

Imitator



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Prologue – The Lie You Tell Yourself

This is your life, and it's built on lies. Lies at work, lies at home, lies in bed. Everyone lies, everyone cheats, everyone acts as if they're already somebody else. You're not you. You're the mask you wear so people don't see how small you are. This is your life, and it's stitched together with fraud.

Every text message, every handshake, every "I'm fine" is a lie wrapped in a smile. You think you're honest? You lie every day; because the truth doesn't get you promoted, doesn't get you laid, doesn't get you invited back. The truth leaves you broke and alone. Lying is survival. And survival is all you've ever been good at.

Nobody likes a liar. In America, on a daily occurrence, there are 12% of people, one out of every eight people, 42 million people, lying quite often. The trouble is that it

is extremely difficult to sniff out many of them. There are some people with bullshit-meters and they may detect when some people are exaggerating, embellishing details and making less than truthful statements of accounts. It takes effort to point out a fallacy and even more to prove a point, with the expense of almost everything one owns to battle injustices from liars who set their sights on what you have that they want. Liars assume their position in life, they do not build it, they steal it from those who have what they are seeking to acquire. They act as if it is theirs when in fact it is not.

In nature, some animals employ deception to improve their lives like Bluejays, these birds imitate the calls of predator hawks that would normally attack and kill smaller bird species. By making these hawk calls, it scares other birds away from whatever food source is being consumed and allows the Bluejays to swoop in and steal that food source. Drongo's in Africa mimic other birds and animal calls to frighten meerkats away from food. When they notice a coveted tasty morsel in the paws or claws of another creature, it simply mimics the warning call of that animal.

It is difficult to fool a dog because they are highly perceptive animals with cognitive abilities that allow them to read human intentions and adapt their behavior accordingly. Dogs can tell the difference between intentional and unintentional human actions. In fact, they can sniff out a liar easier than most humans can.

80% of women tell half-truths. On resumes, 40% of people lie. Doctors are often victims of lying, where 15% of patients admit to lying when talking to their physicians. From men, six lies are told to supervisors, partners, spouses, and workmates every day. Women tell three lies to their partners, supervisors, and co-workers every day. 10% of all lies can be defined as exaggerations, though 60% of all lies are considered to be deceptive. Of all liars, 70% of them claim to be willing to do it again.

Artificial Intelligence software can be aware of the fact that certain words are desirable to a recruiter or employer as word choices over another descriptor of skills or talents. By using AI to write or re-write a resume can impart certain words to a recruiter that is then accentuated to a potential employer who may interpret the wording as something more than what it is

accentuated into being. AI does not have morals inherently, as it lacks consciousness, intentionality, and the capacity for true moral reasoning. Instead, ethical considerations for AI focus on AI ethics, a field that designs AI systems to uphold human-defined ethical standards by embedding values and guidelines into their programming and training data. Humans are ultimately responsible for defining, creating, and ensuring the ethical behavior of AI.

It is not a crime for a police, law enforcement, officer or agent to lie to a person, but it is a crime with severe punishment for a person to lie to a police, law enforcement, officer or agent. Police and law enforcement are protected by Supreme Court rulings from *Frazier v. Cupp*. If a citizen were to lie to a federal agent, under 18 U.S.C. § 1001, it is punishable by up to five years in federal prison and hefty fines. The maximum prison sentence can increase to eight years if the false statement relates to international or domestic terrorism or specific sex offenses. The consequences extend beyond prison, potentially leading to a lifetime of difficulty with employment, housing, and financial opportunities due to being a convicted felon.

The ninth commandment of the Bible prohibits lying by stating "You shall not bear false witness against your neighbor" (Exodus 20:16). While originally focused on court testimony, this command is widely interpreted to apply to general dishonesty and deceit. The Book of Proverbs repeatedly expresses God's hatred for lies, calling them an "abomination". Proverbs 6:16–19 lists "a lying tongue" and "a false witness who speaks lies" among seven things the Lord hates.

If you talk to enough people each day, you will be exposed to many lies. In America, in social situations, people frequently use "white lies" to maintain harmony. Americans frequently tell small, often inconsequential "white lies" to avoid hurting someone's feelings. These are generally viewed as socially acceptable. For example, studies have shown that more than half of people consider lying to avoid hurting someone's feelings to be acceptable. A lie told to prevent significant harm is widely considered more ethical than one told for personal gain. Research has identified several scenarios where lying is deemed moral, such as protecting someone from unnecessary emotional distress.

As an individualistic society, the U.S. places high value on personal honesty and integrity. This cultural norm is often in contrast to collectivist societies, where deception may be more readily accepted to preserve group harmony or "save face". Research indicates a growing societal acceptance of dishonesty in certain situations. An Ipsos poll found that the percentage of Americans who believe lying is sometimes justified increased from 42% in 2006 to 64% in 2016.

The U.S. Supreme Court has held that the First Amendment provides broad protection for false speech, even deliberate lies, on the grounds that the government should not have the power to regulate the truth. This principle, established in the 2012 case *United States v. Alvarez*, protects lies unless a "legally recognized harm, such as defamation or fraud," is associated with them. The court feared that allowing the government to punish certain lies could lead to an endless list of punishable false statements and weaken American democracy. However, this protection is not absolute and does not extend to lies that fall into categories of speech not covered by the First Amendment, such as perjury, fraud, and defamation.

