The Intersection of Dementia, Financial Decision Making and Financial Exploitation

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Recognition of Colleagues

Wayne State:

Lisa Ficker, Ph.D.

Evan Gross

Analise Rahman Filipiak

Rebecca Campbell

Elder Law of MI: Ron Tatro

APS in Michigan: Cynthia Fuller, Doug Williams, Lillie Dorsey,

Lisa Fisher, Terry Beurer, Marie Shipp

Aging Services: Richard Kline, Scott Wamsley

Attorneys: Howard Collens, Sandy Mall, Pat Simasko

Financial Planners: Sandy Adams, James Speir

Michigan CPA

Colleagues: Jeanne Teresi, Daniel Marson, Ben Mast, Brian

Yochim, Jenny Moye, Jeff Barth

Funders:

Department of Justice

State of Michigan

Michigan Health Endowment Fund

Retirement Research Foundation

Wayne State University

American House Foundation

Martha and Bob Sachs

THANKS GO MOST TO MY LATE WIFE AND COLLEAGUE DR. SUSAN MACNEILL (1963-2014)

Overview of Today's Presentation

- Cognitive decline and wealth loss
- Financial exploitation definition and current trends
- Intersection of financial decision making, dementia, exploitation
- New person centered scales and research findings
- Training and Implementation: www.olderadultnestegg.com



JANUARY 2017, NUMBER 17-1

COGNITIVE AGING AND THE CAPACITY TO MANAGE MONEY

By Anek Belbase and Geoffrey T. Sanzenbacher*

Vol. 17, No.1, pp. 1-6



Early Memory loss and Wealth loss

- Angrisani & Lee, 2019
- Health and Retirement study—longitudinal data

• Decrements in wealth linked to cognitive decline such that 10-15% decline equated to 15-18% wealth loss in 2 year period.

 61% of sample with decrements had cognitive decline but remained untreated/diagnosed

Financial Exploitation

 Includes some interaction between the older adult victim and another "trusted" person.



Financial Exploitation: What Is It

Six Domains*

*Conrad et al. (2010)

Theft and Scams

Has anyone misused your ATM or credit card?

Abuse of Trust

Has someone convinced you to turn the title of your home over to them?

Financial Entitlement

Has anyone felt entitled to use your money for themselves?

Coercion

Did anyone put pressure on you to get a reverse mortgage?

Signs of Possible Financial Exploitation

Has anyone been frequently asking you for money?

Money-Management Difficulties



Financial Exploitation: How Much Is There?

5.2% report victims of financial exploitation across previous 12 months*

- 60% misappropriation of money by family
- ADL deficits combined with non use of social services were related to FE



Consumer Finance Protection Bureau (CFPB) Suspicious Activity Reports (SARs) 2019

- Reports from Financial Institutions: Deposit Institutions (Banks, Credit Unions) and Money Services Businesses (e.g. Moneygram, Western Union)
- SAR reports quadrupled between 2013 (1300/month) and 2017 (5700/month)
- 2017 losses connected to SARs \$1.7 Billion in 2017
- 80% SARs loss to an older adult; Mean loss \$34,000; 7% \$100K+
- 69% 60yo+
- 56% 70yo+
- 33% 80yo+



Comparison of FE characteristics between MSB and DI Institutions

- Money Services Businesses (MSB)

- Deposit Institutions (DI)

- 69% Stranger Scams

- 27% Stranger Scams

- Romance, Relative in Need, Lottery

- 67% knew Suspect

- Overall: 51% Stranger; 36% Known person (70% family; 19% Fiduciary)
- Biggest losses—Fiduciary Average loss \$83,600



Financial Exploitation, Financial Capacity, and Alzheimer's Disease

Peter A. Lichtenberg Institute of Gerontology, Detroit, Michigan, and Wayne State University

Research in the past decade has documented that financial exploitation of older adults has become a major problem, and psychology is only recently increasing its presence in efforts to reduce exploitation. During the same time period, psychology has been a leader in setting best practices for the assessment of diminished capacity in older adults culminating in the 2008 American Bar Association Commission on Law and Aging and American Psychological Association (ABA/APA) joint publication on a handbook for psychologists. Assessment of financial decision-making capacity is often the cornerstone assessment needed in cases of financial exploitation. This article will examine the intersection of financial exploitation and decision-making capacity and introduce a new conceptual model and new tools for both the investigation and prevention of financial exploitation.



