

## A Cautionary Tale

We all read about it in the newspapers or hear about it on television or even from those we know. It always seems to happen to people who should have known better. It's known as the Scam.

How often have we heard "If it sounds too good to be true it probably is"? As most investors are aware there is a relationship between the risk you are willing to assume and the potential reward. Those of us who make our living in the securities industry hear the horror stories all the time. Northeast Securities would like to take this opportunity to share with you what we have seen and heard so that you can protect yourself wherever your investments are held.

Currently the average treasury rate or return is about 6%. We have seen cases where clients have been induced to invest their money in "notes" of unfamiliar private companies that promise a high rate of return in a short period of time.\* Even highly sophisticated and experienced investors can fall prey to the lure of such an investment. If you are approached to make such an investment please take the time to investigate carefully. Have you heard of this company before? Is the rate of return much higher than the average investor is making? What is the risk involved and are you prepared to lose your entire investment? Always remember – be careful out there!

\* Northeast Securities does not sell any private notes nor does it allow its reps to sell any private notes.

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