1 2 3 4 5 6 7 8 9 10	DAVID C. SHONKA Acting General Counsel SARAH SCHROEDER, Cal. Bar No. 221528 ROBERTA TONELLI, Cal. Bar No. 278738 EVAN ROSE, Cal. Bar No. 253478 Federal Trade Commission 901 Market Street, Suite 570 San Francisco, CA 94103 sschroeder@ftc.gov, rtonelli@ftc.gov, erose@ftc.go Tel: (415) 848-5100; Fax: (415) 848-5184 UNITED STATES DIS NORTHERN DISTRICT OAKLAND DE	STRICT COURT OF CALIFORNIA
12	EEDED ALTD ADE COMMISSION	Case No. 4:18-cv-00806-SBA
	FEDERAL TRADE COMMISSION,	Case No. 4:18-cv-00800-SBA
13	Plaintiff,	DECLARATION OF LIBERTY
14	vs.	HOLTON IN SUPPORT OF FEDERAL TRADE COMMISSION'S
15		MOTION FOR PRELIMINARY
16	AMERICAN FINANCIAL BENEFITS CENTER, a corporation, also d/b/a AFB and AF	INJUNCTION
	STUDENT SERVICES;	
17 18	AMERITECH FINANCIAL, a corporation;	
19	FINANCIAL EDUCATION BENEFITS CENTER, a corporation; and	
20		
21	BRANDON DEMOND FRERE, individually and as an officer of AMERICAN FINANCIAL	
22	BENEFITS CENTER, AMERITECH	
23	FINANCIAL, and FINANCIAL EDUCATION BENEFITS CENTER,	
24	Defendants.	
25		
26		
27		
-'		

DECLARATION OF LIBERTY HOLTON IN SUPPORT OF FEDERAL TRADE COMMISSION'S MOTION FOR PRELIMINARY INJUNCTION 4:18-CV-00806-SBA

4

15

DECLARATION OF LIBERTY HOLTON

- 1. My name is Liberty Holton. I am a paralegal specialist for the Federal Trade Commission. As an FTC paralegal, my duties include investigating persons or companies suspected of engaging in deceptive practices in violation of the Federal Trade Commission Act and other laws or rules enforced by the FTC. The following statements are within my personal knowledge and if called as a witness I could and would competently testify thereto.
- On February 6, 2017, the FTC's Bureau of Consumer Protection authorized me to tape record telephone conversations, preambles, and other messages during calls placed to or received from phone numbers associated with American Financial Benefits Center and related entities.
- 3. On March 2, 2017, I placed an undercover call to (888) 402-4006. This toll free number appeared on a student debt relief mailer. Attached hereto as Holton Attachment A is a true and correct copy of my March 2, 2017 undercover call recording to (888) 402-4006.
- 4. On April 25, 2017, For The Record, Inc., an independent court reporting company, provided a transcript of my March 2, 2017 undercover call. I reviewed the transcript for accuracy and attached hereto as Holton Attachment B is a true and correct transcript of my undercover call to (888) 402-4006.
- 5. The representative who answered my March 2, 2017 call to (888) 403-4006 told me he would email me information about the student debt relief company he worked for. I gave the representative my undercover email account. On March 2, 2017, I received an email at my undercover account from an Ameritech Financial email account. The email was titled "Student Loan Relief Info." Attached hereto as Holton Attachment C is a true and correct copy of the March 2, 2017 email I received from Ameritech Financial, with my undercover email address redacted.

	6.	I declare under per	nalty of perjury that the foregoing is true and correct.	Executed
on		May 17	, 2017, in Los Angeles, CA.	

Liberty Holton

Holton Declaration

Holton Attachment A is in physical form only, and maintained in the case file at the Clerk's office.

If you are a participant on this case, this Attachment will be served in physical form.

For information on retrieving this filing directly from the court, please see the court's main web site at http://www.cand.uscourts.gov under Frequently Asked Questions (FAQ).

This Attachment was not efiled for the following reason:

Non Graphical/Textual Computer File (audio, video, etc.) on CD or other media.