Groundbreaking Work Of Applebaum and Grisso 1988

- Originally for capacity for psychiatric treatment and guardianship, then health decisions
- Identify four aspects of decision making. Is the person *communicating*:
 - 1) Choice
 - 2) Understanding
 - 4) Appreciation
 - 4) Reasoning



Model:

Financial Decisional Abilities

Formed 3 New Scales:

Lichtenberg Financial Decision Making Rating Scale (LFDRS)

Lichtenberg Financial Decision Screening Scale (LFDSS)

LFDRS-I Family/Friends Informant Scale

https://olderadultnestegg.com

FDT, FVA, FFI



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A Person-Centered Approach to Financial Capacity Assessment: Preliminary Development of a New Rating Scale

PETER A. LICHTENBERG, PhD, ABPP, JONATHAN STOLTMAN, MA, and LISA J. FICKER, PhD

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MADELYN IRIS, PhD

CJE SeniorLife, Chicago, Illinois, USA

BENJAMIN MAST, PhD

University of Louisville, Louisville, Kentucky, USA



Expert Panelists

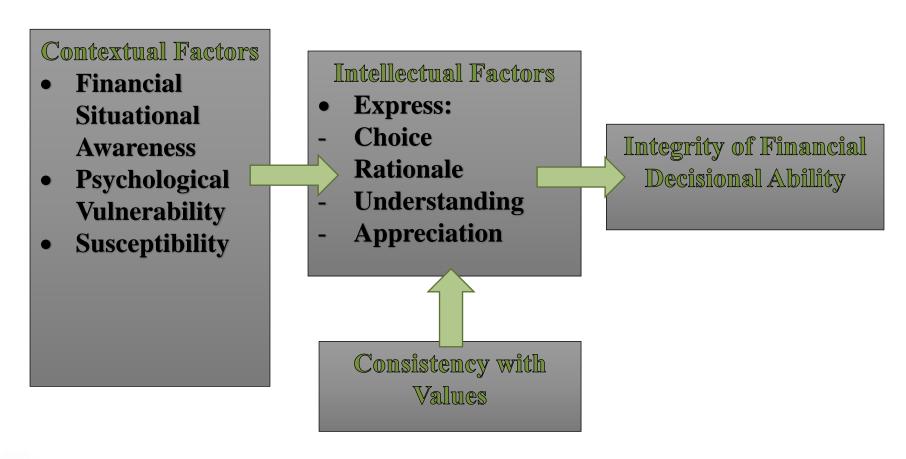
- Using the Concept Mapping Model (Conrad et al., 2010) we then assembled two groups of experts:
- 6 were engaged in financial-capacity work across the nation and
- 14 were local and worked directly, on a daily basis, with older adults making sentinel financial decisions and transactions
- 4 phone conferences held total (2 per group)

How the scales were shaped by the panels

- Originally 28 open-ended stems were proposed as potential questions.
- Based on their extensive feedback, a broader set of questions (66 in total) was created for LFDRS, 10 items selected for the Lichtenberg Financial Decision Screening Scale (LFDSS)
- Later developed 34 item scale (Financial Vulnerability Assessment or FVA on our website)
- It was further agreed that a multiple-choice format would be used for questions



Conceptual Model for LFDRS





Using Person-Centered Principles for Financial Decision Making Capacity

- Mast (2011) Whole Person Dementia Assessment approach—integrates person-centered ideas with standardized assessment
 - Context Matters
 - Voice of Older Adult is Critical
 - Real life decisions vs Vignettes





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Financial decision-making abilities and financial exploitation in older African Americans: Preliminary validity evidence for the Lichtenberg Financial Decision Rating Scale (LFDRS)

Peter A. Lichtenberg PhD, ABPP, Lisa J. Ficker PhD & Annalise Rahman-Filipiak MA

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Financial Exploitation, Financial Capacity, and Alzheimer's Disease

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Clinical Gerontologist



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Quantifying Risk of Financial Incapacity and Financial Exploitation in Community-dwelling Older Adults: Utility of a Scoring System for the Lichtenberg Financial Decision-making Rating Scale

