]	"You ask. You ask, George. I mean I know it sounds too good to be true, but we tell you the agency to call up and say this is what I'm going to do and they will even tell you back, George. They'll tell you how and when you can retire to make the type of income levels you want to."

(Exhibit A)

PAR. 12. Through the use of the statements contained in the advertisements referred to in paragraph eleven, including but not necessarily limited to the advertisement attached as Exhibit A, respondents have represented, directly or by implication, that individuals could retire before age 65 and still collect full social security retirement benefits.

PAR. 13. In truth and in fact, individuals could not retire before age 65 and still collect full Social Security retirement benefits. Under the Social Security Act, retirement insurance benefits are permanently reduced by 5/9 of 1 percent for each month before age 65 that an individual is entitled to such benefit. Therefore, the representation set forth in paragraph twelve was false and misleading.

## COUNT IV

PAR. 14. Respondents have disseminated or have caused to be disseminated advertisements for the Government Benefits Book, including but not necessarily limited to the Government Benefits Infomercial. These advertisements contain the following statements:

[George Reading]	"Pretty fascinating. 'How to Get Up To \$5 Million To Start A Business'."
[James Wyatt]	"Yes, that's right. It's true. It's for a person who wants to start a business or expand an existing business that they have."
[George Reading]	"What kind of money do you need to get into that?"
[James Wyatt]	"It doesn't cost you a dime. You go in and apply through what is called a business plan, George. Okay, you take a business plan into this government agency and they will approve your business plan and give you the money or say no you need have to clean it up, you're missing it over here and they even give you the consulting services for free."
[George Reading]	"How long does it take you?"
[James Wyatt]	"Okay, it takes 47 days. Interest rate is 3 percent to 7.5 percent."
[James Wyatt]	"... And anybody here in the TV audience who has a good idea for business can go in and get that money."

(Exhibit A)

PAR. 15. Through the use of the statements contained in the advertisements referred to in paragraph fourteen, including but not necessarily limited to the advertisement attached as Exhibit A, respondents have represented, directly or by implication, that there was a federal agency that would loan an individual with a good idea for a business up to \$5 million to start a business or expand an existing small business at terms of 3 percent to 7.5 percent interest.

PAR. 16. In truth and in fact, there was not a federal agency that would loan an individual with a good idea for a business up to \$5

million to start a business or expand an existing small business at terms of 3 percent to 7.5 percent interest. The United States Small Business Administration, with few exceptions, only guarantees loans to small businesses. Those federal agencies that do loan money for business do so for very specific types of enterprises, such loans do not approach \$5 million, and, in many instances, the interest rates for these loans are not 3 percent to 7.5 percent. Therefore, the representation set forth in paragraph fifteen was false and misleading.

## COUNT V

PAR. 17. Respondents have disseminated or have caused to be disseminated advertisements for the Government Benefits Book, including but not necessarily limited to the Government Benefits Infomercial. These advertisements contain the following statements:

[James Wyatt]

"In the second chapter we talk about educational services that are available. All the way from preschool, all the way to getting your doctorate degree or becoming even a medical doctor. You've got 4 different programs to choose from. One of them is called a grant where you can get up to \$11,000 a year to go to school per year and you never have to pay the money back at all. Then there's another one where there's a student loan at 3% interest. Then there's another one at 7% interest and even if you have payments you don't get a grant to go to school--you don't have to pay any payments at all until you've graduated and you have up to 10 years to repay the loan. So anyone who wants to go to school it's there. The problem is nobody came in and applied for the money, therefore, the budget was cut and then nobody came in and everybody was being told in the newspapers there's no college money so nobody even came in and applied for more money. So there's about 1.3 billion dollars of unused money just last year alone strictly because of media hype."

[George Reading]

"How can you know where you can qualify for a grant or a loan?"

[James Wyatt]

"You just got to go in and ask George. It's based upon need. It's based strictly upon need--how much is it going to cost you to go to school, how beneficial will your education be to society and it's just going and asking the questions. See the problem is George is nobody in America knows which agency to go to get it."