Holton Attachment B

1	C	FFICIAL TRANSCRIPT PROCEEDING
2		
		FEDERAL TRADE COMMISSION
3		
4		
5		
	MATTER NO.	1723027
6		
	TITLE	AMERICAN FINANCIAL BENEFITS CENTER
7		
	DATE	RECORDED: MARCH 2, 2017
8		TRANSCRIBED: APRIL 25, 2017
9	PAGES	1 THROUGH 25
LO		
L1		
L2	TELEPHONE CA	LL TO AMERICAN FINANCIAL BENEFITS CENTER
L3		WS710083
L4		
L5		
L6		
L7		
L8		
L9		
20		
21		
22		
23		
24		For The Record, Inc.
25	(301) 870-80	25 - www.ftrinc.net - (800) 921-5555

1		FEDERAL TRADE COM	MISSION	
2		INDEX		
3				
4	RECORDING:		PA	GE:
5	Telephone Call			4
6				
7				
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11				
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24				
25		For The Record,	Inc. (301) 870-	8025 - www.ftrinc.net -
26	(800) 921-5555			

```
1
                    FEDERAL TRADE COMMISSION
2
3
      In the Matter of:
                                  )
      American Financial Benefit ) Matter No. 1723027
4
5
      Services
6
      ----)
7
                                  March 2, 2017
8
9
10
               The following transcript was produced from a
11
      digital file provided to For The Record, Inc. on April
12
      6, 2017.
13
14
15
16
17
18
19
20
21
22
23
24
25
                      For The Record, Inc. (301) 870-8025 - www.ftrinc.net -
26
    (800) 921-5555
```

1	PROCEEDINGS	
2		
3	MS. HOLTON: My name is Liberty Holton. I	
4	am a paralegal specialist with the Federal Trade	
5	Commission in Los Angeles, California, and this is a	
6	taping session. Today is March 2nd, 2017, and the	
7	time is approximately 12:22 p.m. I am preparing to	
8	call American Benefits Center. The phone number I	
9	will be dialing is 1-888-402-4006.	
10		
11	TELEPHONE CALL FROM LIBERTY HOLTON	
12	RECORDING: This call may be recorded for	
13	quality and training purposes. Thank you for calling.	
14	To speak with an account specialist regarding an	
15	important notice you've received, please stay on the	
16	line. Thank you for your patience. The next	
17	available representative will be with you shortly.	
18	RECORDING: Hold for the next available	
19	agent.	
20	(On-hold music.)	
21	SHANE: Good afternoon. This is Shane. How	
22	can I help you?	
23	MS. HOLTON: Hi, Shane.	
24	SHANE: Mm-hmm.	
25	MS. HOLTON: I received a postcard in the For	
26	The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555	

```
mail, and I wanted to get more information on student
1
2
      loan payment reduction.
3
                SHANE: Sure, I can help you with that. Is
      there a reference number on there that you can read
4
      off for me, please?
5
6
               MS. HOLTON: Well, I don't have it with me.
7
      I'm currently at work.
8
                SHANE: Gotcha, okay. What is your first
9
      name, please?
10
               MS. HOLTON:
                SHANE: All right, and the spelling of your
11
12
      last name, please?
13
               MS. HOLTON:
                             [sic],
14
                SHANE: Okay. And you said
15
16
               MS. HOLTON: That's correct.
                SHANE: Okay. All right. And what -- what
17
18
      state are you in,
19
               MS. HOLTON: I'm sorry? Los Angeles.
                SHANE: What state are you in?
20
               MS. HOLTON: Oh, California. California.
21
                SHANE: California, gotcha, okay.
22
                Is that nice, California?
23
               MS. HOLTON: I'm sorry? Los Angeles,
24
```

25

26

California, sir.