Peter A. Lichtenberg, Evan Gross & Lisa J. Ficker



Clinical Gerontologist



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A Short Form of the Lichtenberg Financial Decision Rating Scale

Peter A. Lichtenberg, Evan Gross & Rebecca Campbell



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Taylor & Francis Gro

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Conceptual and Empirical Approaches to Financial Decision-making by Older Adults: Results from a Financial Decision-making Rating Scale

Peter A. Lichtenberg, Katja Ocepek-Welikson, Lisa J Ficker, Evan Gross, Analise Rahman-Filipiak & Jeanne A. Teresi

Summary of our Research on the LFDRS

- Community based samples with data collected by me and my research team
- Psychometric expertise and independent analyses by Dr. Jeanne Teresi and her colleagues
- Examined reliability (inter-rater, internal consistency)
- Examined whether conceptual model was empirically supported
- Examined validity—convergent, and whether the scale classified decisional deficits and financial exploitation at accurate levels
- Demonstrated intersection of cognitive decline, reduced decision making and financial exploitation
- Just finished collecting a new sample to cross validate findings and expand

Key Question in Elder Justice: Integrity of Financial Judgment

oBoth under and over-protection of older adults can lead to damaging consequences. Under protection for older adults can lead to gross financial exploitation. Moreover, the dilemma is that over protection can be equally as costly. Many older adults have very strong needs for autonomy and control.

Promoting Autonomy in Financial Decision Making in People with Cognitive Impairment

- 84 year old man suffered injury and in rehab—wants to change POA
- 82 year old woman misdiagnosed with AD and wants to fight conservatorship
- 87 year old man with MCI challenges Conservatorship and Guardianship application
- 90 year old man with mild stage dementia makes will change to benefit his only daughter

Lichtenberg Financial Decision Screening Scale (LFDSS): Aka— "Tracker"

Foundational to the Rating Scale

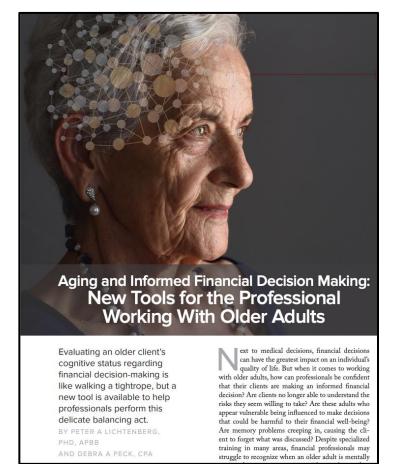
www.OlderAdultNestEgg.com

Financial Decision Tracker 10 Questions

@ Peter A. Lichtenberg, Ph. D., ABPP, 2014

DATE	Instruction Reminders Choose one decision or a Read question aloud to a Narrow answer to a single	fient and have client reply	Check box for client response on left, your response on right Look for mismatch of client worker response			
CLIENT	WORKER	R CLIENT		WORKER		
 What financial decision are y 	ou making or have made?	5. How will this decision impact you now and over time?				
Giving a gift or loan (paying bills or tuition for grandchild, purchase of home for son) Major purchase or sale for self (home, car, renovations, services, invest in LTC or NH)		Improve financial position No impact Negative impact/debt Don't know/inaccurate				
Investment planning (reti portfolio balancing)	rement, insurance,	6. How much risk is there to your financial well-being?				
Estate planning (Will, beneficiary, DPOA,		Low risk or none □ Moderate risk □ High risk □				
☐ Turn over bill paying to someone else·····		Don't know/ir	naccurate · · · · · · · · · · · · · · · · · · ·			
Scam, Fraud, Theft (susp	sected) · · · · · ·	7 How may some	one else be negatively affected	12		
☐ Other:			e negatively affected			
Don't know or inaccurate -			bers (who and why?)			
2 Was this your idea or did so:	moone current it or	Someone ets	e (who and why?)	🗖		
Was this your idea or did someone suggest it or accompany you?		Charity (which	ch and why?)			
My idea			naccurate			
Someone else suggested/o		Blille basefts as	ost from this financial decision			
Don't know/inaccurate			ost from this financial decision			
_						
3. What is the purpose of your decision?						
	Benefit self (meet a need, peace of mind)					
	Benefit family (whom?)		nization			
	Benefit friends (whom?)		naccurate			
 Benefit organization/charity 		9 Does this decisi	on change previous planned g	iffs or		
 Please or satisfy someone 			ily, friends, or organizations?	ino oi		
Don't know/inaccurate ·····						
4. What is your primary financia	al const?		d why?)			
	_	☐ Don't know/ir	naccurate ·····			
Earn money (or retain value of investment)		10.To what extent did you talk with anyone regarding this decision?				
Reduce debt		Not at all				
Affordability of item(s) or service(s)		Mentioned it (to whom?) ····				
		Discussed in depth (with whom?)				
Allow someone else to acc finances or accounts (how)	7)	☐ Dan't know/ir	naccurate	_		
Gift someone or a charity		Financial Decission Trac		If unsure how to rate		
Lifestyle (no \$\$ goal; mee	t a need/desire)		iome Concerns No Concern	answers, refer		
Other (describe)		Case Outcome Mous forward with dec	ision Do NOT move forward	of instructions		
Don't know/inaccurate ·····		INDVE IDINGIU WILLIGE	JOHOT IIIO			





