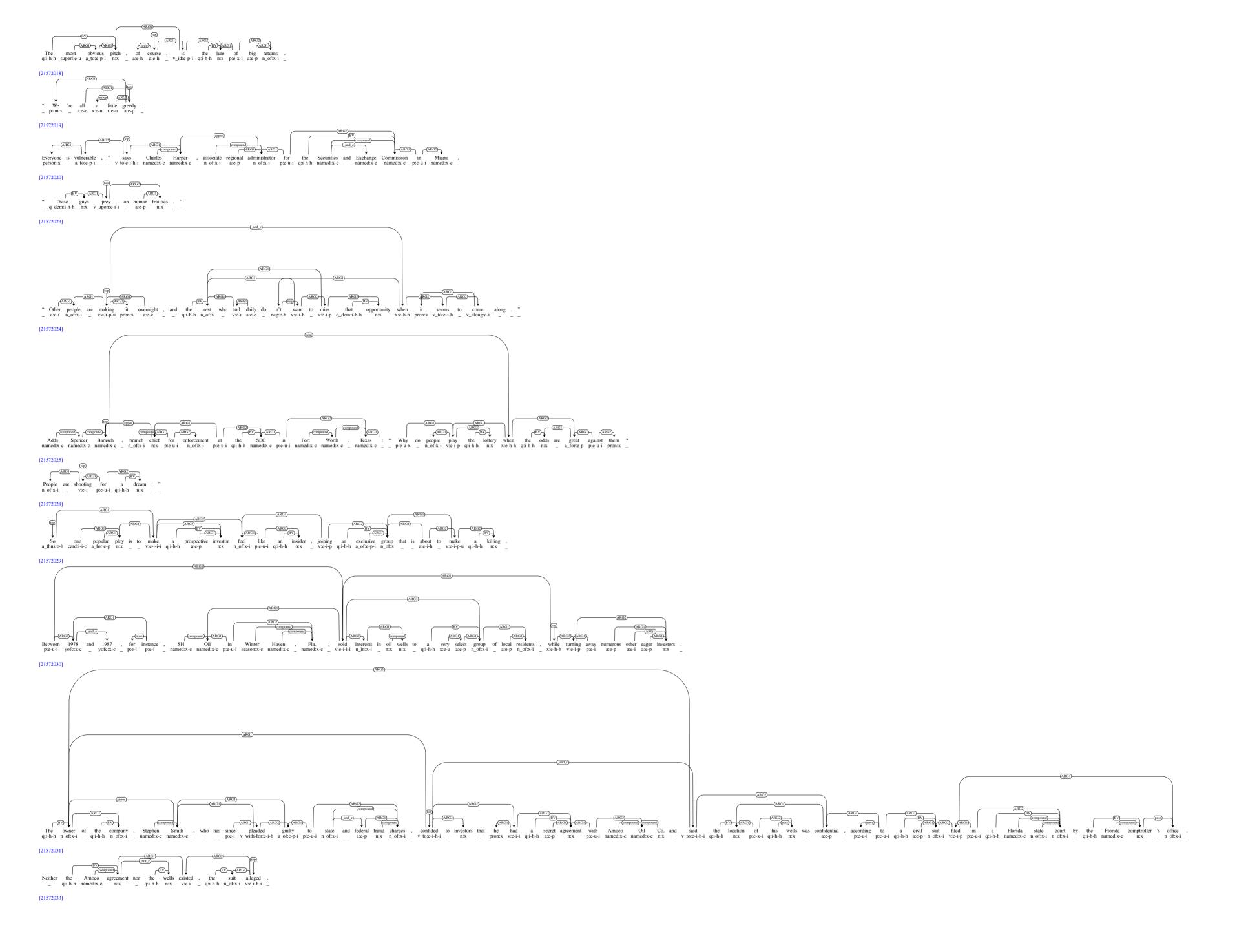
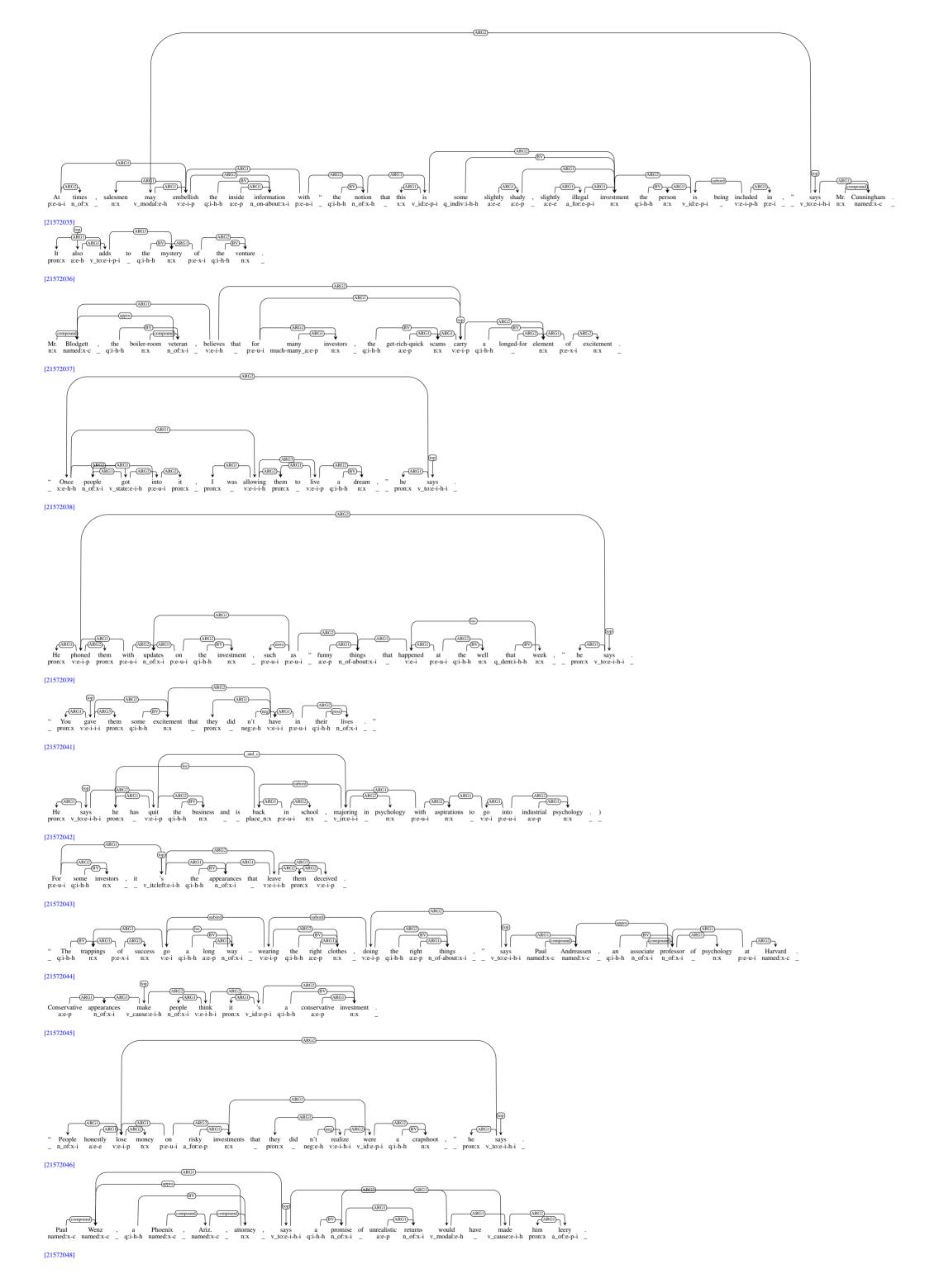
Document 1572 ARG2 ARG2 ARG3 This is a story about suckers . x:x v_id:e-p-i q:i-h-h n_of:x-i p:e-u-i n_for:x-i _ Most of us know a sucker . q:i-h-h _ pron:x v:e-i-p q:i-h-h n_for:x-i _ Many of us are suckers . much-many_a:e-p _ pron:x v_id:e-p-i n_for:x-i _ But what we may not know is just what makes somebody a sucker . c:i-i-i thing:x pron:x v_modal:e-h neg:e-h v:e-i-p v_id:e-p-i _ thing:x v:e-i-i-i person:x q:i-h-h n_for:x-i _ What makes people blurt out their credit-card numbers to a caller they 've never heard of ? thing:x v_cause:e-i-h n_of:x-i v_out:e-i-i _ q:i-h-h n:x n_of:x p:e-u-i q:i-h-h n_of:x-i pron:x _ a:e-h v_of:e-i-i _ _ Do they really believe