That's what the book talks about. It's not a get rich quick book. What it is a resource book. It tells you which agency to go to, then you go in and ask the information. What you get in those agencies it is their responsibility to give you the money and that's what they do."

(Exhibit A)

PAR. 18. Through the use of the statements contained in the advertisements referred to in paragraph seventeen, including but not necessarily limited to the advertisement attached as Exhibit A, respondents have represented, directly or by implication, that the Government Benefits Book contains information concerning:

A. The availability of a federal government grant program for college educational purposes under which a student may or could obtain up to \$11,000 annually.

B. The availability of a government student loan with a 3 percent interest rate.

PAR. 19. In truth and in fact:

A. The Government Benefits Book does not contain information concerning the availability of a federal government grant program for college educational purposes under which a student may or could obtain up to \$11,000 annually. During the time period of the airing of the Government Benefits Infomercial, even those students with exceptional financial need could have only obtained just over \$6,000 in government grants for college educational purposes.

B. The Government Benefits Book does not contain information concerning the availability of a government student loan with a 3 percent interest rate. During the time period of the airing of the Government Benefits Infomercial, the lowest interest rate for a government student loan was 5 percent.

Therefore, the representations set forth in paragraph eighteen were false and misleading.

## COUNT VI

PAR. 20. Respondents have disseminated or have caused to be disseminated advertisements for the Government Benefits Book, including but not necessarily limited to the Government Benefits Infomercial. These advertisements contain the following statements:

[Question from the audience]

"I am a part-time student and I work part-time also and I heard you mention something about getting a home for \$1. I'd really be interested in purchasing a home for \$1, but I can't come up with a down payment right now. Who would I get in touch with to find out about HUD -- is that what you call that?"

[James Wyatt]

"That's one agency. The Housing and Urban Development--that's known as HUD. The book gives you seven ways to buy a house for nothing down. With programs sponsored by the United States government 0 down 1 percent interest. Urban Homesteading -- \$1 to totally buy the house. We got a variety of other programs that are in there that require nothing down. Now, see I know that people laugh about this, but I've built 3,000 houses for people in America where their total down payment was \$0 down and their interest payment was 1 percent. On a \$60,000 house -- principal, interest, taxes and insurance your monthly payments are 127 bucks. That's cheaper than rent and so anybody in America that sits back and says I can't afford a house is nonsense. What you can't afford to do is not to buy the book. I'm sorry but that's the truth."

(Exhibit A)

PAR. 21. Through the use of the statements contained in the advertisements referred to in paragraph twenty, including but not necessarily limited to the advertisement attached as Exhibit A, respondents have represented, directly or by implication, that the Government Benefits Book contains information on seven different federally sponsored programs that allow individuals to buy a house with \$0 down and at loan terms of 1 percent annual interest.

PAR. 22. In truth and in fact, the Government Benefits Book does not contain information on seven different federally sponsored programs that allow individuals to buy a house with \$0 down and at loan terms of 1 percent annual interest. The Government Benefits Book only contains information about a federal program available through the United States Department of Agriculture's Farmers Home



Administration that allows families with moderate incomes to buy houses in rural areas of less than 10,000 people with \$0 down and at loan terms of I percent annual interest. Therefore, the representation set forth in paragraph twenty-one was false and misleading.

## COUNT VII

PAR. 23. Respondents have disseminated or have caused to be disseminated advertisements for the Government Benefits Book, including but not necessarily limited to the Government Benefits Infomercial. These advertisements contain the following statements:

[James Wyatt]	"George, you won't believe me, your audience won't believe me. You can get almost \$5 million almost \$5 million if you use all of the sources in that particular book [the Government Benefits Book]. Let's be more realistic."
[George Reading]	"Let's be more realistic. What is the average cash return or cash take?"
[James Wyatt]	"The book is designed if people will buy the book and then use it, and that's the secret is using it, just like Mary did, about \$87,500."

