

# **Scamming / Cons**

## **Profit Report**

**EVEProGuides.com**

## Introduction

In EVE scamming is almost as common as mining or missioning. Local in Jita is packed with a steady stream of scams. In fact, it is safe to assume that everything you see in Jita local is a scam because most of it is.

The problem with Jita scams is that they are all the same. They are all copies of past scams. Rarely someone finds a new way to apply them but most are tired repetitions of old scams.

The problem with this is that everyone has seen it before and ignores it. Everyone knows it is a scam and the only ones to fall for them are noobs.

As of now the typical scammer in jita doing the old “give me any amount of ISK and I will give you 10x as much back” makes less per hour than a mission runner. (usually much less)

So what the key to making big bucks with Scams?

*Don't be lazy like everyone else*

*and*

*Differentiate your self!*

If you copy everyone else you will blend in. You will be competing with everyone else for a piece of a ever shrinking pie. Being different allows you to stand out apart from the competition.

So in this guide I won't spend much time on the old scams you see everyone in Jita using because they don't work very well. Instead I will teach you how to create your own scams that will be much more profitable.

## The Making of a Con

Confidence tricks are built to exploit Greed or some other personality trait in the “mark.”

A good con is never a one step process. A good con requires you first give the mark your confidence before asking for his.

*Example: If you tell someone you will double their investment, you should do it the first time because their greed will cause them to invest much more the second time around.*

You are risking your own money to prove you are the real deal because you know that most people's greed will lead them escalate their bets.

You want to create a false reality for the Mark. Make them believe they are the ones in control. Make them believe they are conning you even.

Believability is always your first concern. Telling the mark “send me any amount of isk and I will double it” is not very believable. Creating an alt with a name very similar to a news article about a corp thief stealing billions of ISK, then linking that article in your post would be much more believable.

Another way to create belief is to use “Shills” which are people who are in on the scam (possibly even alts of yours). Have a shill act on your scam and come out ahead then have the shill provide proof to the mark (screenshot of wallet).

Shills are used all the time in 3 card monte where one or two shills are signaled as to which card is the winner so they can win. Passerby's see someone winning and they join in only to lose when they try.

Finally, you should exploit the human phenomenon of Gambling even when losing is virtually guaranteed. Most people will continue to gamble even if they are convinced they won't win.

## **Create Your Own**

This Guide will give you a lot of ideas and practical Cons you can use in game, however you will find that by adapting these ideas to original Cons will provide the best results.

Remember... Differentiate!

## **Cons You Can Do**

### **Ponzi Scheme**

The first Con we will talk about is one of the most well known, The Ponzi Scheme. In a Ponzi scheme people are encouraged to invest or trust their money with the scammer in return for large returns. The returns are actually delivered at first, but they are paid out of the original investment.

Typically a Ponzi scheme continues until it can no longer find enough new investors to cover it's withdraws.

Here's the Example Idea:

Create a new Alt and have that Alt create a Corporation named something like “Strategic Investments” or whatever.

Next advertise to people on forums, chat, etc that you have developed a market trading program that analyzes market data for all of EVE to find the best Arbitrage opportunities. Maybe even say, that it

predicts market movements (“Sure predicting Wall Street is virtually impossible, But EVE is EASY!”).

Either way you want to promise large returns that will get people to invest in you. Perhaps 20% returns per week?

Build a story around your offer that makes it more believable. Perhaps mention you control all the ISK of several large alliances or maybe that you invest in the production of super capitals for a large Alliance.

Now once you get an investment you will actually pay as you promised when asked. However unless asked you will hold on to the investors money while it continues to “grow.”

Most likely the first investors will invest small amounts. You should pay these. Try to payout just the returns (send 20% of their ISK back a week later). The more you pay, the more people will trust you and the more ISK they will invest in your scam.

As people begin to trust you, you can just send weekly statements that detail how much money they made that week and what their current balance is. Many investors will be content to just watch and not attempt to get any money out.

As new investors start flooding in to take advantage of your too good to be true returns, you will need to focus on paying as little as possible while still paying when needed to maintain investor confidence.

Typically withdraws will be much smaller than new investments in the beginning. This will allow you to pay withdraws while still collecting the majority of the ISK for your self.

Once you have their trust, offer “Time Deposit” investments to them that will allow you to effectively lock their investment for a set amount of time. Offer this at a higher rate so it is more desirable to them. Instead of 20% offer 25% if they are willing to lock the money for several months. This allows you to further minimize withdraws while still making everyone believe they are making a large return.

You want to create a reality for your Marks that you are able to constantly get them massive returns and in exchange you take a small fee. (To be realistic you must make it appear that you are benefiting from their investment while still creating big returns for them.)

Adding a hint of exclusivity will make your scam even more desirable. Subtly hint that if they withdraw their money they will not be able to reinvest. Maybe say something in your communications with them about getting too many investments and that you will stop taking any more money very soon.

If you are able, you may want to create a full fledged website for your scam. Make it professional, add accounting functionality so people can log in, view their balance, etc.

Finally, you should know when to cut and run. Once withdraws out pace investment it is time disappear. Simply transfer all the ISK to your main character and delete the character you used in the scam.

