# LYING THROUGH THEIR TEETH

Identifying translator scams



## UNITED BANK AFRICA





## **OVERVIEW**

- Statistics
- Freelancers
  - Identifying scammers
  - Tactics scammers use
  - Ensuring you don't fall prey

- LSPs
  - Tactics scammers use
  - Identifying scammers
  - Ensuring you don't fall prey
- Fighting Back
- Samples



## STATISTICS

- September 11, 2015: 3,822 scammers using 10,024 different e-mail addresses
  - Translator Scammers Directory

- 2014 LSP Survey by J.R. Dias 315 respondents
- 86% knew of the distribution of fake CVs, 14% were not aware a CV scam existed
- Reporting fake CVs: 18% yes, 32% sometimes, 50% of respondents never reported the receipt of a fake CV



## FOR THE FREELANCER – IDENTIFYING

- Posing as an agency, using public domain
- Mismatching name and e-mail username
- Different "Reply-to" than "From" line
- Originally sent to "Bcc"
- CV Marketers or promoters

- "Independent Project Manager"
- Falsely identifying source of contact information
- Use of improper grammar
- Requesting Language Pair Information
- Lack of multiple means of contact
- Lack addressing the recipient directly
- No project specifications



# FOR THE FREELANCER – TACTICS USED

#### Relating to practices

- No payment
- Overpayment (more elaborate)

### Other scams to be cognizant of

- CV Theft
- Request proof of Identification



## FOR THE FREELANCER

#### Ensuring you don't fall prey

- Verify the IP Address
- Responding to a suspected scammer
  - "I don't believe I've ever heard from your company before -- did someone refer you to me?"
- Check http://translationethics.blogspot.se/p/blog -page.html
- Check http://www.translatorscammers.com/

#### Ensuring you don't get confused for a scammer

- No grammatical or typographical errors
- Consistent contact information on Networking and websites
- Post CV in secured PDF format



## FOR LANGUAGE SERVICE PROVIDERS - TACTICS

- Deliver nothing
- Deliver poor quality
- Modify contact information on CVs of qualified, legitimate translators
- Offer bottom-of-the-barrel rates

- Unsuspecting PMs verify credentials on the legitimate translator's profile or website and use the contact information on the fraudulent CV.
- The scammer accepts the project, runs it through a public Machine Translator to translate it without post-editing.
- The scammer is paid for invoiced work and disappears before his fraud is revealed.



# FOR THE LSP - IDENTIFYING

- To and From language pairs
- Language pairs that do not match their geographic location
  - (don't buy English to Norwegian from Bangladesh)
- Missing contact information / e-mail only
- Incorrect spelling / grammar / language register

- Check document properties and make sure names match
- Look for consistent contact information
  - Translator's Café
  - Proz
  - ATA Directory
  - Regional Chapter Directory
  - Personal website



## FOR THE LSP

#### Ensuring you don't fall prey

- Verify the IP Address
- Contact the translator you would like to work with via contact information from a different source.
- Responding to a suspected scammer
  - "I received your CV and I'm wondering if you're available to…"
- Check http://www.translatorscammers.com/

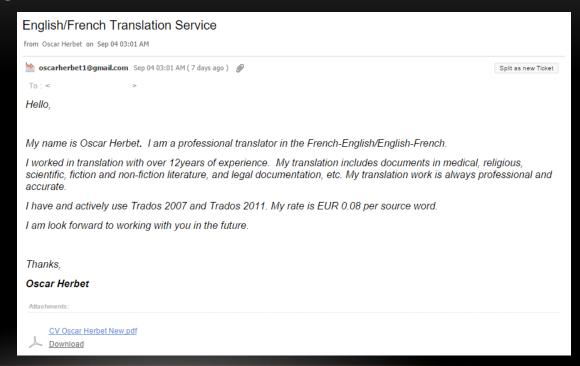
#### Ensuring you don't get confused for a scammer

- No grammatical or typographical errors
- Contact individual translators directly and no mass Bcc e-mails
- Project specifics subject matter and language pairs match the abilities of the provider.