(Exhibit A)

PAR. 24. Through the use of the statements contained in the advertisements referred to in paragraph twenty-three, including but not necessarily limited to the advertisement attached as Exhibit A, respondents have represented, directly or by implication, that consumers who made use of the Government Benefits Book would realize an average of \$87,500 in government grants and loans.

PAR. 25. In truth and in fact, consumers who made use of the Government Benefits Book would not realize an average of \$87,500 in government grants and loans. Therefore, the representation set forth in paragraph twenty-four was false and misleading.

## COUNT VIII

PAR. 26. Through the advertising and dissemination of the Government Benefits Infomercial, respondents have represented, directly or by implication, that the Government Benefits Infomercial was an independent television program and was not paid advertising.

PAR. 27. In truth and in fact, the Government Benefits Infomercial was not an independent television program and was paid commercial advertising. Therefore, the representation set forth in paragraph twenty-six was false and misleading.

PAR. 28. The acts and practices of respondents as alleged in this complaint constitute unfair or deceptive acts or practices in or affecting commerce in violation of Section 5(a) of the Federal Trade Commission Act.

## EXHIBIT A

TRANSCRIPT OF THE  
JAMES R. WYATT INFOMERCIAL

## "FOCUS ON SUCCESS"

George Reading, Host: Do you pay taxes? How many of you don't pay any taxes? How would you like to pay taxes to the government and get cash back? That's what this program is all about - 101 Ways To Get Cash From The Government.

Welcome to "Focus on Success"

Blind Speaker: Welcome to another edition of "Focus on Success." The program that takes your financial success seriously. Today's program will feature James Wyatt, author, publisher, entrepreneur who will show you 101 ways to get cash from the government cash for business, education, real estate and more. Here's our host George Reading.

George Reading: "101 Ways To Get Cash From The Government." I know it sounds too good to be true, doesn't it? Let's meet the man who says it is -- James Wyatt author, entrepreneur, publisher. Is that -- is that you.

James Wyatt: It's good to see you again, George.

George Reading: I can tell, I can feel people out there saying okay, come on James Wyatt, you're suggesting there's cash in the government just for the asking.

James Wyatt: Sure, I mean, we pay as taxpayers money into the system and that money is used back for its citizens, why can't we consider ourselves a citizen and go get some of it back.

George Reading: Okay, why does the government do this?

James Wyatt: Well, basically the government is involved in it for a variety of different reasons. I mean, this economy is based upon income being produced by businesses. So

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- there's business loans available to people to start new businesses or expand their current businesses and the long and the short of it is George, is really the more money that can be generated by businesses, the more taxes are going to be created so the more jobs that are created the larger the government can get. So all I'm saying is that if you want some of the money you've been paying all your life for taxes, go out and get it.
- George Reading: Well, okay, how do you do that? Is it hard to get?
- James Wyatt: No. It's not that difficult. The problem is there's so many agencies that have so much money trying to give it out to the public, we don't have one central government agency we can go to and say I'd like to start a business, I'd like to go on welfare, I'd like to get a house, I'd like to get some of my veteran's benefits, I'd like some employment services like to learn how to, in fact, become a doctor. Also, educational type benefits. There's no one central agency we can go to. We have to go to a variety of different agencies, and that's what creates a problem.
- George Reading: I can hear a lot of people now saying you have now Jim, yeah, you have to be a minority, to be a low income person in order to qualify.
- James Wyatt: George, that's not the case. In fact, those are called entitlement programs and they only in fact represent about 10% of the money the government gives back to people. So, yes, there are those types of programs, but that's not the rule of thumb.
- George Reading: Okay. I understand in your book that you have low interest rate housing loans that amount to a 1% interest loan.
- James Wyatt: Sure. That's how I started as a businessman.
- George Reading: You've got to be kidding.
- James Wyatt: No, I'm not George. The problem is that there's a variety of government agencies that provide housing to the people of the United States. We typically think of the Federal Housing Administration, the FHA, as a single source of funds, however, there's a program called, through the United States Department of Agriculture, through what they call their Farmers Home Administration agency and they've got a program to where you can qualify for a house for \$0 down and 1% interest, and I as a general contractor have built 3,000 of those homes and sold them to people back in America. 0 down and 1% interest. So it's not a fluke. As a matter of fact, this year I think the government, in that particular agency, the Farmers Home Administration, has a \$5.7 billion program strictly for housing

of people. You can buy a single family home as well as apartments.