GERONTOLOGICAL

Innovation in Aging
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Original Research Article

Reliability and Validity of the Lichtenberg Financial Decision Screening Scale

Peter A. Lichtenberg, PhD, ABPP,^{1,*} Jeanne A. Teresi, EdD, PhD²⁻⁴ Katja Ocepek-Welikson, MPhil³, Joseph P. Eimicke, MS^{3,4}



Journal of Elder Abuse & Neglect



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Cross-validation of the screening scale in an adult protective services sample

Rebecca J. Campbell, Evan Gross & Peter A. Lichtenberg



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Item response theory analysis of the Lichtenberg Financial Decision Screening Scale

Jeanne A. Teresi, Katja Ocepek-Welikson & Peter A. Lichtenberg



Journal of Elder Abuse & Neglect



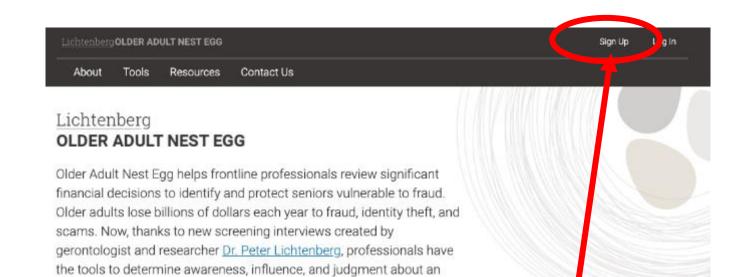
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Assessment of financial decision making: an informant scale

Rebecca C. Campbell, Peter A. Lichtenberg, Latoya N. Hall, Jeanne A. Teresi & Katja Ocepek-Welikson

10 Questions from LFDSS

- 1. What is the financial decision you are making? Choice
- 2. Was this your idea or did someone suggest it or accompany you? Autonomy
- 3. What is the purpose of you decision? Rationale
- 4. What is the primary financial goal? Understanding
- 5. How will this decision impact you now and over time? Understanding
- 6. How much risk is involved? **Appreciation**
- 7. How may someone else be negatively affected? **Appreciation**
- 8. Who benefits most from this financial decision? **Understanding**
- 9. Does this decision change previous planned gifts or bequests to family, friends, or organizations? **Appreciation**
- 10. To what extent did you talk with anyone regarding this decision? Autonomy



HARD TRUTHS

One out of every 20 older adults in the U.S. is a victim of financial exploitation, losing an average of \$80,000 to \$186,000.

older client's recent financial decisions.

Nearly half of these crimes are committed by someone the older adult knows and trusts, like a relative or caregiver.

Nest Egg Tools

An 82-year-old man with undiagnosed vascular dementia gets caught up in the "grandparent scam," in whi someone purporting to be a grandchild asks for morely to get themselves out of legal trouble overseas. Over the course of one week, the man wires money from his bank account and loses \$100,000.



FINANCIAL DECISION TRACKER



FINANCIAL VULNERABILITY ASSESSMENT



FAMILY & FRIENDS ERVIEW



OlderAdultNestEgg.com

Create a user account and select profession from drop down

Get Certified

Scroll to bottom of home page and click "Start Training" to use the Interviews -

OR

Select Tools at top menu A new sub menu will appear. Click "Training & Education" then select "Start training" below

OlderAdultNestEgg.com



FINANCIAL DECISION

This brief 10-item interview examines a specific financial decision made by an older adult to assess his or her financial judgment, vulnerability to theft and scams, and whether financial predation may have taken place.