## FIGHTING BACK

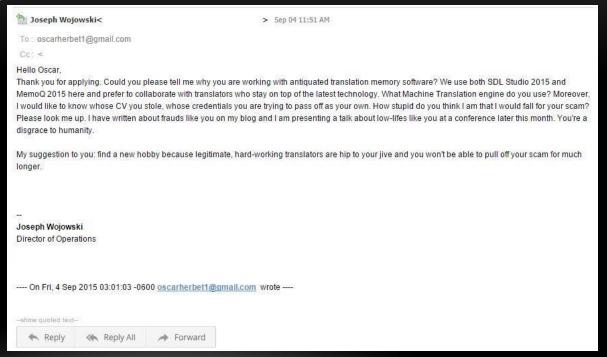
Reply to their e-mails





## FIGHTING BACK

Reply to their e-mails





## FIGHTING BACK

- Get pro-active: flood the scammers' inboxes
  - http://www.translator-scammers.com/translator-scammers-fightback.htm
- Share the email and fraudulent CV on social media no need to redact, they are crooks.
- Forward the fraudulent email and CV to translator.scammers@gmail.com or mail@translator-scammers.com



## Samples

# FREELANCE TRANSLATOR SCAMMERS



#### Alberto Jones

Public domain e-mail address

Lack of direct address to the recipient

No project specifications

Language Pairs

Errant grammar

IP Address: 209.85.218.68

**Mountain View, CA – Google** 

#### Translator Needed

From fadds139@gmail.com>

To Joseph Wojowski>

Hello,

My name is Alberto, I got your contact from online forum on google that you could help me translate an article. But I'm not sure what your language combination was perhaps you could state it for me.

I hope to hear back from you Asap!! Wish you have a nice day. Alberto Jones.



#### Mark Edels

Only one method of contact

Bcc

From address vs. Reply-to address

Public Domain in Reply-to

IP Address: 173.201.193.184

Scottsdale, AZ – GoDaddy.com

Language Pairs

Errant grammar

http://www.comfortinghome.com/

#### **Excellent Translator**

From szayas@comfortinghome.com >

To Undisclosed recipients:;

Reply-To mark.edels@yahoo.com>

Good Day

My Name is Mark from Kansas, I come across your translation advert on online forum that you are an excellent translator, I guess you would have worker for them. I will like you to translate an article for me, but first i need to know your language combination because it was not stated. I will be very happy if you can reply my e mail ASAP.

Thank You

Mark



#### Jimmy Mapp

Errant spelling / grammar

Bcc

Undisclosed source of contact information

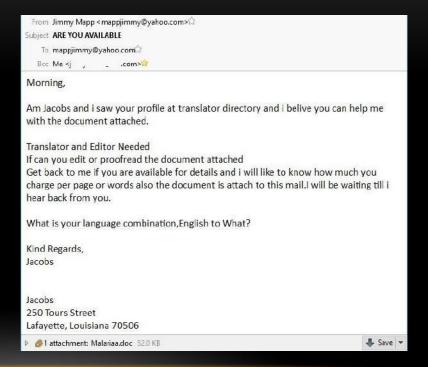
Unknown language pairs

"Translator and Editor Needed"

"If can you edit or proofread..."

Mismatched name and username

Public domain





### Samples

# LANGUAGE SERVICE PROVIDER SCAMMERS



#### Zahrawi

Bottom-of-the-barrel rate

Translator in Morocco for SWE>ENG

Improper spelling / grammar





#### Allen

Superfluous fluff

Bi-directional translation services

**Errant grammar** 

No last name

Verified scammer from http://www.translator-scammers.com/ From Allen <br/>
<br/>beijingparam3@hotmail.com>\(\hat{\parallel}\)

Subject: German and English into Asian language service provider

To supporting

Dear support,

I know it must be dull and uninteresting to review these self-introductions from freelance translators. Thus please just take reading my email as a rest to relax as I am sure you will be at ease to work with me who has more than 10 years' experience in dealing with DEU/ENG<>CHN translation in Law, Business, Engineering, Patent, and Education areas. And I have translated websites, books, user manuals, legal documents and so on with high quality.

My daily output is 2500 Words. if you have such translation request pls contact me freely.