George Reading: So it's not a fluke.

James Wyatt: No.

George Reading: I heard you right - 0% down; 1% interest.

James Wyatt: For 32 years, 31 days.

George Reading: All right, where do you get this information?

James Wyatt: You have to go to the government agency and ask for it. The problem is . . . is the government itself is not a good public relations person. They aren't. They don't know how to disseminate information back to people. You know, it's so... (unclear).

George Reading: But couldn't anybody simply ask for this information?

James Wyatt: Well, you got to know which agency to go to. We see about them in the newspapers, we hear about them, we hear even about other people doing it. Let's take an example for housing, and there's lots more than housing in this book. You've heard about a 0 down -1% interest for the first time in your life George. You have been in newscasting for how many years?

George Reading: More than I care to admit.

James Wyatt: But that's the first time you've heard about it. Now what happens, we have the FHA, the Federal Housing Administration, we got the Farmers Home Administration (FHA) so people call the FHA and say I want a 0 down -1% interest rate and the FHA says someone is lying to you and hangs up the phone. You've got to call the U. S. Department of Agriculture Farmers Home Administration and they'll say yes we've got the program and I'll send you out information.

George Reading: So you got to know where to go.

James Wyatt: You got to know where to go and what questions to ask.

George Reading: Then you get back what?

James Wyatt: You get back information from the government that really shows you what to do.

George Reading: Well you're talking about what, pounds and pounds of information.

James Wyatt: No. No. I think what you're talking about is a variety of information that's available for people. I mean people don't have to buy my book to, in fact, learn this information. What I have done is that I have got some books over there which I saw you looking at. Let's look at the books the government send us. Okay.

George Reading: Pretty hard to avoid them. Look at the size of them.

James Wyatt: George. It's not 1, 2 or 3 little pamphlets you get from the government. You can see over here I brought the pamphlets with me. It's actually 265 books each year you have to research and it's not free. That subscription

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- to that which you pay to the U. S. Superintendent of Printing is \$345 per year. Now there is 150,000 pages of information you've got to research to get to what we got here. Now this is a 100 page book that condenses what's in that information. It takes out all attorney talk and lawmaking talk and it puts into normal English where someone can understand, how do you get the money.
- George Reading: Okay, okay. But Jim, we also know that laws and programs are changing all the time.
- James Wyatt: Absolutely.
- George Reading: Now how can one book like this keep up with all the information you need and keep you current on programs?
- James Wyatt: That's a good point. Now we get this subscription at our office.
- George Reading: All right.
- James Wyatt: One day, every day, somebody researches this for our company and tells us what changes have, in fact, taken place. So somebody has a question on this, all they have to do is just call our hotline and we will research and tell them in what way the new law has been changed. Now the thing that has become even more confusing is let's say there's a new law or change to the law and it says okay, we're changing the law that was developed in 1937 and it tells us right here in this book that we received today. Now what we have to do is take this information, go research the statute from 1937 to figure out what the law really in fact was. So you can either use a short circuit system which the book talks about or you can spend about 5 hours a day to research this so you can get the same information that comes in this book. Time is money.
- George Reading: Yes. Of course. Some of the headings in your book are absolutely fascinating.
- James Wyatt: Well, those are the headings that are given to us by the government.
- George Reading: Pretty fascinating. "How To Get Up To \$5 Million To Start A Business."
- James Wyatt: Yes, that's right. It's true. It's for a person who wants to start a business or expand an existing business that they have.
- George Reading: What kind of money do you need to get into that?
- James Wyatt: It doesn't cost you a dime. You go in and apply through what is called a business plan, George. Okay, you take a business plan in to this government agency and they will approve your business plan and give you the money and say no you need have to clean it up, you're

missing it over here and they even give you the consulting services for free.