that the number is just for verification and is simply a formality on the road to being a grand-prize winner of pronts are-h ve-i-h _ q:i-h-h _ n_of:x _ are-p _ p:e-u-i _ n_of:x-i _ v_id:e-p-i _ are-e _ q:i-h-h _ n:x _ p:e-u-i _ v_id:e-p-i _ q:i-h-h _ n:x _ p:e-u-i _ What makes a person buy an oil well from some stranger knocking on the screen door ? thing:x v_cause:e-i-h q:i-h-h n:x v:e-i-p q:i-h-h n:x n:x p:e-u-i q_indiv:i-h-h n:x v:e-i-p p:e-u-i q:i-h-h n:x n:x p:e-u-i q.i-h-h n:x n:x p:e-u-i q Or an interest in a retirement community in Nevada that will knock your socks off, once it is built? C:i-i-i q:i-h-h n_in:x-i _ q:i-h-h n_of:x-i _ n_of:x-i _ p:e-u-i _ named:x-c _ _ v_off:e-i-i _ q:i-h-h _ n:x _ _ x:e-h-h _ pron:x _ v:e-i-p _ Because in the end , these people always wind up asking themselves the same question : "How could I v:e-h-h p:e-u-i q:i-h-h n_of:x = q_dem:i-h-h n_of:x = a:e-e v_up:e-i-h = v:e-i-i pron:x q:i-h-h a_as:e-i n_about:x-i = unspec_manner:e-u-x v_modal:e-h pron:x [21572011] , unfortunately , plenty of answers to that question — and scam artists know all of them — a:e-e _ n_of:x-i _ n_to:x-i _ p:e-u-i _ q_dem:i-h-h _ n_about:x-i _ _ n:x _ n:x _ v:e-i-p _ q:i-h-h _ pron:x (ARGI) (ARGI) "These people are very skilled at finding out what makes a person tick, " says Kent Neal , chief of the economic-crime unit of the Broward County State Attorney's Office in Fort Lauderdale , Fla. , a major haven for boiler rooms q.dem:i-h-h n_of:x-i _ x:e-u a:e-p _ p:e-u-i _ v_out:e-i-h _ thing:x _ v_cause:e-i-h _ q:i-h-h _ n:x _ p:e-u-i _ n:x _ p:e-x-i _ q:i-h-h _ n:x _ n_of:x-i _ q:i-h-h _ n:x _ nof:x-i _ q:i-h-h _ n:x _ nof:x-i _ q:i-h-h _ n:x "Once they size them up , then they know what buttons to push . " "x:e-h-h pron:x v_up:e-i-i pron:x _ a:e-h pron:x v:e-i-h q:i-h-h n:x _ v:e-i-p _ ... John Blodgett agrees – and he ought to know named:x-c named:x-c v_on:e-p excl:i-c _ pron:x v_qmodal:e-h _ v:e-i-p He used to be a boiler-room salesman pron:x v_qmodal:e-h v_id:e-p-i q:i-h-h n:x n:x v:e-i-p n:x p:e-u-i n:x p:e-u-i n:x n:x n:x a:e-p n:x (Compound)

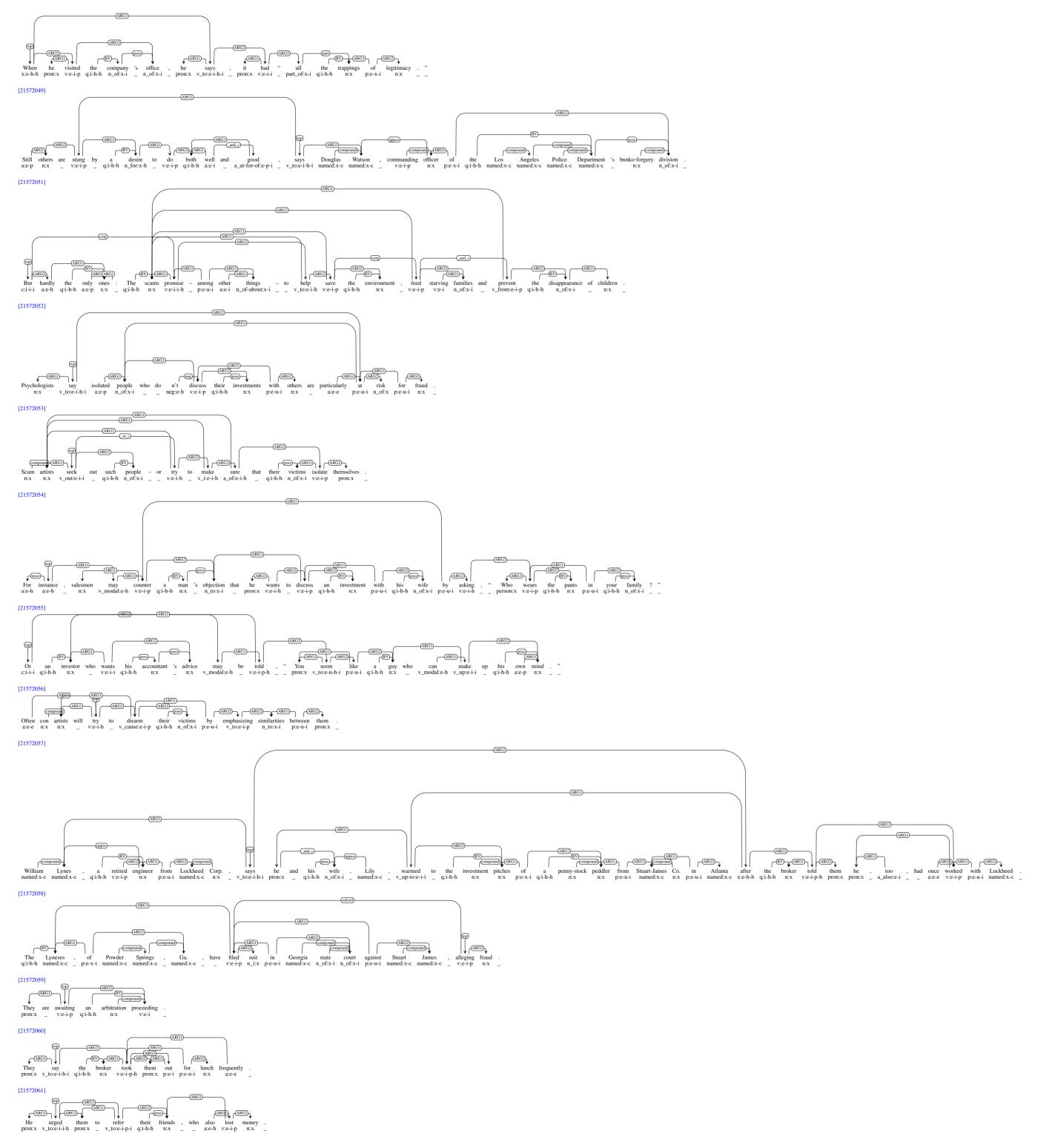
"There 's a definite psychology of the sale and different personalities you pitch different ways , " he says .