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For The Record, Inc. (301) 870-8025 -

```
1
                SHANE: Los Angeles, okay. Well, we have
2
                        here, one in Van Nuys and then the
3
      other one -- anyhow, I'll just -- I'll jump right to
      it and let you know why you got the letter. So the
4
5
      reason you got the notification is because the federal
6
      loans that you have in your name may be eligible to
7
      take advantage of benefits that are being offered
8
      through the Department of Education for payment
9
      reduction and potential loan forgiveness. Okay?
10
                MS. HOLTON: Okay.
                        So, essentially, the repayment plans
11
12
      are designed to make your student loan debt more
13
      manageable by reducing your monthly payment. And what
      happens is after you make a series of what they call
14
      qualified minimum payments, okay, that's going to be
15
16
      decided by the Department of Education based on
17
      qualifiers.
                After making a series of qualified minimum
18
19
      payments for either 10 or 25 years, depending on the
      program you qualify for, any remaining balance is what
20
21
      may be eligible for forgiveness by the Department of
22
      Education, after you've satisfied those payments.
23
      Okay?
                MS. HOLTON: Okay.
24
25
                SHANE: So what we do -- the reason we sent
                                                                              For
```

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```
1 you the notification is because we work with our
2 clients directly, and we prepare the application for
```

- 3 them, we help them fill out all the federal
- documentation, and then, ultimately, we submit the
- 5 package to the Department of Education on your behalf.
- 6 Okay?
- 7 MS. HOLTON: Okay.
- 8 SHANE: So, essentially, just for the sake
- 9 of time, I'll just kind of cut right down to it. I
- 10 understand you're at work, so I don't want to suck up
- 11 too much of your time.
- MS. HOLTON: Thank you.
- 13 SHANE: I'll just ask you a few questions to
- 14 determine if you might qualify and figure out what
- benefits are available, and we can just kind of go
- 16 from there.
- MS. HOLTON: Sure.
- 18 SHANE: All right. So we have your home
- 19 address here of ?
- MS. HOLTON: No. It's
- 21 SHANE: Okay. Is one or two
- 22 words?
- MS. HOLTON: is one word.
- 24 SHANE: Okay. And you said the city was Los
- 25 Angeles, correct? For The Record, Inc. (301) 870-8025 -
- 26 www.ftrinc.net (800) 921-5555

1 MS. HOLTON: That's correct. 2 SHANE: Okay. We're in the same time zone. 3 We're in Sacramento. MS. HOLTON: I'm sorry? 4 5 SHANE: Not too far. I said same time. 6 We're in Sacramento. 7 MS. HOLTON: Oh, great. 8 SHANE: All right. And the phone number you're calling in on, is that the best number to reach 9 you at generally, or do you have another one you 10 11 prefer to put on file. 12 MS. HOLTON: It's -- what do you have on --13 that's showing there? 14 SHANE: 15 MS. HOLTON: That's correct. That's a good 16 number. 17 SHANE: Okay. Okay. All right, so (inaudible) do you have an idea of about how much you 18 19 owe in federal student loans exactly? MS. HOLTON: Let me see --20 21 SHANE: We have an estimate of about 42,000, 22 and I just wasn't sure if that was correct. 23 MS. HOLTON: It's -- around that area, yes. 24 SHANE: Okay. And what are your monthly For The Record, Inc. (301) 870-8025 25 payments currently?

26

- www.ftrinc.net - (800) 921-5555

```
1
                MS. HOLTON: Currently, I am paying about
 2
      350.
 3
                SHANE: Okay. And do you by chance know who
      your loan servicer is?
 4
 5
                MS. HOLTON: Yes, it's Navient.
 6
                SHANE: Okay. And as far as you're aware,
 7
      all of your loans are current, nothing is delinquent
8
      or in default, correct?
 9
                MS. HOLTON: That's correct.
10
                SHANE: Okay. All right, and then what is
      it that you do for a living? What's your occupation
11
12
      title?
13
                MS. HOLTON: Well, I work for a private
      company, entertainment, in marketing.
14
                SHANE: Is that your job title,
15
16
      entertainment and marketing?
17
                MS. HOLTON: Yes.
                SHANE: Okay. All right, and the name of
18
19
      the employer you work for?
                MS. HOLTON: I'm sorry?
20
21
                SHANE: The name of your employer?
22
                MS. HOLTON: Well, I -- I didn't want to
      disclose too much information until I get more info on
23
      -- regarding this company.
24
```

SHANE: Okay. Well, what would you -- what

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25

26

For