George Reading: How long does it take you?  
James Wyatt: Okay, it takes 47 days. Interest rate is 3 percent to 7-1/2 percent.

George Reading: Criteria? Complicated?  
James Wyatt: Criteria is not. How many people are going to be employed, what is your product going to be, is it safe and sane and also will it employ jobs and will they be able to create \_\_\_\_ (unclear).

George Reading: Give me the interest figure again.  
James Wyatt: 3 to 7%.

George Reading: On \$5 million?  
James Wyatt: And anybody here in the T.V. audience who has a good idea for business can go in and get that money.

George Reading: How to get the SBA to guarantee your rent?  
James Wyatt: That's right. The SBA will come in and guarantee your landlord your rent that you're supposed to in fact pay.

George Reading: Free college money for veterans?  
James Wyatt: Yeah. Now isn't that interesting?  
George Reading: It's very interesting.  
James Wyatt: We have been hearing how educational tuition and grants for students have been cut back. We hear this blitzed on the media and you know why, nobody comes in and applies for the money that's there.

George Reading: And you personally got money back?  
James Wyatt: Yes. I have. I have received over \$180 million in my life.

George Reading: You personally know anybody else who got money back?  
James Wyatt: Oh sure -- absolutely -- several people. As a matter of fact, the government gave away \$37.5 billion last year and I brought one of those people with me today.

George Reading: All right. We'll take a minute and come right back and meet that person.

[Commercial Break]: Stay tuned for book 101 Ways to Get Cash From the Government]

Visual text [Fact: the U.S. government has 110 billion dollars to lend or give away!] [Do you need money to start a business? Go to college? Buy a house? Invest in property?] [1-800-332-6200]

Blind Speaker: Fact: the United States government has over 110 billion dollars to lend or give away this year, how much of that 110 billion will you get this year from Uncle Sam. If you need money to start a business, go to college, or a vocational school to buy a house, buy an investment property, or want to save money on your taxes this year, this man can help. Jim Wyatt, noted international entrepreneur, publisher and best selling author has

written "101 Ways to Get Cash From the Government." This easy to understand book tells you where you can get money for a business, for college, for employment, real estate and social services. And there is a bonus chapter especially designed to show American veterans their new benefits. Don't delay, order today by calling this toll free number. And if you order today, you'll receive a bonus cassette tape by Jim Wyatt, forty-nine, ninety-five plus three dollars shipping and handling is all it takes to get information that could return thousands of dollars to you. Call now, have your charge card number ready. Sorry no C.O.D orders. California and New York residents add sales tax, or you may send check or money order to this address.

George Reading:

Okay, Jim, let's meet your guest.

James Wyatt:

Good, let me introduce Mary Brown to you.

George Reading:

Mary, thanks for joining us. Sit down. How did you two meet?

James Wyatt:

I got to tell you the story. About two years ago I get this nice call from this nice young lady saying Jim we would like you to come to college and talk about real estate financing because I go out and lecture at schools. It happened to be that Mary Brown was at the end of that telephone line. When she graduated I asked her to go to work for me. That's how we met.

George Reading:

How much cash, Mary, did you get back?

Mary Brown:

I got a total of \$28,000 as a grant from the City of Crescent to help build an apartment complex there. So it's a 20 unit complex and I went in and asked for it -- and it was just sitting there. No one had even asked for it and they were going to have to send the money back to the state because nobody was using it and no one knew it was available.

James Wyatt:

Isn't that incredible?

George Reading:

Yeah.

Mary Brown:

And after working with Jim I found out . . . he just exposed me to the idea that it was available, to go and look it up.

George Reading:

Incredible, but complicated?

James Wyatt:

No, not really.

George Reading:

How long did it take you?