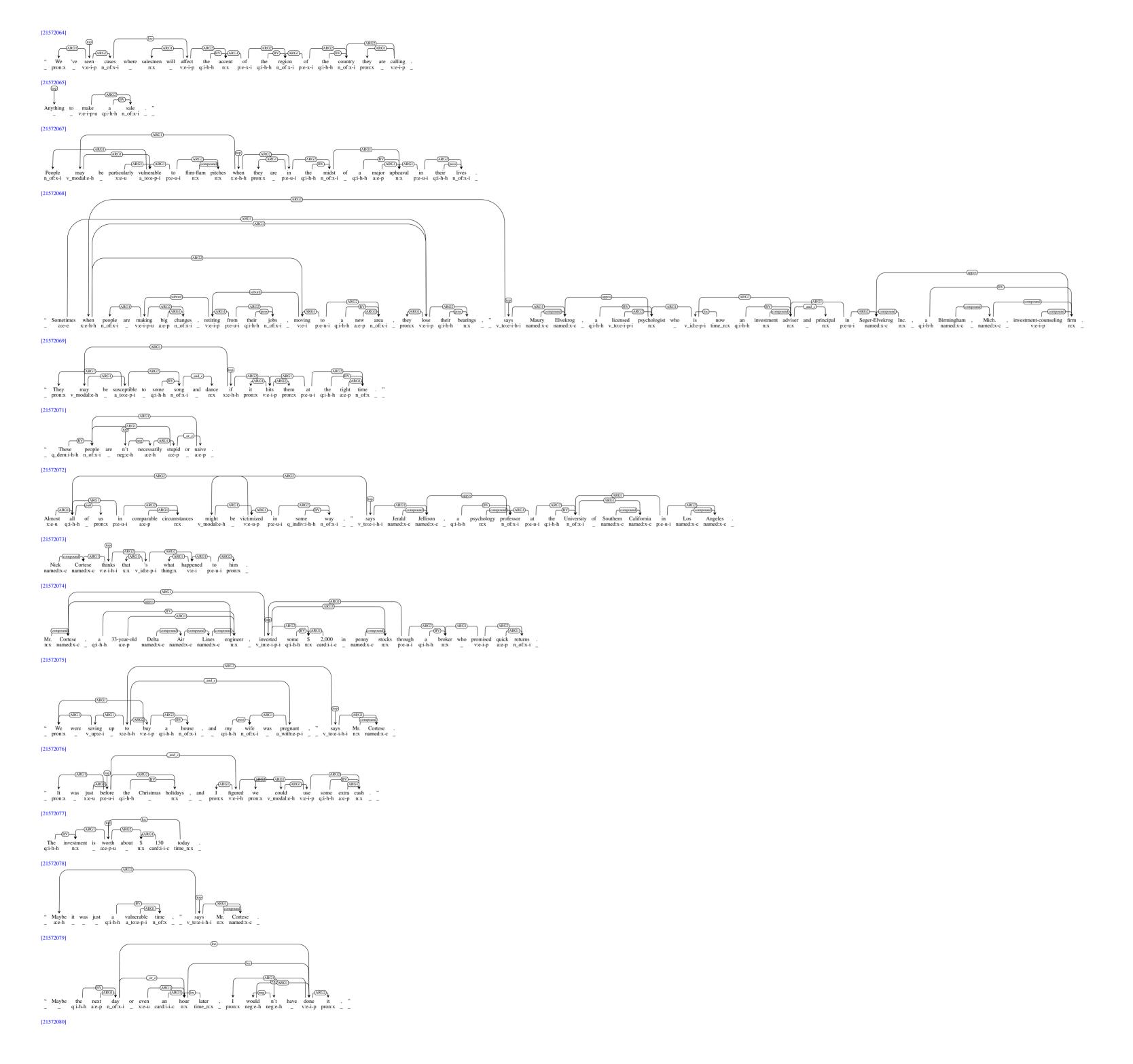
_ v_there:e-i q:i-h-h a:e-p n:x p:e-x-i q:i-h-h n_of:x-i _ a_than-from:e-i n:x pron:x v:e-i-p a_than-from:e-i n_of:x-i _ pron:x v_to:e-i-h-i _

[21572017]









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n:x named:x-c v_id:e-p-i q:i-h-h n_of:x n_of:x-i p:e-u-i q:i-h-h named:x-c named:x-c