

X-VirusChecked: Checked
X-Env-Sender: legal@gmac.com
X-Msg-Ref: server-7.tower-131.message-labs.com!1188918604!20533692!3
X-StarScan-Version: 5.5.12.14.2; banners=gmac.com,-,-
X-Originating-IP: [65.220.37.33]
Subject: [SPAM] FW: VERITAS FRAUDULENT CLAIM OF ASSOCIATION WITH GMAC(CS#:27014)
Date: Tue, 4 Sep 2007 11:10:05 -0400
X-MS-Has-Attach:
X-MS-TNEF-Correlator:
Thread-Topic: VERITAS FRAUDULENT CLAIM OF ASSOCIATION WITH GMAC(CS#:27014)
thread-index: AcfthSrt2vJvOnwhQD23wJjZYCeQdwBaVMigAAW2yPA=
From: "legal" <legal@gmac.com>
To: <lorraine.smith@mlic.net>
X-Spam: Statistical 63%

Lorraine Smith

Thank you for calling this matter to our attention. GMAC® has not worked with Veritas to develop any training curriculum.

This is my 2nd attempt to respond to your emails. The first response bounced.

Merrily

Merrily A. Wolf

Intellectual Property Administrator

Graduate Management Admission Council® (GMAC®)

Email: legal@gmac.com

URL: www.gmac.com & www.mba.com

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From: LORRAINE M. SMITH [<mailto:lorraine.smith@mlic.net>]

Sent: Sunday, September 02, 2007 1:17 PM

To: webmaster@gmac.com

Subject: VERITAS FRAUDULENT CLAIM OF ASSOCIATION WITH GMAC(CS#:27014)

I have not received a response to this inquiry yet. Please note that Veritas is advertising the following, and implying that it is charging \$450 for its course materials because it is developing them with your cooperation and association. This appears to be ~~fraudulent~~ claim because we cannot think of GMAC working with a test-preparation company in developing its course materials.

Please confirm in WRITING that the claim stated on Veritas Prep's website is not true so that we can pursue other actions. That GMAC has not responded in writing to this serious inquiry appears to be incredible and unprofessional. By not responding to our repeated written queries and by not taking action, GMAC may be complicit in this deception and fraud perpetrated by Veritas.

The following are the link and the claims:

The URL is as follows:

http://www.veritasprep.com/FAQ/GMATCourses/111,How_does_Veritas_Prep_compare_with_Manhattan_GMAT.html

CLAIMS:

Veritas works with the makers of the GMAT, the Graduate Management Admissions Council, **and updates its course materials four times per year. Not surprisingly, MGMA's course materials can be purchased for about \$150, while Veritas Prep's materials sell for \$450.**

At 03:19 PM 23/08/2007, you wrote:

Thank you for your inquiry. You will receive a response within 2 business days.

Customer Service Department

Graduate Management Admission Council®

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From: "Chad Troutwine" <chad@veritasprep.com>
To: "'LEGAL DEPARTMENT'" <legal@mlicinc.com>
Subject: RE: VERITAS DECEPTIONS REDUX
Date: Thu, 13 Sep 2007 10:21:09 -0700
X-Mailer: Microsoft Office Outlook 12.0
Thread-Index: Acf2Jy4LNh3As3QMQj27Q/GfuWAlgQAAQ+og
X-AntiAbuse: This header was added to track abuse, please include it with any abuse report
X-AntiAbuse: Primary Hostname - vps.veritasprep.com
X-AntiAbuse: Original Domain - mlicinc.com
X-AntiAbuse: Originator/Caller UID/GID - [47 12] / [47 12]
X-AntiAbuse: Sender Address Domain - veritasprep.com
X-Source:
X-Source-Args:
X-Source-Dir:
X-Nospam: None
Randal:

I agree with you, though it took weeks of negotiation with GMAC to get them to allow us to re-print questions in our lesson booklets. Nevertheless, I will make sure we change the language again to note the distinction.