```
would you like to know? I apologize. I don't mean to
 1
 2
 3
                MS. HOLTON: Yeah.
                SHANE: -- I don't mean to sound short or
 4
 5
      anything like that. We're just exceptionally busy
 6
      here, and we have a very, very high volume of -- of
 7
      individuals that call in. So the process that we have
 8
      is very streamlined, and it's very -- it's very --
 9
                MS. HOLTON: Okay. Well, I'm trying to
10
      figure out --
                SHANE: -- strategic, so to speak, so if you
11
12
      need -- so if you need more time to -- to think about
13
      it or research the company, I'd be more than happy to
      send you an email with some (inaudible) links that we
14
15
      have to AFSLR, which is the Association for Student
16
      Loan Relief. It's an organization. It's a nonprofit
      organization that backs us up as far as what we do and
17
18
      who we are.
                You can read some articles in regards to one
19
      of our certified associations, actually a multitude of
20
21
      them. We're also recommended by the College Investor.
      If you've never heard of them, it's a publication that
22
      basically helps guide and direct college students or
23
      graduates in terms of how to get loan relief and
24
25
      things of that nature, basically educate people on
                                                                          For The
26
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```

```
1
      things they weren't educated about. So let's go that
 2
      route because at this point I just -- I don't want to
 3
      make anybody feel uncomfortable about anything that
      we're doing, and if you're not willing to divulge
 4
 5
      employment information, then you're definitely not
 6
      going to want to give me anything else regarding --
 7
                MS. HOLTON: Well, I -- I'm just checking to
 8
      see --
 9
                SHANE: -- figuring out whether we can help
10
      you or not, so --
11
                MS. HOLTON: Okay. Shane, what -- basically
12
      what I'm trying to get info on is what sort of program
13
      am I qualified for.
                SHANE: I'm sorry, your phone was a little
14
15
      muffled. Do you mind repeating that?
                MS. HOLTON: Oh, I'm sorry. What sort of
16
17
      program am I qualified for?
                SHANE: Well, essentially, that's why I'm
18
19
      going through the questionnaire that I am now, to
20
      figure that out.
                MS. HOLTON: Well, with the information that
21
      I gave you, the loan amount --
22
                SHANE: Well, I still need -- yeah, so
23
24
      there's a few other things that I still need in order
```