## Chain Mail for EVE

I have yet to see this old scam applied to EVE but it did OK in the past. What make me think this could work is the fact that it hasn't been used much in recent years. Some people may not have seen it and by changing it slightly we can be even more successful.

The idea is basically the old Rhodes letter that was popular in the '80s and '90s. This is for all intents and purposes a "Pyramid Scheme."

All you have to do is send the following letter to as many people in EVE as you can. Post it on forums or where ever else you can and get as many people to do it as possible.

### Here's the Letter:

*Dear Fellow EVE Players,*

*My name is <your name>. A year ago I was dead broke both in real life and in EVE. I loved to play EVE but I simply couldn't afford to buy a PLEX or pay for my EVE accounts subscription anymore.*

*A few months ago I bought my first Super Carrier AND Titan. I also easily buy 9 PLEX each month (with ISK) to cover my 9 Accounts. Oh yeah, I didn't even have to train those 9 accounts, I bought them all for ISK.*

*I will never have to Rat, Mine, or Mission again. I am rich!!! I have made 400 Billion ISK and I'm on track to hit One Trillion ISK in the next few months. Anyone can do the same. This money making program works perfectly every time, 100% of the time. I have never failed to earn a Billion ISK or more whenever I wanted.*

*About 7 months ago I received a EVE mail telling me how I could earn over a Billion ISK whenever I wanted. I was naturally very skeptical at first so I just closed my mail and started grinding missions. After spending a few hours running missions to try to get enough ISK for another PLEX, I again thought about the EVE mail and wondered if it could really work?*

*I figured it couldn't hurt to try so I followed the instructions and within 5 minutes my wallet started flashing. People were sending me ISK every few minutes at first, then it got faster and before I knew it there was an avalanche of ISK pouring into my wallet. By the time I logged in the next day I had been sent over a Billion ISK! Needless to say I was hooked!*

*If you believe that EVE should be about having fun and not about grinding to make ISK all the time, simply follow the easy instructions below and your dreams will come true.*

*Sincerely,*

*<your name>*

### **INSTRUCTIONS:**

*Follow these instructions EXACTLY, and in just minutes your wallet will start flashing as you*

*receive ISK. This program is successful because of the HONESTY and INTEGRITY of the people who use it. Please continue its success by carefully following these instructions.*

*1) IMMEDIATELY send 1 million ISK to the first 3 people listed below starting at number 1. Your total investment is only 3 Million ISK.*

*2) REMOVE the name that appears at number 1 on the list. Move the other 9 names up one position. (Number 2 will become number 1 and 3 will become 2, etc). Now Place your name in the number 5 position.*

*3) Send the new letter with you name in position 5 to as many people as you can. Also put it on forums and anywhere else EVE players will see it.*

*4) Within hours (sometimes minutes) you will start to see your wallet flash as the ISK comes in.*

*NOTE: This is perfectly legal and allowed by CCP. If you have any doubts refer to the EULA on the EVE Online website.*

*Remember as each mail is received and the instructions carefully followed, the top three people will be sent ISK by hundreds of people!*

- 1. <your alts name>*
- 2. <your alts name>*
- 3. <your name>*
- 4. <your alts name>*
- 5. <your alts name>*

*The following letters were written by participating members in this program.*

*"I got this mail for the first time a few months ago and I was really skeptical it would work but figured that it was only 3 million ISK and a few minutes work so why not try it? Man am I glad that I did! On my first attempt I was lazy and only sent the letter to everyone in my small alliance (300 people), but even with so few people I still received just over 600 Million ISK in less than a week!*

*On my second attempt I sent it out to over a thousand people in Jita local and got back over 2 billion ISK!*

*This really works, follow the instructions and get ready to make crazy amounts of ISK!*

*<your alts name> "*

*"To those thinking about trying this program:*

*I've been burned in the past by scammers and when I first received this letter I was sure it was just another scam, but because it was only 3 million ISK I decided to try anyway. What's the worst that could happen? I lose 3 Mil?*

*So I sent the 3 Mil and then started sending the message to corp as well as people I saw pass through local while I was mining.*

*To my shock I started getting ISK sent to me within 15 minutes! Sure it was only 1 million ISK each time but slowly it started coming in faster. By the time I logged out I had been sent over 150 million ISK! All from my little 3 Million ISK investment!*

*It's now been 3 days since I sent the letter out and I'm still getting a steady flow of ISK. The total is currently 894 Million ISK!!!*

*I enjoy this game so much more when I don't have to worry about ISK! Just tonight I went out PVPing in a Cynabal with faction mods and even when I lost it (after getting a few kills) I didn't care because I knew how easy it was to make more ISK!*

*<your alts name> ”*

Send this to as many people as you possibly can. That means Alliance, Corp, Forums, or whatever else.

The beauty of this is that it is a pyramid and the amount of participants grows exponentially with each level...