Chapter 1 - Acting As If

Rule #1 of getting ahead: don't earn it, fake it.

The CEOs know this. The politicians know this. The guy selling herbal dick pills online knows this. You act as if you're already rich, powerful, invincible; and eventually, people believe you. Or at least they stop asking questions. The secret of every winner: pretend you're already there.

Don't ask for permission. Don't wait for proof. Just show up like you own the building. The world doesn't care if you're a fraud as long as you walk like you're not. You don't climb the ladder by pulling yourself up; you climb it by convincing everyone else you're already on top.

Gavin Marshall, CEO of a chemical company in Houston, Texas having privileged access to everything, chose to steal from anyone and anything that pleased him. "Rules are for shmucks", Gavin frequently repeated. "If you want to get anywhere in life, then act as if you already

own it.” Instead of focusing on what one already owns, the truly wealthy often act as if they own their most valuable assets: their time and freedom. This mindset shifts ones focus from acquiring depreciating possessions to acquiring assets that generate passive income, which can buy more of their time. Gavin employs an abundance mindset; he thinks in terms of increasing his opportunities and resources rather than focusing on limitations. He tends to see possibilities instead of obstacles.

Gavin courts Houston Socialites, and he focuses on the ones that grew up rich, are well-educated and intelligent but a career was never her focus in life. Gavin wants her focus squarely upon him. In 2011 Christina Cohn, the thirty-something aged daughter of the rich financier in Houston, caught Gavin’s eye. She was not exactly proportional but she was not a Barbie Girl either, her lady parts were real and not enhanced by surgery, no implants, no Botox, no treatments or procedures on her body. Gavin being forty-five was socially accepted even though he was much older than Christina and nearly as old as Christina’s father.

It was not enough that Gavin had means, upward mobility and wealth, he had to verbally berate those with lesser means. If a police officer were to question Gavin upon a traffic infraction, Gavin would make it a point to tell the story that the police officer “only cared to get off on the power he wielded and his fifty-thousand-dollar salary was not a respectable living, but he though it was!”. Gavin snickered to people who would listen to him, “I make a hundred times his salary, and that despotic prick really thinks the five-hundred-dollar fine means anything to me? Can you imagine what he must go home to? Some fat fugly neanderthal!”

An employee, after three years of service, asked for a raise from the operations manager, who deferred to the CEO for the request to be considered. “How much do you make?” Gavin asked the employee who had witnessed hundreds of his derogatory stories of people making less than Gavin did.

“Seventy thousand”, he answered.

“So, how much do you want?”

“A respectable amount” the employee stated.

“How much is that?” Gavin sneered.

“A hundred thousand dollars.”

“And what is your basis for this amount?”

“That is what other managers in my field make. In fact, most coordinators make my salary and more. I manage several people and am responsible for a minimum of twenty percent of annual profits. I deserve to be compensated the same as others holding my job title.”

Gavin left not a second of time for the last sound to resonate and retorted, “That’s not a reason for you to make that kind of money. You have not proven your case that your salary is incorrect. In fact, I turn down potential managers willing to take your job on a daily basis and they do not require anywhere near your salary to be

happy. Before you come to me and make a demand of any kind, you better be able to defend why you deserve it.”

Gavin runs a rinky-dink private chemical company that as of yet has never produced annual sales above twenty million dollars. In the world of public companies, where stock is traded and the quarters of time are excruciatingly cut-throat, people are constantly gunning for the top position, on the managerial floor, among the executives, and across the boardroom. C-suite executives take home millions in spoils every year, they act as if they own the means to their compensation. They gamble, parlay and risk all of the shareholder resources on the next best thing. They sequester as much cash as they can, then double-down with debt all in an effort to maximize a chance at a profit magnified by leverage to produce more.

Most executives of companies both private and public are cultured to behave in a similar manner, to go big or go home. The largest vehicle for executives to act as if is the stock option. Doled out in the millions of shares, stock options provide an exchange of wealth in trade for short-

term performance. When an executive is given five million options upon company stock, with the anticipation that profits will be maximized and drive stock price higher in as short a term as possible, and those shares are exercised, those executives earn millions upon millions of dollars in extra compensation. It is a fact that in every public company, executives consume between forty percent and sixty percent of profits generated for their income, the remaining rank and file consume twenty percent and the shareholders receive the rest. Because the stock options are created by expensing cash to acquire treasury shares, the majority of shareholder cash is spent upon buying back stock to populate the treasury account to dole out stock options.

Executives are an expensive nuisance to shareholders but the shareholders don't know that, they certainly don't understand that and most shareholders lack the basic intelligence to discern that. It holds true for every money-making proposition in America. Executives take sixty percent and the rest live off forty percent. It holds true for professional sports, hedge funds, insurance, medicine, every thing that generates money in America is governed by this principle.

Executives have the fiduciary responsibility to protect the interests of the shareholders, they are the gatekeepers to what does and does not become implemented at a company. Shareholders have the expectation that the executives will act in the best interests of the shareholders, always, and to make the shareholders consecutively richer, quarter after quarter. But most executives fail to perform in this manner, yet they continue to take sixty percent of shareholder resources remaining. When losses occur, executives still take. They continue to act as if the company is wholly and solely theirs, not as a responsible steward of the company.

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