For professionals who often made with older and the making engalisms framewal temporary maketing attentions, flowered justimes, parkers, annotations trades, annotation agents, accountants, fave and comment of Vision, and Adam Profession Continue cases accounts.

> More about the Financial Decision Tracker



FINANCIAL VULNERABILITY

The Financial Vuinerability
Assessment is an in-depth interview
to determine the factors involved in an
older adult's financial decisions. This
includes an assessment of cognitive
impairment, situations awareness
and undue influence and their impact
on financial decision making.

For mental lensify professionals who are well-toward in administrance associated lens, in as many populations of the populations, physicians, the options controlled, review professional and control from the form

More about the

Financial Vuinerability Assessment



FAMILY & FRIEND

The Family & Friends Interview asks a series of questions to the trusted relative or friend of an older adult to better understand one of the older adult's recent financial decisions. The Interview provides a complementary perspective on the decision and is best used in combination with the Financial Decision Tracker or the Financial Vulnerability Assessment.

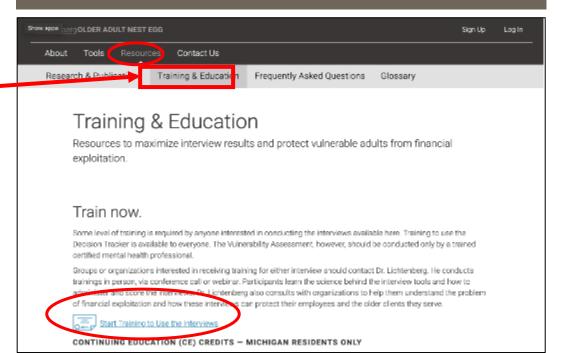
information stock an either situit's financial decision from atreated mixture or friend.

> More about the Family & Friends Interview



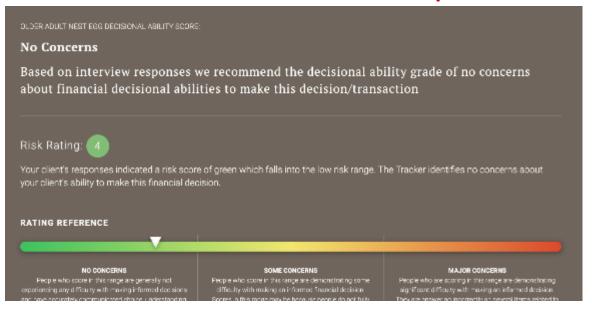
Start Training to Use the Intervie

Certification is simple and strain inforward. Our convenient online training shows you how to administer the assessment of achieve accuracy and reliability. Training to become certified to use the usersion inacker and the Family & Friends Interview is available to all professionals. Training and certification to use the Vulnerability Assessment, however, should be completed only by a mental health professional.



REPORTING

RISK SCORE for each interview completed



Your Account keeps an archive of your interviews

(by client ID, interview date and type)

FILTER BY:

Interviews

INTERVIEW ID:

Search:			Deletion Requested	SEARCH	
0001011			Deletion requested	земион	
Interview ID	Date Entered	Survey Name	Client ID	Interviewer	Action
FDT-001-042-023-044	10/28/17, 6:53 PM	Financial Decision Tracker	23 (Age. 87, Fernale, White non-Hispanic)	Elizabeth Zeldes	View
FDT-001-025-026-047	11/9/17, 6:03 PM	Financial Decision Tracker	26 (Age: 76, Fernale, White non-Hispanic)	Daniel Neunaber	View
FDT-001-067-031-055	11/16/17,4:10 PM	Financial Decision Tracker	31 (Age: 84, Male, White non Hispanie)	Sheri Samotin	View
FDT 001 060 033 057	12/13/17, 6:24 AM	Financial Decision Tracker	33 (Age: 65, Fernale, Other)	Alfie Obiets	View
FDT-001-065-040-067	2/5/18, 7:51 PM	Financial Decision Tracker	40 (Age 85, Ferrale, White non-Hispanic)	Debbie Booth	View
FDT-001-068-041-068	2/14/18, 4:37 PM	Financial Decision Tracker	41 (Age. 80, Ferrale, White non-Hispanic)	Leslie Evertson	View
FDT-001-070-043-070	2/15/18, 5:05 PM	Financial Decision Tracker	43 (Age. 94, Fernale, White non-Hispanic)	Jessica Gregg	View
FDT-001-085-056-092	5/14/18, 11:23 PM	Financial Decision Tracker	56 (Age: 73, Male, White non-Hispanie)	Mike Mackie	View
FDT-001-073-066-112	6/3/18, 5:17 PM	Financial Decision Tracker	66 (Age: 80, Fernale, White non Hispanie)	Jennifer Grumlish	View
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Next Steps & Resource recommendation for each interview