- If you send it to 1,000 people and only 20 people (2%) respond you will make 60 Mil.
- If they send it to 100 people each on average and 2% respond that's 40 more people and 120 million more ISK.
- If those 40 send it to 100 people each and 2% respond that's 80 more people and 240 million more ISK.
- If those 80 send it to 100 people each and 2% respond that's 160 more people and 320 million more ISK. (because you are in only the 1 and 2 position now).
- If those 160 send it to 100 people each and 2% respond that 320 more people and 320 million more ISK

At this point you fall off the list and it continues on without you. But you have now made 1,060 Million ISK using these pessimistic response estimates. Easy money eh?

## **Matrix Scam**

In this scam you profit via the Pyramid nature of referrals.

Basically you set up a website and advertise it with the offer: “Sign up and refer 10 people and you will receive a free Dramiel!”

Each person has to pay 10 million ISK to sign up, then refer 10 of their friends to do the same before they receive the Dramiel (which you actually give them).

Now all of those 10 people also joined because they want a Dramiel, so they will start referring people to your site who will donate 10 million each.

Most people will probably fall short of the 10 needed to earn the Dramiel so your profit margin will likely be pretty ridiculous.

The exponential nature of this means it could explode into over a Trillion ISK operation. Boom goes the Wallet!

### **The Advanced Fee Scam (AKA I'm a Nigerian Prince!)**

We've all seen the Nigerian Email Scam where some African royal family needs you help to get their fortune out of country. But first they need your social, bank account number, and some other stuff before they can transfer the money. (right out of your account)

In EVE we see this scam being used in the form of a Recruitment Scam (usually conducted by the Goons). Players are told they will be let into corps or alliances but first must pay the “application fee” before being considered. This is the advanced fee part of the scam.

The Goons typically take the Recruitment scam one step further and get the “Mark” to contract all of their ships over to them “to be moved” and they are then stolen along with the Advanced Fee.

To create a new version of this scam you need to think of something that people want that you can get them to pay an advanced fee for.

Perhaps you do something like the following...

*“I have discovered a way to redeem non-existent plexes and get extra game time whenever I want. However, I can't get the actual PLEX just the game time. That's great but I really want some ISK so if you send me 100 Million ISK I will tell you how to get unlimited free game time using this exploit.”*

NOTE: The above may be against the EULA, I'm not sure and you should check before using it.

I encourage you to create variations of this scam based on this. It is a very versatile scam.

### **Glim Dropper Con**

This is a old school classic Con that I have yet to see used in EVE. It requires you use two characters (one is a skill) to convince the mark that a worthless item is very valuable.

Here's is just one way to make this happen...

Find a worthless item that is relatively rare and sellable only by contract. This should be something that you have some of and is not currently listed by anyone else for sale on contracts. Don't worry there are a lot of weird items like this.

It works because people have no way to reference the true value of the item other than by searching to see what people are selling it for on contracts.



For the sake of having an example we will say the item is “X-Rated Holoreels”

Now go into a system with your main character and put in local “Buying all X-Rated Holoreels for Loyalty Point Store Item, Will pay 100 Million Each. Contract them to me for 100 Million each and I will buy them.”

Now that your other character and do either or both of the following...

1. Enter local and say “what do I do with x-rated holoreels?” then hopefully someone will offer to buy them from you. You of course won't sell for less than 10-30 mil each.
2. Before you start, have your second character put a bunch of these items up on contracts for sale at 10-30 million each.

Believing the item is worth 100 million ISK and that they can collect that much, people will buy the item for a “discounted” price.

### **See, it's worth 200 million ISK!**

A variation of the Glim Dropper Con is to find an item that is not listed for sale in contracts and then have your alt(s) put up a bunch of selling contracts for say 200 million ISK each.

Now go into Jita or where ever and write in local “how do I sell x item?” or “is x worth anything” or “anyone want to buy x?” or “selling x for 50 million ISK.”

All of these should work because a curious player will search contracts for the item and see that it is selling for 200 million then they will happily pay 50 million and put it up for sale for 199 million on contracts. But it will never sell because it is worthless.

The more of your alts that you use to create selling contracts the better, because it will be more convincing if there are lots of sell orders instead of just 1 or 2.

### **Fake Sale / Lottery**

In this Scam you sell things that you do not own. It's actually very similar to the Advanced Fee Con.

Some ideas for this would be to sell coupons for out of EVE services like Blink or EVE Lottery. Just tell people that you are the alt of a employee for Blink or EVE Lottery and you are selling coupons you stole for them on your alt so no one knows who stole them.

*“I stole 10 double your deposit coupon codes from Blink and am selling them for 10 million each”*

*or*

*“I stole 100 free tickets to the EVE Lottery and will sell them to you for half price”*

Another idea is to create a fake lottery or sweepstakes. Tell people that you were given a UTU (super valuable ship given as tournament prize) and will be giving it away to a randomly drawn player in a sweepstakes. Then you sell tickets for the sweepstakes forever and never actually end it.

## **Conclusion**

The Scams and Cons you just learned about are more powerful than anything that has ever been used in EVE before and have the potential to generate Billions or even Trillions of ISK.

Don't be lazy and sit in Jita all day telling people you will double their ISK. Take time to develop a multi-step scam that will increase the confidence people have in you so that you can score big.

Remember to be creative and always bet on other peoples greed.