to figure out what you qualify for. These -- and mind

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25

26

For

- 1 you, these are not our programs, okay? These are
- federal programs, so there's a mandate that we have to
- follow in order to figure out what somebody qualifies
- 4 for.
- 5 So that's just -- that's unfortunately just
- 6 the way that it goes. So there's something called
- 7 family size that we need to discuss. We need to know
- 8 roughly what your income is, what your marital status
- 9 is, whether your spouse makes money, things of that
- 10 nature because these are all income-based repayment
- 11 programs.
- MS. HOLTON: Oh, okay.
- 13 SHANE: So they're offered through the
- 14 federal government, so that's -- that's how this
- works.
- MS. HOLTON: Okay.
- 17 SHANE: So we also have to make sure, you
- 18 know, of certain things. The reason we ask for
- 19 employment information is because depending on the
- 20 type of industry and the type of employment that you
- 21 have, you may qualify for additional benefits, all of
- 22 which, you know, I'm not just -- not just going to
- 23 throw numbers at you and -- and hope that you like
- 24 what -- what we have to say and build fluff. That's -
- 25 that's not what we're about. For The Record, Inc.
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```
1
                 So as I mentioned, you know, we -- we also
 2
      have a reputation to uphold as far as reliable
 3
      information being given.
 4
                MS. HOLTON: Okay.
 5
                 SHANE: So I'll tell you what, what's the
 6
      best email that you have, and I can go ahead and just
 7
      shoot you over some information, give you some
 8
      opportunity to do some research.
 9
                MS. HOLTON: Okay.
                 SHANE: And if you have any questions, write
10
11
      them down, and if you feel necessary, go ahead and
12
      give me a call back.
13
                MS. HOLTON: Okay.
14
                 SHANE: And I can be more than happy to go
15
      from there with you.
                MS. HOLTON: Okay. Oh, I -- oh, geez, I
16
      need to get the information soon so that I can talk to
17
      my husband in terms of what I can do with this loan.
18
19
      Okay.
                 SHANE: Okay, well, how about this, I'll
20
21
      tell you what. Because I have -- I have about seven
22
      other calls in my queue, and I apologize to rush you,
      but I just -- like I said, I got to kind of keep the
23
24
      ball rolling here. Do you have a pen and paper, I'll
      go ahead and give you my direct information and the
25
                                                                            For
```

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- 1 company's name, and you can go ahead and research us
- on your own at a later date and time.
- 3 MS. HOLTON: So if you were to -- okay. If
- 4 you need my company name, I -- I work for Paramount
- 5 Pictures. Does that help?
- 6 SHANE: Sure. That's fine. But -- but like
- 7 I said, I just go ahead and give you my
- 8 information.
- 9 MS. HOLTON: Sure.
- 10 SHANE: Give you an opportunity to speak
- 11 with your husband and do some research on the program.
- 12 We'll give you some links to government websites that
- you can go to and just build your knowledge a little
- 14 bit better, and that way I'll also give you an
- opportunity, if you have any questions later on, we
- 16 can address those at that time.
- MS. HOLTON: So I still have additional
- 18 questions, though.
- 19 SHANE: Mm-hmm, sure.
- 20 MS. HOLTON: Is this a government agency?
- 21 SHANE: No. No, absolutely not. We're a
- 22 standalone, third-party service, very much like the
- company that you make a payment to now, Navient.
- 24 They're not affiliated with the government or the
- 25 Department of Education either. As a matter of fact, For
- 26 The Record, Inc. (301) 870-8025 www.ftrinc.net (800) 921-5555

- they're a third-party, for-profit debt collector
- 2 that's been contracted by the Department of Ed to
- 3 retain payment from you.
- 4 So because how -- how this works, the reason
- 5 that loan servicers even exist is because there's not
- 6 enough financial resources within the federal
- 7 government to delegate to collect debt, so they hire
- 8 out these companies and pay them, you know, a service
- 9 fee for doing what they do.
- MS. HOLTON: Hmm.
- 11 SHANE: The service fee is essentially the
- 12 interest that you -- that you pay on your loan, goes
- 13 to Navient, and the remainder goes to the Department
- of Education towards your loans.
- 15 MS. HOLTON: Oh, okay. Well, geez. So --
- so currently I am paying around 350 for my loan
- 17 payment with Navient. Is there any way -- I mean, I'm
- 18 just kind of curious in terms of what my cost, if I
- 19 was to --
- 20 SHANE: Right, right. And that's -- that's
- 21 what I was getting into. The questions that I asked
- 22 you --
- MS. HOLTON: Oh, okay.
- 24 SHANE: -- are -- there's a strategy to it.
- MS. HOLTON: Oh, okay. For The Record, Inc.
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```
SHANE: So --
 1
 2
                MS. HOLTON: Oh, okay. Let's --
 3
                SHANE: -- (inaudible) -- so if there's --
      you know, if you're not comfortable divulging basic
 4
 5
      information, then there's no way we'll be able to
 6
      figure out --
 7
                MS. HOLTON: Well, I -- what sort of basic
 8
      information --
 9
                SHANE: -- what we can do for you?
                MS. HOLTON: -- what sort of basic
10
11
      information do you need? Let's -- let's get, you
12
      know...
13
                SHANE: Okay. Well, I need to have an idea
      of about what you and your husband make annually
14
      individually. So we'll start there.
15
                MS. HOLTON: Well, I make around -- sheesh,
16
      $110, okay, annually.
17
                SHANE: Yeah, annually?
18
19
                MS. HOLTON: Mm-hmm.
                SHANE: I'm -- I'm sorry, I didn't get that
20
21
      number for you.
22
                MS. HOLTON: Yes. Yes. 1 1 0. 110.
                SHANE: Gotcha. All right. And do you have
23
      an idea of about how much your husband makes annually?
24
25
                MS. HOLTON: My husband, I believe is maybe
                                                                             For
26
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```