Next Steps for No Concerns

RECOMMENDED ACTIONS

Allow the completion of the financial transaction related to this decision.

- The financial decision has been made with awareness, integrity and autonomy, at this time.
- 2. Structions and influence can abance. The the Teacher on a future decision if you have recent to be concerned

RESOURCES

Administration on Aging

https://www.acl.gov/index.php/about-acl/administration-aging

National Adult Protective Services

Contact to find out your nearest state chapter to report suspected abuse or exploitation.

http://www.napsa-now.org/get-help/how-aps-helps/

Adult Protective Services of Michigan

1-855-444-3911

Alzheimer's Association

Guidance, education and tools about cognitive assessments and how to

AARP

http://www.aarp.org

American Psychological Association

Office on Aging

http://www.apa.org/pi/aging

Consumer Financial Protection Bureau

For complaints against lenders or financial products and services http://www.consumerfinance.gov/complaint

Federal Trade Commission (To Report Identity Theft)

http://www.consumer.ftc.gov/articles/0277-create-identity-theft-report

Each interview can be retrieved on screen and downloaded as pdf



Responses

Q1 What financial decision are you making or have made?

Investment planning (retirement, insurance, portfolio balancing)

Do you agree with the respondent's answer

res

Was this your idea or did someone else suggest it or accompany you?

Your idea

Do you agree with the respondent's answer

Yes

Q3 What is the primary purpose of this decision?

Benefit family (who?) - changing beneficiary from husband (died) to remaining sister and nieces and nephew

Do you agree with the respondent's answer

Yes

Wealth Accumulation and Loss in Later Life Early cognitive Transitions (WALLET)



INSTITUTE OF GERONTOLOGY

Participants will be compensated

All financial records will be de-identified and information kept confidential

interviews can will take place. reacyour nome (e.g., pravate) room in public library) or at the Institute of Garontology at 87 E. Ferry St. Detroit, MI 48202



Peter Lichtenberg, PhD Principle Investigator and Director of the Institute of Gerontology, Wayne State University

A Study of Memory Change and Money Management

Because the links between early memory loss and a decline in wealth are on the rise, the WSU Institute of Gerontology is seeking to interview older adults aged 60+ who have received a diagnosis of Mild Cognitive Impairment or believe their memory to be declining.

The interview will examine financial decision making and financial management as well as completion of cognitive tests and other measures. A review of financial records from a primary checking account. and credit card account will be included. We anticipate the interview to take two hours and will be scheduled at your convenience.



f Interested, contact Vanessa Rorai, MSW at 313-664-2604 or vrorai@wayne.edu

WAYNE STATE UNIVERSITY www.iog.wayne.edu

Study to learn about how wealth dissipates in early stages of later life cognitive impairment



WALLET Study Details

- Individuals with Mild Cognitive Impairment or Perceived Memory Impairment (self-report) over age 60
- Interview and Retrospective look at 12 months of bank account records
- Goal: New scale for "real world" Financial Mismanagement
- Contact: p.Lichtenberg@wayne.edu or 313-664-2633



Takeaway messages

- Experience with finances protects financial management skills in aging
- Cognitive decline is associated with wealth decrements before diagnosis
- Financial decision making is often a key element to important financial transactions
- Cognition, financial management, financial decision-making all play a key role in financial exploitation
- Online narrated training and Empirically validated clinical tools to assess informed financial decision making are available at no charge on www.olderadultnestegg.com
- WALLET study is next tool to create