The language I suggested to IT earlier today read:

Furthermore, Veritas Prep was the only test preparation company in the last two decades to be approved by the Graduate Management Admissions Council to use officially-released GMAT® questions in its lesson materials.

I will ask them to change it to the following:

Furthermore, Veritas Prep was the only test preparation company in the last two decades to use officially-released GMAT® questions in its actual lesson materials with written permission from the Graduate Management Admissions Council. Veritas Prep paid a fee use the materials and is not affiliated with, nor endorsed by, GMAC.

As always, I admire your attention to detail – it's important.

Chad

Chad Troutwine, JD/MBA

VERITAS PREP

Success Favors the Prepared

800.925.PREP (US)

310.456.8716 (International)

+44 207.099.2094 (UK)

+39 024.070.8084 (Italy)

www.veritasprep.com

From: LEGAL DEPARTMENT [mailto:legal@mlicinc.com]

Sent: Thursday, September 13, 2007 9:57 AM

To: Chad Troutwine

Subject: RE: VERITAS DECEPTIONS REDUX

Chad,

Thanks for your message. That you received permission to use the officially disclosed GMAT questions as part of the training cannot be passed off as 'approval to use the materials'. You know that in LSAT and in GMAT, words matter and 'permission to use materials for a fee' is not the same as 'approved by GMAC to use the officially released materials'.

Thanks for understanding our concerns.

Randal Nelson

At 12:24 PM 13/09/2007, you wrote:
Dear "Randal":

In 2002, Veritas was given explicit, written permission from the Graduate Management Admissions Council to pay for and use officially-released GMAT® questions *in its lesson materials*. GMAC informed us that the Veritas license was the only time GMAC had approved a vendor to use officially released GMAT® questions in its lesson booklets since the 1970s when Kaplan was granted the same privilege. The Kaplan license was subsequently abandoned, presumably due to the high cost.

We changed the language on our website in large part due to your last email. Thanks to this email, we will change the language again to further clarify things. We would not want anyone to visit our site and make the same mistake you did.

Finally, the next time you phone our offices you should identify yourself and ask to speak to me.

In appreciation of your efforts,

Chad

Chad Troutwine, JD/MBA

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www.veritasprep.com

From: LEGAL DEPARTMENT [<mailto:legal@mlicinc.com>]

Sent: Wednesday, September 12, 2007 7:26 PM

To: John Purcell

Cc: chad@veritasprep.com

Subject: Re: VERITAS DECEPTIONS REDUX

Importance: High

We can see that Veritas has taken down the fraudulent claim that it was making about 'working with GMAC'. Chad knew all along that his company was making blatantly fraudulent claims and it appears that you either totally believed your client when he lied to you or went along with the deception. Either way, it does not look professional or on the up and up. Now, we have noticed that Veritas has removed one fraudulent statement and substituted it with another:

Veritas site reads:

Veritas Prep updates its course materials four times per year. Furthermore, Veritas Prep was the only test preparation company in the last two decades to be approved to use officially released GMAT® questions.

This claim is silly and fraudulent. Veritas Prep is approved BY WHO or WHAT BODY? By the GMAC? All test-preparation companies are allowed to use retired GMAT questions, and GMAC does not OFFICIALLY APPROVE any test prep company to use its disclosed questions.

I am not sure that you are still working with Veritas on this matter but if you are, it is incumbent upon you to advise your client to cease and desist from making patently fraudulent claims on its web-site.

Chad is a JD from Missouri and it is not clear whether he has been admitted to the Bar in any state. If he is a member of a bar, it makes it even more serious crime to willfully commit fraud by making certifiably false claims. In colluding with your client, you may also be equally guilty of aiding and abetting this shenanigan.

We do not want to make a federal case out of this but would expect Veritas to be ethical in its marketing efforts. If not, we will pursue criminal and civil remedies to make Veritas behave responsibly in the market place.

Please look into this matter and advise your client to stop making fraudulent claims on a continual basis.

Randal Nelson