



# Practice Transitions Made Perfect™

## Newsletter Article Reprint

### From Hy's Desk: The Art of Negotiating

October 2007

It always amazes me how gullible people are when it comes to money making scams! By now we all have been exposed to the foreign get rich inheritance schemes. While watching a news program the other evening though, there was a report about a young Belgian man posing to be a wealthy heir to the Rothschild family. He circulated with the rich and famous using their money in a Ponzie scheme to stay in luxurious hotels, buy expensive cars and fly on private jets.

Yes, he got caught and did time for his crime, but there were a lot of innocent "wannabees" that lost a lot of money before he ultimately was put out of business.

Scams come in many forms. Don't let your practice transition become a victim.

A handwritten signature in black ink that reads "Hy M. Smith".

Hy Smith, MBA  
Managing Member

Practice Transitions Made Perfect™

Licensed Real Estate Broker and Exclusive Florida Broker for ADS - Nationwide

ADS Florida, LLC | 5100 Tamiami Trail North, Suite 106 | Naples, FL 34103 | <http://www.ADSflorida.com> | (800) 262-4119