```
around -- last time -- 80,000.
1
2
                SHANE: Okay. And -- and you guys obviously
3
      file your taxes jointly, correct, together?
                MS. HOLTON: Yes.
4
5
                SHANE: Okay. All righty. Well, I can tell
б
      you -- I can tell you right now that because you guys
7
      file your taxes jointly and your income is so
8
      significant, the -- this program is really not going
9
      to yield any sort of a benefit to you. The number I
      have here right now -- and remember, these programs
10
      are based on income, okay? So it has nothing to do
11
12
      with, you know, anything else aside from primarily
13
      income. So the number that is pulling up right now,
      just based on your income, not combined income, is a
14
      payment of 1,834.65, which provides zero benefit to
15
16
      you if you're already paying $350 a month.
17
                MS. HOLTON: Hmm.
                                   Wow.
                SHANE: So that -- yeah, so that -- that
18
19
      absolutely makes no sense. The only other way to --
      so there's one other option here, and even with this
20
21
      option being at its maximum potential, you're still
22
      looking at a payment of about $765 per month, so even
             So there's two primary -- three primary things
23
      that these programs go off of. One is your income,
24
25
      and the other is your type of employment, and then the
                                                                              For
26
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```

third is something called family size. 1 2 Now, family size, according to the 3 Department of Education, is very different than what the IRS considers family size, okay? So when you're 4 5 filing your taxes, your family size would pertain to 6 only your spouse and your dependents. Well, according 7 to the Department of Education, when they mean the 8 word family size, what they mean by that is anybody 9 that receives a form of help, aid, assistance, or support from you and/or who may be living with you in 10 11 addition to your dependents. Okay? 12 Now, the maximum number that the Department 13 of Education allows for any one single individual or a couple to state is the number 14. That's the highest 14 that they'll go. Or that's the highest that they'll 15 allow you to state that you help, okay? So just 16 running the numbers with a -- if you and your husband 17 were to file your taxes separately and we were just 18 19 going off of your \$110,000 annual income --20 MS. HOLTON: Mm-hmm. SHANE: -- with a family size of 14, you're 21 22 still looking at a payment of 775.64 per month. So in which case obviously provides no -- no financial 23 24 benefit or relief to you. So, you know, in that case, 25 this program would absolutely not be a good fit for For

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```
1
      you.
2
                MS. HOLTON: Great. Well, hmm.
3
                SHANE: So, quite honestly, your best would
      just be stay doing what you're doing. Well, here's --
4
5
      here's also the other downside, okay? Because you
6
      work -- because you don't work for a nonprofit or a
7
      publicly funded organization, okay, you wouldn't --
8
      you would qualify for a 25-year repayment program,
9
      okay? The program -- the payment program you're in
      right now, making a $350 payment on this $42,000 loan
10
11
      roughly, you're on a ten-year repayment term. So that
12
      would be the other downside.
13
                And it wouldn't make sense for us to put you
14
      in a program that extends out your loan term for 15
      additional years. That -- that in itself is not
15
      providing a benefit to our client. So that -- that in
16
17
      itself isn't -- isn't helping you in any way, shape,
      or form, aside from the amount of income that you
18
19
      make.
                So to be guite frank with you, I think that
20
21
      the situation you're in right now is probably going to
22
      be the best opportunity that you have for these loans.
                MS. HOLTON: Hmm, okay. Hmm. All right.
23
24
      Okay, Shane. I guess that's the best. I guess
25
      there's nothing else you guys can do for me, then.
                                                                           For
26
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```

```
Okay. Hmm. Well, thank you so much for your call.
 1
 2
                 SHANE: All right, well -- yeah, of course.
      You're very welcome. I apologize that we weren't able
 3
      to do more for you, but if you ever have any questions
 4
 5
      or comments, concerns about anything, you know, down
 6
      the road, please feel free to give us a call back.
 7
      We're always willing to help out in any way that we
 8
      can.
 9
                 If there's anyone else that you know that
      might be in a financially stressful situation and
10
11
      maybe not able to afford their payment, or maybe
12
      they're just out of school and kind of getting their
13
      feet wet with their new career or what have you, you
      know, we -- we would love the opportunity to try and
14
15
      help them out and to educate them and keep them out of
16
      hot water.
17
                MS. HOLTON: Mm-hmm, I see. Okay, you know,
      your postcard, when I saw it, which I left at home,
18
19
      there's a BBB-approved -- are you guys approved by
      BBB?
20
21
                 SHANE: No. Well, that's actually a really
      good question. I'm glad you asked because here's the
22
      thing. As of last July, we discontinued our
23
```

involvement with the Better Business Bureau.

