

# Choice and Consequences

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# Jerome Mayne Bio

**Jerome Mayne** is an author and a keynote speaker. His presentations are delivered with wit and passion. His writings and keynotes involve his personal experiences on the serious topics on fraud, ethics and critical decision making.

Since his release from federal prison in 2001 he has devoted his life and career, speaking to groups ranging from professional associations to Fortune 500 companies. His focus is on behaviors and attitudes, and helping people make the right decisions when the right decisions aren't easy.

# Definition of Fraud

*A false representation of a matter of fact, whether by words or by conduct, by false or misleading allegations or by concealment of that which should have been disclosed that deceives and is intended to deceive another so that he shall act upon it to his legal injury.\**

\*Blacks Law Dictionary

# Fraud/Crime

- To be a crime, must fraud be both profitable AND successful?
  - Nope.
- Can conspiracy be only 2 people?
  - Conspiracy is an agreement by 2 or more people to commit a crime at some point in the future.
- Large majority of fraud losses are internal or external?
  - 80% of all fraud losses involve collaboration or collusion of industry insiders.

# The Crime

Knowingly assisted in a scheme to defraud

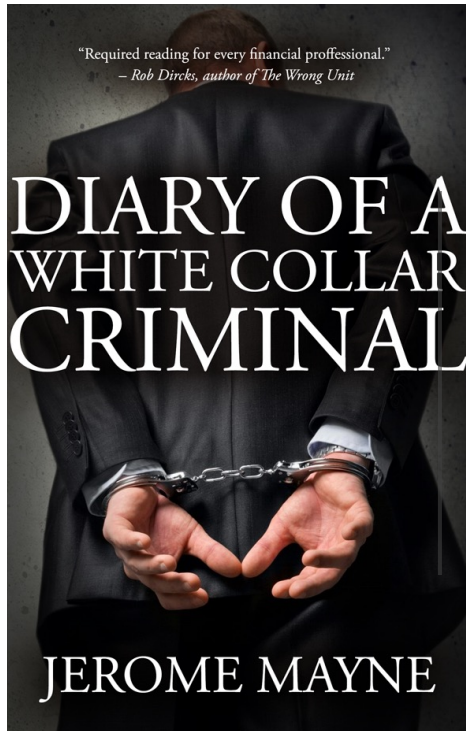
Conspiracy to commit mail fraud, wire fraud and money laundering

- Conspiracy - Agreement by two or more people to commit a crime at some point in the future
- Mail Fraud - Mailed or caused to be mailed, documents that contained false or misleading information
- Wire Fraud - Utilized the telephone, internet or fax to conduct fraudulent transactions
- Money Laundering - Surreptitiously received funds obtained from a fraudulent transaction

# Words of Wisdom

*"Rarely does your instinct  
tell you to do the wrong  
thing first."*

*"The appearance of  
impropriety is as bad as  
impropriety itself."*



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★★★★★ *"Required reading for every financial professional."*

Hank Shea - former federal prosecutor

Contact for live  
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# CHOICE AND CONSEQUENCES

## Summary

In the early 1990's, Jerome Mayne was respected in the financial community, successful, and the father of two young boys. By the late 1990's he was Federal Inmate Number 08657-041.

Jerome held a lower level finance position at Norwest Mortgage in St. Paul Minnesota. Over the course of several months, he made a series of horrible ethical decisions that perpetuated his involvement in a fraud scheme that was initiated by a group of 'investors'. For fear he was getting in too deep he broke ties with the group in late 1994. Concerned that he would get fired, he quit his job and set out on his own.

Over the course of the next four years Jerome built two highly ethical and principled corporations. He had 10 employees, and from good old-fashioned hard work, he was extremely successful and financially sound.

In December of 1998 federal prosecutors charged him with mail fraud, wire fraud and money laundering; charges that were tied to his involvement with the 'investors,' four years earlier.

Through his gripping presentation, Jerome tells the story of how his unethical decisions got him caught up in a fraud conspiracy. He articulates the story of his complete financial and psychological collapse, loss of freedom, and finally prison. He addresses the vulnerabilities that exist in the 'business as usual' culture in corporate America today.

In his Fraud and Consequences presentation you will understand:

- Where vulnerabilities lie
- How easy it is to join a conspiracy - even with no initial intention [SEP]
- That real con men are out there and how they *will* recruit you [SEP]
- The devastating effects fraud has on the victims, one's profession and ones family



## Outline (1 hour)

### Case Study - United States of America vs. Mayne

- 1) Felon
  - a) Background
    - i) Un-ethical justification
    - ii) Compounding involvement
- 2) Realities of Indictment and Pre-trial
  - a) Career
    - i) Reputation
    - ii) Respect
- 3) FBI Investigation
  - a) FBI Rights
    - i) Interviews
    - ii) Discovery
- 4) US Marshal and FBI
  - a) Processing
    - i) Fingerprinting
    - ii) Photography – mug shot
- 5) Federal Court
  - a) US Magistrate
    - i) Initial Plea
    - ii) Jail or Bail
- 6) Career After Indictment
  - a) Choices
    - i) Reality of “guilty until proven innocent”
    - ii) Stigma
- 7) Mental state of Mind
  - a) Medication or willpower
    - i) Self Esteem
    - ii) Anxiety Depression

- 8) Plea
  - a) Guilt or Innocence
    - i) Calculate children school years
  - b) Trial
    - i) Consideration of co-conspirators
  - c) Sentencing
    - i) Character letters
    - ii) Humility
  
- 9) Prison
  - a) Prepare
    - i) Pack
    - ii) Family considerations
    - iii) Financial matters
  
- 10) Inside
  - a) Realities of Prison
    - i) Loss of freedom
    - ii) Inmate community
    - iii) Tricks and traps
    - iv) Communication with outside
    - v) Marking time
  
- 11) Release
  - a) Transition
    - i) Society
    - ii) Probation
    - iii) Career choices
    - iv) Psychological state, stigma, respect