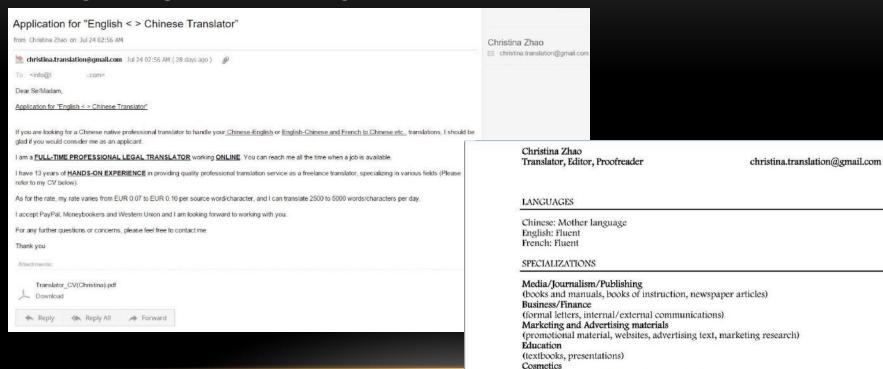
I am really pleased to work with you soon.

Yours sincerely,

Allen



## CHRISTINA ZHAO



(instructions, descriptions, marketing and sales)

Music
(education/pedagogy, musician biographies, CD)



## CHRISTINA ZHAO

Christina Zhao

Translator, Editor, Proofreader

christina.translation@gmail.com

LANGUAGES

Chinese: Mother language

English: Fluent French: Fluent

**SPECIALIZATIONS** 

Media/Journalism/Publishing

(books and manuals, books of instruction, newspaper articles)

Business/Finance

(formal letters, internal/external communications)

Marketing and Advertising materials

(promotional material, websites, advertising text, marketing research)

Education

(textbooks, presentations)

Cosmetics

(instructions, descriptions, marketing and sales)

Music

(education/pedagogy, musician biographies, CD)

Translator, Editor, Proofreader

LANGUAGES

Native language - Chinese French/English => Chinese translator

SPECIALIZATIONS

Business/Finance

(Insurance, formal letters, internal/external communications)

Marketing and Advertising materials

(Tourism, promotional material, websites, advertising text, marketing research)

Media/Journalism/Publishing

(books and manuals, books of instruction, newspaper articles)

Education

(textbooks, presentations)

Cosmetics

(instructions, descriptions, marketing and sales)

Ausic

(education/pedagogy, musician biographies, CD)



## LILIANA SILVA

#### Lilian Isabel Silva

Address: Av. Santa Maria, n.º 15, 4º D, 2830-007, Barreiro Portugal

Language: English - Portuguese

E-mail: silvarew@gmail.com

#### **Professional Experience**

Currently: Freelance Translator

1999 2002- Fundação Luso-Brasileira para o Desenvolvimento dos Países de Língua Portuguesa.

Assistant to the Director.

1989-1998 - Connections International Services

Partner – In addition to translation works on different fields I was also responsible for quality control, as well as coordination of the team of translators.

1986-1989 - Unique Language Center

Translator and Coordinator of the Translation Department – Responsible for setting up the department, coordination of the translators and interface with clients.

1983-1986 - Unique Language Center





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Teacher of Portuguese for Foreigners - In-house classes for senior executives of multinational companies

English Teacher - In-house classes for Brazilian executives

1981-1983 - Associação Alumni

Teacher of Portuguese for Foreigners - In-house classes for senior executives of multinational companies

Alamer

1600-675 Lisbon Portugal

e-mail:

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## RESOURCES AND REFERENCES

- http://atanet.org/business\_practices/bp \_listserv.php
- http://www.translator-scammers.com/
- http://www.paymentpractices.net/
- http://translationethics.blogspot.se/p/bl og-page.html
- http://www.jrdias.com/PDF/JRD\_The\_T ranslator\_Scammers\_Plague\_Survey\_ Report.pdf

- Twitter: @tsdirectory
- http://www.proz.com/about/translatorscam-alerts/
- https://www.linkedin.com/grps/Translati on-agencies-business-practices-1536857/about
- https://www.linkedin.com/groups/Unac ceptable-Translation-Rates-Naming-Shaming-3415770/about



# THANK YOU

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- Translation Technology Blog: josephwojowski.wordpress.com
- Twitter: @ferluc666