MS. HOLTON: Hmm.

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24

25

26

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1
                 SHANE: Simply because -- and this is what
 2
      we found out through \operatorname{\mathsf{--}} and we were a long-time member
 3
      of the Better Business Bureau -- until they basically
       told us that they -- we -- we currently service over
 4
 5
       32,000 clients in the United States alone, okay, so
 6
      we're very widespread, service a very widespread
 7
      business. And we're very well known in the community
 8
      of document preparation and student aid relief and all
 9
       that kind of stuff.
10
                 The way that the Better Business Bureau
11
      works is, one, they're not one corporate entity, and
12
       they're individually -- it's a franchise. So it's
13
       individually ran by region and by area, okay? Well,
      the Better Business Bureau that we were registered
14
15
      with in our local area basically told us -- and this
       is the way that the BBB works -- is someone can have
16
      terrible service, they can provide horrible -- they
17
       can have horrible reviews and still be registered with
18
19
      an A-plus rating because they paid for one.
                 Now, that didn't match up with our business
20
21
      ethics, and we didn't feel comfortable paying more
      money to have an A-plus rating, because that's false.
22
      And we would rather let our clients and our service
23
      and our reputation serve best as far as how we perform
24
25
      and how people are satisfied with our business. So as
                                                                                For
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```

```
of last July, we discontinued our involvement with the
 1
 2
      Better Business Bureau for that reason, among other --
 3
      other reasons. Them telling us that unless we pay a
      higher fee amount, they're not going to give us a
 4
 5
      better rating is, I guess, to my knowledge,
 6
      technically extortion.
 7
                MS. HOLTON: Aah.
 8
                SHANE: So we -- we chose -- we chose to
      discontinue our service with them --
 9
10
                MS. HOLTON: Okay.
11
                SHANE: -- for that reason. On good terms,
12
      no hard feelings, just didn't agree with the way that
13
      they did business, so...
                MS. HOLTON: Okay. So, okay, now -- okay,
14
15
              Thank you for that info. When -- I -- can you
16
      still send me some info regarding your company by --
17
                SHANE: Yeah.
                MS. HOLTON: -- I can give you my email.
18
19
                SHANE: Sure. I would be more than happy
20
      to.
21
                MS. HOLTON: Thank you.
                SHANE: What's the best email for you?
22
                MS. HOLTON:
23
                             Is
24
                     @yahoo.com.
25
                SHANE: Okay. Yeah, I can go ahead and send
                                                                              For
26
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```

- 1 you some just basic information with some links to
- 2 TheCollegeInvestor.com, which is a online publication
- 3 that talks about student loan forgiveness and the
- 4 industry leaders and it talks a little bit about how,
- 5 you know, consolidating your student loans works and
- 6 how these programs work. I'll also send you a link in
- 7 there to -- we're accredited with the Association for
- 8 Student Loan Relief, which stands for -- the acronym
- 9 is AFSLR, and they are the leading association for
- 10 professionals associated with the sole purpose of
- 11 assisting Americans' burden with this type of -- this
- 12 type of debt. Okay?
- MS. HOLTON: Okay, okay.
- 14 SHANE: So I'll include that link in there
- and you can read up on them and all that kind of good
- 16 stuff, so --
- MS. HOLTON: Okay, thank you.
- 18 SHANE: -- but please, you know, like I said
- 19 -- what's that? I'm sorry.
- 20 MS. HOLTON: Thank you so much. And thank
- 21 you for -- for your time, Shane.
- 22 SHANE: You're very, very welcome. Sure,
- absolutely, not a problem at all.
- MS. HOLTON: Great. Thank you. I'll be
- 25 looking forward to your email. For The Record, Inc.
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```
SHANE: All right. Sounds good, ............
1
 2
                 MS. HOLTON: Okay. You, too.
 3
                 SHANE: Take care.
                 MS. HOLTON: You, too. Bye-bye.
 4
 5
                 SHANE: Bye-bye.
 6
                 (The call was concluded.)
 7
                 MS. HOLTON: This concludes the taping
8
      session.
9
                 (The recording was concluded.)
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25
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2	
3	
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21	DATE: 4/25/17
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23	
24	
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Holton Attachment C

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