Mary Brown:

Well, we got a commitment on it within 2 or 3 days. Well, in fact, the first time we went in and talked to the city manager he gave us a commitment at that time. He was anxious to give the money out. If he didn't give the money out, he would have lost it, and he would not have been able to help build up the city and get some future income.

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George Reading: 2 or 3 days to get the commitment. How many days to get the money -- weeks, months, years?

Mary Brown: Oh, probably. No it only too, um . . . So we came up with the idea in April and then we were actually funded about 2 months later and of course, that was after we got our plans all drawn and so it was --

James Wyatt: They weren't ready for the money. They could have gotten it sooner for they were ready for the money earlier.

Mary Brown: Yeah.

James Wyatt: How long has it been since you made \$28,000 in 2 days. How many people in America would like to make that?

George Reading: Never, never. All right. If you could tap all 101 ways to get cash from the government, Jim, how much cash could you get?

James Wyatt: George, you won't believe me, your audience won't believe me. You can get almost \$5 million -- almost \$5 million. If you use all of the sources in that particular book. Let's be more realistic.

George Reading: What is the average cash return or cash take?

James Wyatt: The book is designed if people will buy the book and then use it, and that's the secret is using it, just like Mary did, about \$87,500.

George Reading: \$87,500.

James Wyatt: That's a pretty good return on buying a book.

George Reading: Not a bad return for a book that costs less than \$50.

James Wyatt: The book --

James Wyatt: Okay.

George Reading: Some of the chapters are intriguing --

James Wyatt: Okay, its broken down alphabetically.

George Reading: Too good to be true. How to get up to \$400 per week for not working. Come on. They're going to make you laugh. Right?

James Wyatt: I know, but those are taken from the heading of the government literature. I mean, I didn't create them. Some of them I created.

George Reading: Give me an example. How do you get \$400 per week for not doing anything?

James Wyatt: There's several ways. There's several different ways. What about disability insurance, what about unemployment insurance?

George Reading: Well, I can't qualify for either one.

James Wyatt: Why not?

George Reading: Because I'm not disabled and I'm not unemployed.

James Wyatt: What happens if you are fired tomorrow?

George Reading: Okay - you take it from there.



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## Complaint

- James Wyatt: So you've got seven varieties, I mean, to get \$400 on a weekly basis by not working. But you know what happens?
- George Reading: I never wanted to get fired before, but you are making it very enticing.
- James Wyatt: No, I know and a lot of people can't live on \$400, but it's there available for You and I think most people know about those type of things. What's exciting about that particular chapter is let's say that you want to go overseas to work. The government has a source in the Bureau to where, in fact, they will hire you, ship you across to any country you want and pay you a salary to work there. If you want to change career and I know you don't want to do this, but if you want to change from newscasting and being an anchor person -- recognize let's now say you want to become a ditch digger, there's a transformation that takes place. Go in for some free counseling -- doesn't cost you one dime and they will do a career change for you free of charge, George. It's there, just nobody knows where to go to get it.
- George Reading: Quote "How To Buy A House For \$1."
- James Wyatt: \$1.
- George Reading: \$1.
- James Wyatt: Okay. I will tell you the program. it is a program run by HUD, Housing and Urban Development and called Urban Home Study and the program's been around since 1846. It's not a new program. \$1. The maximum you would pay for a house under that program is \$2,500 George and when I say \$1 or 25 -- that's not the down payment, you have bought it for that amount of money and there's 126 cities within the United States that run the program.
- George Reading: It gets even better, doesn't it? Here's one that says "How You May Be Entitled To A \$10,000 Refund."
- James Wyatt: Yep. Do you know how many people in America overpay might be entitled to that? Might and I put might because not everybody is, but one out of every three taxpayers in the United States is overpaid in this Social Security Administration system. We give you the telephone number and address of the agency to call. They will send out and tell you, in fact, whether you're in fact owed money back. \$10,000 bucks. They will look it up -- they tell you -- it's simply done by a telephone call and simple signature on a form and they'll show you how to do it.
- George Reading: All right. "Collect Social Security Before Age 65."
- James Wyatt: That's exactly right.